

The Limitless Life Experience Podcast

Accepting Abundance with Denise Duffield-Thomas

Transcript

In business groups it might be very clear on your niche break to one target audience. How do we make room for all of these things?

Welcome to the Limitless Life Experience Podcast with me, your host, Suzy Ashworth. I'm a mum of three multiple six figures, serial entrepreneur, business strategist, Hay House author, speaker, coach and believer in miracles. I help female entrepreneurs like you and 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.

Suzy:

Hey you, you gorgeous thing. I am so excited to be sharing this episode with you. It is our first interview episode, and I have brought on the incredible Denise Duffield Thomas. So she is like my second official business mentor from afar. I remember buying her course back in 2014. And at the time I think it was called Lucky Bitch Bootcamp. And now it is Money Bootcamp. She's also a Hay House Author. She's got two books, so Lucky Bitch and Chillpreneur. I think that she's working on her third and she's a mom of three and she teaches women how to feel empowered around their money and how to receive more money. The group is incredible. There's over 6,000 women in there that are all sharing their money stories and their journeys and inspiring each other to do great things.

In this conversation we talk about all of the things. So life and limitlessness and Disney world and taps that have fizzy water coming out of them. Like we do all of the things. So I really hope that you enjoy this long and meandering conversation. And yeah, I'd love to hear what you think. So if you love it, leave a review on iTunes and yeah, if you want to send me some personal feedback, I think Denise invited you all to DM us on the 'gram. So that's amazing. And if you just love talking about money and wealth and increasing your wealth consciousness and taking those big giant leaps in your life and business, then you need to come and play with me over in The Quantum Success Hub for Female Entrepreneurs on Facebook, because that's where I'm hanging out with my peeps for free, and you are invited to the party. So without any further ado, let's play.

You may or may not be familiar with the formidable Denise Duffield Thomas of Money Bootcamp, The Lucky Bitch and Chillpreneur fame... has decided to join us for today. And we are going to chat and down and dirty with all things limitless and money and chilling, and basically just all of the things.

So welcome, welcome, welcome Denise.

Denise:

Oh my gosh. Thank you. And, just before we started, you were telling me that you interviewed me four years ago for a podcast that never eventuated, and why?

Suzy:

It's so strange when I was thinking about this, um, it never got it, never got to see the light of day because I didn't record it properly. When I listened back, the sound was all just jumbled. And then I felt afraid to come back and ask you to do it again. So I took it as a sign from the universe, that the podcast wasn't supposed to be alive and it's taken me four freaking years to get back in the saddle, and ask you to be a guest again, what is going on with that?

Denise:

Yeah. So, okay. So a couple of things that really stood out that I, that's why I said, oh, we have to put this on the podcast. So one is, it actually has happened to me a few times where people haven't remembered to press record. Right?

And actually it happened to a friend of mine recently and she's like, I'm so sorry. Can we do it again? And I was like, of course, because I know these things could happen. So if you would ask me, I just would've said, yeah, no problem. But, this is the stuff I talk about in Chillpreneur, right? How can you make things easy not have to think about stuff. You can have a setting in Zoom now that it automatically records. So you just have to remember to turn it off if you don't want to record. So a little tip for anyone who's podcasting.

The other thing that I learned from doing so many podcasts over the years, is I actually now say no to anyone who hasn't got an active podcast up because I know entrepreneurs have shiny object syndrome. And a lot of people who are going to start a podcast, never end up getting it up. And so I was like, I'm doing all these interviews and they never see the light of day. You know, entrepreneurs go, oh, no, I'm not going to do that anymore. And so it was a real lesson for me in boundaries.

Right. And saying, saying to people, look, as long as you've got like a good couple up there, because don't you find that a lot of new entrepreneurs, which you went and you then, but you know what I mean? If one little thing goes wrong, they take it as a sign from the universe to not do that thing.

And you and I both know tech problems happen and things happen and you have to be so persistent in getting through those little kind of tests from the universe and just do it anyway. So it's so funny that you brought that up, but I think there's so many good lessons on both sides. Right. It's okay to ask. It's okay to make mistakes. And it's also okay to have boundaries because yeah, for me, I'm like, I know that you are persistent. And so I couldn't even remember that we had done that one. I was like, yeah, of course. But I know that a lot of entrepreneurs, they just never get past the tech and they never get past the resistance. Um, yeah. Which it's such an important quality, right. Is that persistence.

Suzy:

You can't do this job. And I say job, which makes me feel uncomfortable because for me, it's not a job. I think it's a vocation, it's a calling, but you can't do this unless you're prepared to navigate the bumps in the road and really know that the bumps come every day really when you're committed to growing, and impacting, and really creating the life that you want to create... every single day, something comes up that makes you that stops. You has the potential to stop you in your tracks at least momentarily.

Denise:

Every day. But don't you find though, it doesn't have to be scary, you know? And I think this is why it's so important to listen to podcasts like this, to have friends who are in business, because you can just text a friend and say, Oh my God, like my friend had the worst mercury retrograde this last week. All these things happened. A friend of mine had a launch where like 10 terrible, bad things happened, including, you know, her ad account got shut down and her email got shut down and emails weren't going out- everything that could go wrong, went wrong. And if you didn't have friends who know what that is like, you would just be like, well, the universe doesn't want me to do this. So I guess I'll just quit. Yeah.

Suzy:

What do you, what is your personal belief about the universe does want me to do this? The universe doesn't want me to do this? What do you think when you hear that? Just generally?

Denise:

Well, I honestly think the university is pretty neutral. So like, you can decide that you want to do that. So it's just like sometimes cool things happen. I think I'm a little bit more careful about that sort of stuff these days with the law of attraction, because people can really use it in kind of icky way. And I just think, hey, why don't you decide that you want to? And that you're worthy of doing it and not think about this outside for us, because hey, if you want to have bad stuff happen to you all the time that can happen to, you know, you can totally start to attract bad luck and you can attract good luck. But like, I kind of just go, I choose and I create my own luck. And if the universe wants to meet me halfway brilliant, but I have to be a co-creator in that. And I have to make the first move.

Suzy:

Yeah. I think it's really interesting because when I first came across you, it was really at the start of my entrepreneurial journey. I've said many times like Bootcamp was the second course I ever invested in after B School. And at that time you actively said, this is, I don't even know whether you called it manifesting course, but this was the course for people who are anti woo and your pragmatism and real practical nature was at the heart of your marketing. And then over the last six years, I felt like seeing you grow in Bootcamp, that the more spiritual side of your nature has come through.

