

The Limitless Life Experience Podcast