And then it's interesting to hear you say that you are more mindful now with the law of attraction message because of the way that it can be misused. So I'm really curious to hear, like, where are you now on the spiritual scale or is it a big part of your life or do you still feel like actually, that's not my vibe and I'm super practical.

Denise:

Well, I think the reason why I always talking about my practicalities is because I'm a Virgo, right? But even if you talk about your star sign, obviously you believe in it. So there's definitely that, I think what really started to shift me too, is that meme that goes around that says, maybe you manifested it, maybe it's white privilege. And I was just like, oh wow. And, um, and then honestly, to like the Me Too movement where, you know, there was a lot of things that came around the me too movement or around how the spiritual world can be very victim blaming for people. And like, how do you say to someone who has had real traumas in their life, or maybe you attracted that, you know, on one level, maybe you attracted that. And I was just like, oh, I don't, I don't really feel right about that. And so I think there's always room for

shit happened, you know? And like, even when you feel like, oh, I manifest something good or bad, it's like, yeah, a bit of space for just random, you know, and then it's, but then you can control how you react to that. So I think that's where my evolution was around kind of the law of attraction stuff. Thinking, I don't know, we have to be really mindful that not everyone is starting in the same place, and you know, not everyone can manifest things in the same way necessarily because there's some really real stuff that's like going on for people in the world. And there's some real prejudices and disadvantages that some people have, you know, in business, in creating a business or creating money. And so there was definitely some shifts around that for me. And I think the reason why I always felt like I wasn't allowed to kind of call myself woo woo is because I don't have a lot of very regular spiritual practices. Like I've never been a good meditator. I love participating in some woo stuff. Like I've got friends who love, witchy rituals and I'll always just be like, yeah, give me some of that. And then, you know, there's been a massive conversation in the spiritual world around cultural appropriation. So I'm like, oh, I don't feel good about it.

So I think it's fascinating that we're in a rapid time of language changing, of people, really being mindful about the things that they say or things that we've held as truths in our world. And a lot of that is crumbling and changing and what are we left with after that? And I'm still trying to figure that out and try and figure out how I can be more inclusive and how I can not be a total dick about it to be honest.

But also at the same time, I'm holding space for what I really truly believe in. And I think when I was younger, I thought politics was very separate to me. And now I'm seeing that like, politics is intensely personal and gendered and, you know, really has a massive impact on our daily lives. And not just, you know, you in the UK, well, you're a global traveler - or me in Australia, but it's, you know, it impacts generations of children all around the world. And so, and I see now too, now that I'm a grown up as well. I see how money plays a massive part in how laws change, about how things move and change in the world. And so now I'm like, oh, cool. I want more women to have more money so we can change the world, literally change the laws and influence companies and influence policy.

And so I just have a different lens on stuff now, where I'm trying to think, you know, where is my part to play in that, and where is not my part to play in it?

Suzy:

Yes, it's really interesting. I think that with the pandemic especially, and you had this, or at least in my world, I had a lot of conspiracy theorists on one side. I had a lot of - this is just what's happened, very practical. Like I'm reading the Daily Mail, this is

what they're telling me, and this is what we need to do. And then I had people who were, I suppose over the two opposite ends of the spectrum. And what was really interesting is that, for the conspiracy theories and really everybody that had an opinion about what was going on up to, I read the Daily Mail, and this is exactly what is happening.

There was a questioning of what is true and what is not true... what is truth? And then what is my truth? And I think that with everything that you have just said about what is my role, and have I manifested this, or is this white privilege, you know, what is - for me - internalised racism? What does it mean to be anti racist? Looking at all of these structures and things that have gone on in the world and knowing that you have grown up with a certain lens and that lens has been presented to you as truth. And you've co-created a universe around you where you thought that the things that you were looking at was truth. I think that might now the biggest, one of the biggest questions that I have personally and professionally is what is my truth? Because we are still as women, and as individuals just getting presented with a million other different lenses, and still we have to work out like, what is my truth in this? What is the truth - capital T - and what is my truth within that? And that is a very, I think, difficult, like it's a challenging path to navigate, especially when you have an audience of people who are interested in your personal opinions.

Denise:

Yes totally.

Suzy:

Have you found that, does that feel pressured to you? Yeah. How do you deal with that, that need for, for you to express yourself and people being interested in your thoughts and opinions?

Denise:

Yeah. Great question. So, first of all, I find the current state of what you said about the truth. There's no defined truth. For people like me who grew up, maybe in a, like, you know, a bit of an unstable environment... I find that really difficult because I always liked to know, well, what's, what's happening, you know, and things were often, you know, like my mum would want to move house, but then she wouldn't tell us until like the day that we're moving. And so I found that really difficult to say, you know, there was no certainty about where we would be living or what school we would be going to, you know, month to month kind of thing sometimes. And so I'm

personally finding, you know, the lack of a shared truth around things. I find that, um, how to deal with - discombobulating often, because I'm like, but what's the answer.

Tell me the rules and I will play by those rules or tell me the thing. And I will. And so I'm sure there's people listening who know what I'm saying there and how it's obviously not, you know, like not all about me, but I feel for the people who need certainty and there's no certainty. Especially even around like how, how soon can we travel? And when can we reschedule our retreat? No one freaking knows. For those people who need certainty, it's so painful. Right? So at the start of Corona shut down, I got a ton of extra podcast requests and I do, I do probably three to five a week anyway, on a regular week, but I was doing like 10. And what I realized was, it's like when you're on the plane and the turbulence hits. And because now I always traveling first class, I can see the flight attendants like right in front of me. And I'm always looking, you know, you look to them to see if they're panicking, to see if you should panic. And if they look, if they look okay, then you're like, okay, there's nothing to worry about. Just turbulence. And so I felt like I had that responsibility at the start of Corona to say to people - everything's going to be fine. Even though I was like, I don't know the answer to this. And so I was exhausted, like I was having to do a daily nap because I was just you know, like this is going to be fine... and you know, and the truth is we don't know how it's going to end. We don't know the details, but of course in general, everything's gonna be fine if we zoom out, everything's going to be fine. Always, always, always, always. Um, and then the last, um, couple of months where entrepreneurs have been called out, and what's your stance on Black Lives Matter? And, I was like, oh, Holy shit. Because again, I'm finding that role of flight attendant. Everything's gonna be fine. But of course I can't speak to that. I can say I support it. You know, I totally, I'm not denying that there is structural racism in the world and you know, just like there is structural patriarchy. And, but I can't personally speak to that because I obviously enjoy white privilege and I'm, uh awakened to that fact every day that I have that privilege. And so I was like, Oh shit, I don't know what to say so I can, all I can say is I support it. I totally understand why people are angry and I know the world needs to change. And, you know, I'm sure I contribute to that. And then what is my role? You know, you were saying that -what is our role? And I have a lot of friends who are social workers, or they have nonprofits or they're politicians, I've got a friend who's a very high up politician. And so I'm like, do I not do Money BootCamp anymore? What's my role here. And you know, the program's been around for about eight years, right, and when you've been teaching like that for a while, same with Marie Forleo in B School, a lot of concepts that you teach kind of just become co-opted by the community. And it doesn't feel as fresh necessarily. And so, you know, I've got a lot of people who are teaching myself, which is fine because I'm sure my teachers felt the same, that I was probably doing that to them. But, you know, so there's been times where I've thought maybe it's just not like - just set aside, let other voices. And then realising - that it's

not a binary thing, because I tell the same stories again and again, and again, and again on podcasts and it's new to people. Yeah. It's still on you and still fresh.

And I learned this from Amy Schumer where she talks about how some comedians feel like they have to have fresh material for every single show. And she's like 80% of the people in there have never heard of you, never heard that joke. And the 20% of people who've heard of it again and again, they love hearing it again and again. So I realised, I was like, oh, you know what? It's okay to stay in your lane still AND be more mindful about the language you use, because things do shift and change. And making sure you're being more inclusive, and making sure you're not contributing to the problem. You know, I talk about not always being aware, but on the weekend on solstice, I pulled some cards with my friends and this card came up and it was called soul work and it was a picture of a bee and it was, yeah. And I just, and I posted it on my Instagram, but I was like, oh, okay. I can still, you know, I can still show up, and I can still help the people that want to learn this stuff because I do think it's important. So, but I think especially at times of great social upheaval and change, that needs to happen. I think there's probably a lot of people who are thinking that and going, Oh God, my work for superficial or, Oh God, I just make candles. Like, that's not going to change the world. But what's changing the world is more money in the hands of women. That's what changes the world.

Suzy:

Yeah 100%. I have to ask you this question. Well, we both brought her up, but what is your opinion on call out culture?

Denise:

Oh God. I dunno. Sometimes it needs to happen. Right. And then sometimes it can be really freaking harsh and scary. And you know what I think it is too, because we've all got different personalities, right? We've all got different money personalities. I really appreciate those, you know, the activists who go forth, and they're bold, and they're mavericky, and, and they're the ones I think, leading the call out culture. And the only problem is that sometimes people who usually hang back and pick up the pieces after the activists have gone and broken shit that needs a break, they feel like they need to join the call out culture. But I think we've all got a part to play in that. Right. Because there are people behind the scenes who are making change, who aren't participating in the call out culture. And you know, I'm not one for jumping on that. And there's been a few times I have, and then I felt like, oh, that's not me. I'm doing it because I feel like I have to. Whereas, you know, sometimes it's okay to let the mavericks go forth and be the ones to break things, you know, cause sometimes people there is a problem, but no one wants to mention

it. And then they move on to the next thing. And then it's the next layer of people who are like, okay, like, okay, where are the peacemakers? How do we go forth on this? And then there's the people behind the scenes supporting and you know, every social change, you still need people who are picking up the litter after the march, and feeding the volunteers. And, you know, I think we've all got a part to play in that, but it's interesting, right? Everything's changing in a very short period of time.

Suzy:

Yeah. Everything is, you know, and they say that before you get a breakthrough, you have to have the breakdown. And when things look like they are falling apart, really they're coming together. My opinion on this is again, nothing is binary. And it's very, you know, you talked about the certainty piece. And actually I think that it's in Maslow's Hierarchy of Needs, is that certainty is something that we all crave. And entrepreneurs have a propensity to deal with risk, and I think have a propensity to be able to deal with less certainty than people in nine to fives. Otherwise you couldn't do this job. And at the same time when the world does look like it is crumbling around you, that brings stuff up. It brings up all of the stuff. And I think that this is one of the things I've been talking about in my community. It's like a magnifying glass for all of your shit that you have buried for years, and years, and years, both consciously and unconsciously - has come up to the surface in 2020. And it's like - I can't hide anymore. I have to deal with the shit. And it's intense. It's been intense.

I've got to ask you as well, because you said, I try not to be a dick. And you know, when I first found you, you were the Lucky Bitch. And I've heard you say before, like I can be a bitch and I'm wondering, are you still a bitch?

Denise:

Yeah, I think it's just part of my personality, right. I am pretty laid back, but I can be a bitch too. And so I think that is funny. Sometimes if people do see that side of me, they're like, but I thought he had a Chillpreneur and I'm like, yeah, but I'm also like a human. And like, I bitch about stuff. Mark's a bitch too. Like we all sit like we'll watch something and just, you know, reality TV or something. Oh my God. Look what she's wearing or, you know, so we can both be like judgey. And I think that is the Virgo trait too. Right. Of just being a bit judgey around stuff.

But when I was saying about not being a dick, like I definitely stand for women having more money, but of course, like not everyone identifies as a woman who wants to be part of our communities. And, you know, we usually have about 5% of men. And I do say to them, look, I centre women in my work and I'm unapologetic about that. And so, you know, you're welcome to join the group, but please know that

you are a gift in that group because it is focused on women. But then we have people in there who have said to me ,very kindly, well, I don't identify as either. So, you know, when you say things like, you know looking in the mirror and say, this is what a wealthy woman looks like. I don't fit in there. And so we can, we can shift and change things. And I still stand for women, all women, um, you know, and that includes trans women. But then I've started to shift and change my language and say, look, and part of that too, is you can stand it from the mirror and say, this is what a wealthy nonbinary person looks like. That makes sense for you. And there's a room for that. And all of us can learn to not exclude people.

And it's, it's tricky, right? Because on the other side of it, we're learning in business groups about being very clear on your niche, and speak to one target audience - it's like, oh, okay, well, how do we make room for all of those things?

Suzy:

Yeah - I just think that that is a really interesting question. It's the responsible thing - I was thinking about this this morning, just about how I think that in my business, in order to get to the next level, the thing that I have to really address... like the persona people see of me online and in the podcast is me, but it's a part of me. It is not all of me, just like you're saying it sometimes I'm a bitch, sometimes I'm judgey.

And what is interesting is that I, there was a part of me that believes, and again, it's a story, whether it's true or not, I haven't worked out yet. But there is a part of me that believes that the next level of expansion is to really own bits of myself that I perhaps have up until now felt unacceptable to reveal. And the reason that it's unacceptable to reveal is because this person said, you know, you shouldn't be a bitch, or I have, you know, I've been in a world where I was talking about it, like only love is real. And if only love is real, then you have to be nice to everybody, and you have to love everybody.

And I think that with that comes - often a rejection of self, often you temper yourself in order to make sure that everybody else is okay. That's what I'm playing with. Like actually that isn't okay. And maybe it's not my job to make sure that everybody else feels a hundred percent comfortable, forsaking myself. What do you hear when I say that?

Denise:

Okay. So what just came up to me around that is it was just recently Father's Day in America. And it was really simple - people like Happy Father's Day. And what I fear is when it's Mother's doing it to other mothers, right. It was like, well, Happy Mother's

Day to all the mothers out there, and all the mothers who you know, wanted to be mothers, and mothers of fur babies and mothers who choose not to be mothers. And like I've seen, it's like 20 different things because that is how we're taught as women is that everybody else is important. And I found it a really interesting contrast this year. And I just thought of the difference, like, oh, Happy Father's Day, you know? And I think there was one other thing of like, and Happy Father's Day to men who have lost children, which I thought I thought was beautiful because that is not often talked about, but there wasn't all the same signifiers as there were for women.

And so this really brings up a lot of stuff for us in business. I'm sure you've seen this in your own community, where traits that are stereotypically female, let's say of like, you know, sharing and listening and holding space. A lot of those things are not necessarily seen as something worth charging for, you know, and if you've got a community, for example, things like community management and moderation, and holding space for people - that is totally seen as invisible work that we either shouldn't charge for, or shouldn't charge in an ongoing basis for. You know, it's kind of easy and invisible. So that's really, that's really tricky. Right. And I think as grownups, we can hold those two things. Of course, we should be inclusive and hey, we don't have to be everything to everyone every day.

Suzy:

Yeah. I think it's, everybody wants to be seen. And so it's that awareness that everybody wants to be seen. Do you have to be the person who is observing everybody? And if you are not observing everybody, does that make you a bad person?

Denise:

Not only that - everyone wants to be seen, we believe that everybody deserves to be seen. And that is 100% true too, but yeah, like where does your responsibility and for everybody. And I feel this very intensely because I think being a firstborn child too, I feel responsibility, I feel responsibility for my mom. I financially support my mom. And so I do feel that. I lie in bed sometimes at night and I'm like, Oh my God, how do we solve voter suppression in Georgia? How do we solve all these problems. Then Mark will be like, what are you thinking about? And I'm like - you know, Georgia, and how do we solve this voter suppression there? And then I'm like how do we solve the fact that all these children are like not getting enough to eat in the UK, one of the richest countries in the world. And I know I'm not the only person thinking about that stuff at night. We feel responsible to fix all the problems of the world. And sometimes it's like, am I allowed to just solve my little corner of, or is that a copout?

Suzy:

I don't know the answer to that. I don't.

Can we talk about limitlessness because I feel like the work that you do, and what you represent when it comes to women feeling empowered around their finances, and their money is really, for me directly correlated to our sense of limitlessness. And so I am interested in what does limitless mean to you?

Denise:

Well, the first thing is when you say that, I'm reminded of the opposite, right? Which is scarcity. And so often we think, well, everybody has seen my stuff or this is the most amount of clients I'll ever have, or I'll never sell another book again. Or, you know, this is the limit for me. And we've seen that with people hit income plateaus that feel very real to them and they believe it. And this has the most amount of money I'm ever allowed to earn. And so a lot of the work that I do with people around that money and their scarcity is to challenge those assumptions, to see where they came from or see what's driving that, you know, that scarcity around that particular number. And sometimes we can find very, um, symbolic things. Like they don't even realise that they're holding themselves back, but if they were to earn any more, that would go into the next tax bracket. So they like holding themselves back or, you know, oh, if I own any more, I'll have to register for VAT. And that could be a conscious or an unconscious thing. Often as an unconscious thing about, oh, but if I earn any more, I'll earn more than my dad and that would be disrespectful. And that can be a cultural thing too. Right. In some cultures it's like, well, your parents do sacrifice, so you will earn more money than them. And they'll you'll take care of them. In other cultures that might be okay for the thumb to do that, but not the daughter. And then that feels disrespectful. So there's layers, and layers, and layers of why we might feel scarcity around money. And then there's the other side of it, which I'm exploring at the moment is how much is enough.

Suzy:

Okay, great. Well, what are you exploring? Talk to me about that.

Denise:

I am exploring what is the relationship between contentment and complacency, because I really great money, you know, I earn \$3 million a year, it's more money than, you know, my, my mom has probably earned in her entire lifetime. It's more than, you know, I'm a 1% of her 1%, you know, I'm not a billionaire, but I'm like, do I want to be a billionaire? And I've explored it from a, you know, holding it lightly way,

what would it be like to be a billionaire? Because I'm trying to see where my blind spots are around money blocks, right? Cause there's always new money blocks and more, you know, money mindset work. I might not even ever get there, but it will be a really useful exercise to see what uncovering me going from like 3 to 10 million, for example.

And also just like, what would I do with that? Could I sustain it? What are the negative consequences, which is either what are they accessing in camp? And so also I'm looking at - cause this is a perfect conversation for now. I'm looking at some of the negative consequences of having large businesses, with like Marie Forleo, for example, or Rachel Hollis. We see there's a lot of visibility, and it's a lot of responsibility and a lot of criticism that comes through with visibility, and I've been super lucky up until now. I actually don't get a lot of criticism. I keep on thinking, well, I've obviously fluked it up until now, but if I become more famous, maybe there'll be some negativity around that. And so I'm exploring this line for me around what do I want and do I want a big business - for what, for why?

And there's no judgment around it because yeah, cool. I'm sure I could spend a billion dollars on creating some cool shit in the world, but it's kind of like, do I want to, and what are my stories around that? And what's enough? and is it okay to not have a big stretch dream every now and again? Because the last couple of years I have had a big stretch dream every year where I've had to, you know, I have had to do launches or things like that because I've wanted to buy things like a dream house, or a farm or, you know, cool stuff. And so I'm like, what would I be without that? And it's like challenging my self identity because I realised that a story around that would be lazy and I would be unambitious and I would lose my drive really. Really? Would I? So yeah, that's the conversation I'm looking at at the moment.

Suzy:

It's a real thing. My story right now - and this may change, is that evolution is our natural state. And if we are not evolving and expanding you, you can't help but feel unease. And what's really interesting is that I don't know that that's true because I've always put myself in a position where I'm growing and evolving and expanding.

Denise:

Yeah. I think it's that personality trait of like, what's next, what's next? And I definitely want to help a lot more people, but I think I've got a story around that too, of you know, you do have to always have a big goal or be dreaming. It's like, well, what if I spend a couple of years just reading books?

Suzy:

That makes me feel uncomfortable.

Denise:

Me too.

Suzy:

I was like - I don't have a response for that - you can't do that. There's a story that needs to be released around. Maybe that is the stretch goal. Maybe that is the stretch for us, that you have to spend two years just reading books and thrive and be okay and survive. Um, yeah. And life can be just as amazing. Maybe that is the stretch.

Denise:

It could totally be. And also having a farm for me is a really interesting experience too. Right. Because growing things physically with your hands, you know, like I've for the last 10 years, I've made my living just by talking to people. Yeah. You know, I haven't produced anything tangible that I can touch. And so there's a real challenge there for me of like, ah, can I just like grow some stuff? Um, but then of course, because my brain - and your brain thinks like this as well, I know this about you - but I'm like, ah, this is great, cause I was pulling weeds at my farm, just for fun. Cause I actually have people who can do that for me, but I was like, oh, this is fun. And then I was like, Oh my God, I could charge people \$2,000 to come here and pull weeds as a mindfulness, the mindfulness exercise. Because, you know, I started thinking about, Oh my God, the way I pull weeds is how I do life because I'm always looking for the big ones and the fun ones. Then I had my friend come over and he wouldn't move from a patch of dirt until every little piece was out. Whereas I was like, I'm done with that patch. I'll just go over here. Cause there's a really big, juicy way that I want to pull out. And I was like, Oh my God, I could do a whole day seminar on this and create stories around it. And the lessons.

Suzy:

I love that. I would love to know what shifted with you in Bootcamp when you went from 5,000 to now, I think that there's over 6,000 people because I distinctly remember you saying, I have a block around going over the 5,000 mark and we've been hovering around just under 5,000 ages, and I'm sure that it was a good couple

of years. Like you'd have people join and then it was under the 5,000. And then all of a sudden I noticed, I can't remember when, cause I'm not that obsessed with you. But I noticed when it went over the 5,000 mark and then it was like, wow, there's 6,000 of us in here. What consciously did you shift to allow that expansion?

Denise:

Oh, there's so many things. So, a couple of lessons, big lessons for me, one is we used to have a really long refund period. So it used to be 60 days. Yeah. And I remember we did a big launch on the 25th of October, and it was like 2016 or something. And so 60 days later, Christmas and we had our record amount of refund requests because it was Christmas. And these are people who participated in the live rounds participated in the group and it just got to Christmas and it was just like, oh, I'll get my money back because I can... it just happened to be a lot of people. And I had a ton of people tagging me on Christmas day asking questions and things like that. So I went into 2017 going, do I want to continue this work in this way? Because I was still answering every question. And at around about that time too, there was a real shift in... I didn't really have a ton of boundaries. I was kind of like, well, what do you guys want to talk about in here? That's fine. Talk about whatever you want. And it got to a point where it was just starting to become a bit unmanageable cause people were wanting to talk about all sorts of random things in there.

So 2017, I had to set some boundaries about this is what is okay to talk about. And this is what's not. And we experimented with, you know when you just put it on admin only or things like that. And it was, it was really hard. I really struggled with the idea of setting boundaries, and being the only person. And then last year, I was like, I am trying to hold the space for each and every person. And so I realised that I was the bottleneck, and you always are of course, right. But like, I was like, I can't hold this by myself. So that's why we were stuck at that 5,000 mark, because I was like, I'm trying to read every single post. I'm trying to comment on every single post, I'm trying to... I feel responsible for each and every person in this space. And so I stopped doing that. I stopped reading everything. And two, I started pushing back when people would say, oh, Denise I want to do this, this, and this. I'd go - what lesson of Bootcamp are you up to? And they would be like, oh, all I haven't watched the video. And I'm like, great, go watch the video. And I shut the group down at Christmas for two weeks. Oh my God. That was a really big deal for me because I'm just so used to just being - I want to hold the space for people and I want to be available. And people would say to me up to that 5,000 mark, I would say, Oh my God, Denise, like, no one does this in their groups. You're always available. Okay. And here's what the lesson was for me. When you go to Disneyland, have you taken your kids to Disneyland?

Suzy:

Not yet.

Denise:

Okay. So you'll notice that when you go - Mickey Mouse is special at Disneyland, so he's all over the place. But when, when you go to the shows where they have all the characters, whether it's the Disney on ice, or the parades or whatever, when Mickey Mouse comes out, all the characters turn and look at Mickey mouse. And they do like a fanfare. It's a really big deal and they change the lights and everyone starts clapping, and it's a really big deal. And he opens the parade and he closes the parade - and he is special. There's only ever one Mickey Mouse character who's like out at any one time, and it's special. And so I realised that everyone in bootcamp was treating me like their mom, not Mickey Mouse. it wasn't special because they felt like they were like, they tagged me day and night. They would disrespect the rules of the group. You know, because they didn't want to do the work. And so I knew I had to like change that dynamic in a group where it was special. And I looked at Marie Forleo, like you've been in B School before... Marie Forleo, isn't answering people's questions on Christmas day or any day, but when she turns up at special.

So I had to get over my own ego of being needed all the time. Yeah. And being the go to girl who knows all the things, that was hard to give up. And being the one who can solve all their problems. And so, I thought about it for 18 months before hiring a community community manager. But then I was like, what if they like her more than they like me? So, um, I had to get over that ego. And so I hired a beautiful community manager at start of the year. And I hired her with that expectation that I am Mickey Mouse. And you might notice that in the group, and Sally Hope - who is Marie Forleo's community manager - she actually helped me write the job description, do the training. And she, you know, she helped me behind the scenes, hire this person - who's Mara, who's wonderful.

And part of it was, like whoever it is coming in - you're not Mickey Mouse, Denise is Mickey Mouse. So you'll notice that Mara will go, Oh my God, that is such a great question. Remember when Denise says this in this lesson, she is always deferring that to me. And so, you know, that was a real learning for me, of hiring someone who doesn't have the ego of being, you know, the cool girl, Mickey Mouse. And also getting over my own self of like how wanky that was. Because you know, when people always say me so down to earth. And so I felt like a real wanker, even wanting to be me and I had to get over that and go, no, this isn't for my ego. This is for the benefit of everyone in the group. Because one, I was role modeling terrible

boundaries and expectations, that if you have a group, you have to be available for them 24/7. And you have to be the one who does all the things and you have to be, you know, the mom and be selfless. And so I knew I was role modeling really bad behavior. And so I'm not doing that because I want to be special. I'm doing that because one it's unsustainable for me to do it any other way. And I would've eventually shut it down, you know? And I wouldn't have been able to grow it. I wouldn't have been able to help more people. And I wouldn't have been able to role model what it looks like to have boundaries and to be able to hold bigger groups and hold without having to be all up in everyone's business.

Suzy:

This is just such, I mean, there've been lots of knowledge bombs today, but I just think for anybody right now, who is listening to this and is stuck... especially I talk about this in the early stages of business, when you're wanting to get that 5, 10,000 pounds a month. And as soon as you get a client, basically everything goes out the window because you're serving the client. You need to get a VA, you need to have some team member. This happens again, like when you get to six figures or you're stuck at like 150,000 a year, you get teammate, you need to get support.

And it's so interesting to hear the timeline. You were stuck at 5,000 people because energetically, you energetically and literally you couldn't hold any more people. And so as soon as you then invested in the community manager, your community grew by over a thousand people. I mean, that's just - it's such a good lesson and do the math on that a thousand people at \$2,000. The cost of a community manager. But it's not even, the cost of it. It's t the ego and it's the fear and, you know, all that, all that kind of other stuff. And, you know, again, I've been behind the things that Marie's basically, cause I've been a mentor in her program and during B School, she has like something like 10 mentors because she can't hold the space for all those people, you know, she's got 30,000 people in her group.

And I will get to another bottleneck for sure. Yeah. And I'll need to hire another community manager. And, you know, it will be less hard the second time than it was for the first time, where I resisted it for 18 months.

Suzy:

Are you excited about getting to that next level?

Denise:

Yes I am. And I also know that more lessons will come up around it. Yes, for sure. And you know, will I have a program that will go on forever, or will I be done at some point? I don't know. And I'm giving myself permission to not know right now. But yeah, it was just a brilliant lesson in increasing your capacity to receive.

Yes. Um, before we finish up, can we talk about first class? I feel it's so interesting, isn't it? It's just by being in the group and when you evolve, you share the lessons. So there's a part of me that does feel a little bit weird going.... I remember when... but I do. I remember when you made the decision to travel business class with the family. I mean, I can't remember when that was, but I remember you sharing. So it's just interesting to me today to hear you say, now I only travel first class.

So when did that happen? And what's the difference between business and first?

Denise:

To be honest, most of the airlines it's exactly the same. Like it literally is the exact same space. So I know the difference between economy, for me the big leap was going from economy to premium economy. That just felt like I was like, Oh my God, what do you get for the extra money? Like it just seems so pointless to get there in the same amount of time. But it actually did make a difference. And it's so funny, the way that the airlines deliberately hold things back. And, you know, it's literally like an inch that your seat reclines extra or two inches, but you feel the difference. You feel the difference in the toilet paper, it's just slightly nicer. And so, yeah, economy to premium economy was definitely my bigger leap. And then I went Oh my God, I'm going to have to go to the other side of the world and I'm going to be there for four days. And in that time I have to do two speaking events. And I was like, I need to have some sleep. And so I think the first couple of times I did it, I did it with points, so I didn't pay for it. So again, it's about acclimatizing yourself, right? Or I would travel on like, you know, cause there's business class, and there's business class, you know, some airlines are slightly different. And the pricing is different if you're going at a slightly more inconvenient time, for example. Um, and so I just acclimatise up to it. And now I would never not - if I'm doing it for business, especially because I'm like, you have to be on your game. And I know that just being a bit more awake, leads to more abundance, you know, it could be just one extra person decides to join your program. That's worth it. That's totally worth it. The thing for me at the moment is I do often travel by myself, but like we went to the States with us and two kids. We didn't have to pay for George because he was under two, but, and my mom, and it was like 40 grand just for the flights. Wow. You don't get there any earlier. My first car was like \$1,200. And so there's part of me, that's just like errr, but then on the other side of it, I'm like, well, you know what? Like I have to be on my game when I travel. And I was supposed to be at Necker Island two weeks ago and you know, my flight

because I was going to go Necker Island and, and straight to Iceland, other speaking engagements. And my flights for that were like \$14,000, because I've got kids, I can't be away for like three weeks by myself. So I have I have to go speedy. And so it just makes sense for me to be on my game because I'm getting paid for that speaking engagement, you know, and I'm, and you know, someone else paid for my flight, but I'm like I'm not going to be in the back row anymore because that's my health. And my feet used to blow up as well. Like I would get, you know cancles for days, days, and days. And so, you know, but I want to say that people listening, you might just be like, ah, fuck, that's an unseemly amount of money, but it's all about how you want to spend your money.

You might not ever want to fly business class or first class. It just might not be part of your values. And you might be fine sleeping on a plane in economy class. It just does not bother you, but you are more than happy to spend a crap ton of money on green juices every day. Cause that's just how you want to spend your money. Like I don't have a super fancy car, I've got mum van. I've got a mid priced sensible mum van, because I've got kid. In the future I'm sure I'll get a fancy, cute car, but cars are not my jam.

Suzy:

I totally hear you. We do have a Mercedes, but it's like 11 years old. And if somebody said, what car have you got? I mean, I probably would say a Mercedes, but it's more my kind of an activist, like the gray one, which is your car. We had the Jeep in Mexico, which was, you know, 40 years old, like, which is your car, it's the red one. And then people that look out and be like, Oh my God, look at the Jeep. And I'd be like, Oh, that's not my thing. I'm an experience person. But I have to say that we, as a family flew back from Mexico business class, it was the first time we'd all traveled together. That's felt really, um, it felt like a milestone to have created a business that supported that choice. And it was the first time we've all traveled on a plane and not nearly killed each other. And so for that reason alone, I'm like, we are never turning back.

Denise:

No, no, no. I totally agree. And I think it is a milestone, whatever the milestone is for each and every one of us. Right. And the other thing is like, I often travel by myself and I am the only woman in business class, you know? And there's stuff there too about like who gets to fly business class, and what are the stories we have around that.

Suzy:

And I think that's really a big deal. And I think as a black woman, I feel that too, like it is it, every time I get to invest in what I want to invest in, it feels like a big deal. And this idea of responsibility, sometimes it can feel heavy, but I also get to choose what responsibility feels like. And for me, what feels great at the moment is it feels a responsibility to be the model of what is possible. Particularly when you come from again, background that is definitely not traditionally money. For sure. That's not where I came from. Everybody has their story to tell. And again, I say that without wanting to diminish where I have come from. But it does, it feels really, really good to be able to have the choice about how I want to travel, have the choice about where I want to go, have this platform where I get to speak, where I get to share my message, and get to speak to people like you and everybody else I'm going to be interviewing in the coming weeks, months, and years. It feels great to have that choice. And I believe as you do that, the way that we are going to see a change in this world is to help more women have more choices, and money is a part of that.

Denise:

Yeah. It's a huge, huge, huge part of that. And someone might've heard you talk about flying business class with your family and it's unlocked something for them, because now they know - it's that one degree of separation thing. Well, I know Suzy, and she can do it. Well, maybe I can do it as well, which is why if you're on your social media, it's not bragging to share your accomplishments because people need to see it and hear it and believe it for themselves.

Suzy:

A hundred percent, I was supposed to be having a chat with a friend of mine later on. And unfortunately, I'm getting my hair done as I said off camera. So I'm not going to be able to. But she is taking her son to Jamaica for the year because she saw Jerome and I, and the kids go to Mexico. And when I saw that in my in my inbox I was like Oh my freaking God - like that is being a model, you know?

Denise:

The ripple effect. Yes, absolutely. Do you know what I loved about that too? Even the picture that you've got on here, where you're in your swimsuit and like you just show up and like, I love the way your photos are so bold and beautiful. I think that's really important to you - I want everybody to hear this. Right? Cause you have got a banging smoking bod and I sometimes see people go, well, I can't do it because, you know, I don't. And it's like, I've seen people, you know, the positivity movement

changed me. It's changed my life. I'm like maybe I can wear a bikini. And, and you know, everything that we share is people are seeing that and seeing themselves in it.

And believing that for themselves and believing it's possible, everything was shared today... There'll be someone who's picked one little nugget and gone maybe I'll do that, so make your art, make your podcast people, show up on your social media, show pictures of yourself, and your body and your family. Did you even talk about flying business class? I don't know if you did on your on your socials.

Suzy:

I don't think I did actually. Which is interesting.

Denise:

You should have. You say, the flight went really well? And I was like, Oh I wonder... but like, we got to talk about all this stuff, right? Because it will change someone else's life.

Suzy:

You know, it's so interesting. Cause we do the work, we're doing the work. And just you saying that is me noticing, and I've been noticing it. I'm not just this week, but just noticing where am I holding back, less of it earlier on, where am I holding back parts of myself? Because it doesn't feel acceptable. And right now as well, it's like you said it - how much is too much. And I saw a meme saying anybody who earns billions, they've done it by exploiting people.

And I just thought, look, that is a very emotive, you've used very emotive words. Like nobody supports any individual hoarding, billions of pounds that they have generated through exploiting people. But the subtext of that is at some point, your desires are going to become wrong if you keep on expanding, and expanding, and expanding. And so many people I think have that belief at the, at lower levels of income generation. And it's really interesting. I feel like if you - and again, even when I say that I'm putting a constraint, which I don't know needs to exist - but right now conscious entrepreneurs earning a shit ton of money. And I - inverted commas - use the words and obscene amount of money have the capacity to do so much good. And if you want to fly business class or first class go knock yourself out. And if you want to build a school in Africa, go knock yourself out. And if you want to keep your money closer to home and you know, support a charity or build a foundation, like go and do that. Because the people, many of the people, not all of the people, but many

of the people that have the biggest amounts of influence right now, haven't been doing an amazing job.

Denise:

No, and they sleep soundly at night, by the way, they are not up at night worrying about how to solve problems. Well, not all, some of them are I'm sure, but I think you'd be an amazing billionaire. I think I'd be an amazing billionaire. And there is a bit of a eat the rich sentimentality that's out at the moment. Of course, I've totally noticed it. And we have to be sensitive to that too. Again, not being a dick about stuff. You have to be very sensitive about how, you know, just cultural shifts change and things like that. But I think it's super important to continue to talk about money because the people who are going to internalise that - about this rich is bad - it's people like our communities that are going to internalise that, not that greedy people, greedy, evil people aren't going to be like, Oh... it's only, it's only like the heart centred people who are like, Oh no. And were the ones who should have more money and you know, okay. So I love giving money to charity. I totally do. But there was one purchase I made recently and I just thought, fuck, I feel rich doing this. And it was at the Rose Farm, my graphic designer out there, who's a local entrepreneur to the Rose Farm. And her business is called Creative Queen Bees, which I love. And she painted me this little picture and I was like, could you make a mural of that? And it was maybe about seven or \$8,000. I can't remember. And it just felt so symbolic to be like, it shifted my perception of myself, of, wow, this is what a wealthy woman does. They commission murals. Like it felt, it just felt amazing. You know, it was like, Oh wow. I am, I'm a wealthy woman. And I commission art from local artists. I am a patron of the arts. It felt freaking amazing.

Suzy:

The finished mural was amazing. And I love the fact that that sentence alone is going to just have so many people thinking when I can commission some local, then I would have made it. And we will say, no, it is your version of - that will be whatever your version of it.

Denise:

Whatever your vision is. Actually something else that happened, my little sister - she's 22 - so she's heaps younger than me, but she was over at our house and she was like, Oh, this cheese looks interesting in our fridge and she goes, is it expensive? And I said, I haven't looked at the price of cheese in any years. And she goes really. And I said, I'm really rich. And she just went, Oh my God, I can't believe

you said that. And I was like, yeah, but I'm not going to pretend that I'm not. Like I am, I'm really rich, hun. And she was like, Oh, okay.

Suzy:

Is she in boot camp?

Denise:

My little sister? No, she's not. She's actually studying to be a social worker. And, you know, my brother who never read a book voluntarily his whole life, and he's in the Australian army and this year he was stationed in Iraq, and he sent me a message while I was in Iraq. And he goes, I'm reading your book and it's so great. And he's, you know, thinking about what his business is going to be post his army life and how we can make extra money. And I had, I'd never pushed that on, on him ever. And he's like, yeah, my here, my money mind. But, and I was like, Oh my God. So he's like sitting in Iraq on an army base.

Suzy:

That's amazing.

Denise:

And he's working on his money mindset. I was like, Aw, that's great. So I don't need to talk about those things with my siblings, because already just them coming to my house, like they know I'm rich, you know? And, and if they wanted to start a business, I'd totally help them, but I'm not like, I'm trying not to feel responsible, but yeah, to them, that's hard.

Suzy:

Can I just ask you, how do you feel about the kids? Do they, I mean, I suppose Willow - how old is Willow?

Denise:

Willow's six, George is four, and Piper's two.

Suzy:

Okay. Is Willow starting to grasp money right now?

Denise:

Yeah, she is. So she said something to me about a year and a half ago. And it was about braces, like teeth braces. And we're saying, oh yeah, you know, like Nanny Fan is with getting her braces off, and really just said, she has only rich kids that get braces. And I looked at her and I was like, wow, where is this even coming from? Because we wouldn't have said something like that to her. And I was like, Willow, we are rich. And she was kind of like, what? And it's only now that she's going to school, and she's going to other people's houses and things like that. And you know, I say to her having money or having a big house, doesn't make you a good person. It doesn't make you a bad person. I said, you know, some people choose to live in a tiny house and, you know, I'll show that to her own TV. It's like, look at these people. They're choosing to live in a tiny house. But also I say, and you know what, there are some people who, through no fault of their own are struggling with money. And I'm just trying, even though she doesn't get it, obviously she doesn't get it. She's six years old. I'm trying to instill in her that money is a neutral kind of thing. It's not a morality test either way. Cause some people think you're only good if you have money. Some people think only, you know, you have to do something bad to have money. So I'm just trying to try and make it kind of a neutral topic that I'm not saying, well, I'm a really good person and I've done good things. Therefore, that's why we're rich and your friends, you know, maybe they live in a small house. Well, they're not as good as us because I know that that can be a thing. And some rich families kind of instill that in their kids and some pockets families and still letting their kids - well look at those rich people, they must've done something really bad. So I'm figuring it out as I go, when it comes to our kids, the only things I try not to do, I try not to talk negatively about money. I don't say things that money is dirty. If they put money in their mouths, I say, hey, we take care of money in our family? You know, put it in our mouth and just try and take it for that. When they go, oh, I want a toy, I don't say we don't have any money. I say, I don't have any coins on me today. Or I say, hey, we're not spending money on that today. I just try and make it just a neutral thing. I don't want to shame them for having desires or don't want to shame them for wanting money. It's, it's tricky. Huh?

Suzy:

It's really interesting. I'm schooling myself, just listening to you because I realised I have this thing and I know that it's from how I grew up and it's around... I don't want the kids to grow up feeling entitled. There's a whole story around that. And today expecting money to just show up is not a bad thing.

Denise:

Oh my God, I totally get that. And I tell you a story that came up to me really recently, I realised I have a story about resiliency. And so I keep on thinking, oh, they can't get too comfortable because then they won't be resilient. And the only reason I'm resilient it's because I grew up poor. So sometimes I'll create like this artificial scarcity for them. One thing that I have in my house that makes me feel rich is sparkling water on tap - it's amazing. So it's like this \$5,000 tap and you press a button and hot water comes out. I don't have to wait for the kettle to boil and sparkling water comes out. And so I like I'll use that, but there's a part of me that's like, but I heard that and I didn't have sparkling water until I was like 32 and I felt guilty about ordering it. I felt like I ordered a two liter bottle of like San Pellegrino I had to drink the whole thing because it was like so luxurious. And so then our kids will be like, I'll have sparkling, please. And there's part of me that's like, no you little fuckers, you won't have sparkling. What is that about? Like, well, maybe it is a good thing for them to feel like a base level of just, you know, abundant and imagine what they can create, not having to have those thoughts about black. So, Suzy, I have no freaking idea what I'm doing around that. And I don't, we don't know what our experiments are gonna do. Right. Cause they'll have their own money blocks that will be different to our money blocks. And, but it is interesting cause the only thing we can control is our own stuff. So I'm just hearing those stories in myself. And I know that my story is don't get too soft, don't get too complacent with life because you'll lose your resiliency. And so I'm like holding myself back from, you know, using my under floor heating in my bathroom or, you know, having the lovely sparkling water sometimes because I've got that story. So I just have to notice it in myself and clear that in myself, and my kids will be fine and they will be fine, you know? Like that will be fine and they'll have their own stuff and they'll learn their own lessons about money and you know, but there is a part of me that's like when they're teenagers, they're not going to be traveling business class with me, they need to experience economy like I did. So yeah, I'll have my own stuff around it and I'll make mistakes and I'll give them money blocks.

Suzy:

We all will, we will get it wrong and then work it out and blame us and then they'll love us. And that's just the way that it works.

Denise:

Yes. Why deny them the opportunity to learn about forgiveness?

Suzy:

Exactly, exactly. Everything we do, we do it for love. This has been amazing. Thank you so much.

If there was one thing that you want the Limitless Life Experience listeners to take away from this call, that we either discussed or not discussed, what would that one thing be?

Denise:

Yes. It's always the same thing that I've been saying on every single podcast this whole month. And it's the decision that today is your lucky day. Don't wait for leadership to change in your country. Don't wait for mercury retrograde could be over, don't wait for you to lose 10 pounds. Don't wait for somebody to choose you. You just have to decide that today's your lucky day we have, right? That's all we have to make a difference. So, you know, send the email, do the thing, whatever it is. But today is your lucky day.

Suzy:

I love it - and where can everybody find you?

Denise:

Okay. So if you're in front of a computer or a phone right now, go straight to Instagram, I'm @denisedt - follow me say hi, send me a DM. I love hearing from people. And it's funny, right? Cause I'm like, Oh, it's still manageable for me. Cause I always said it. And then I heard Rachel Hollis get 10,000 DMs a day and I'm like, Oh, cross that bridge when I come to it. And when it becomes too unmanageable, I'll stop telling people to DM me. But up until now, I love hearing people. And what I love when people, when they send me to a secret dream, because most of us have, like if you starting out in your journey, don't have somebody to send your secret dream to - freaking send it to me, send it to Suzy. I'm sorry, I shouldn't speak for you, but it feels good. DMS, both. And um, and my website is Denise DT as well and really easy to find. And I've got a ton of resources on my website and know go read one of my books or something like that. But I, um, I love when people send me a picture of them reading my book and sometimes they'll spend it and it will be like all these post-its and highlights in there. And my Virgo is a little bit twitchy about that, but I also love it because I love being of service. So my service side also battles with my like slightly OCD side. But I love seeing those pictures. So please send them to me. Perfect. Thank you so much. Enjoy the rest of, I think it's probably your evening now, right? Yes. Yep. I'm going to go and eat my dinner that my housekeeper made for me today. Because that's one of the things that I outsource now that I'm a fancy rich

lady. I don't do any cooking anymore. So that's great. And thank you so much for having me. I'm so glad we could do this again. And next time I think we see each other, it's either going to be in London or Necker Island.

Suzy:

Yeah. And it's going to be fun. So we'll see in a few months time and yeah. Thank you for everything that you do. We appreciate you. Thanks. Lovely. Take it easy. Bye

Denise:

You too, honey. All right, bye.

Suzy:

That was so good.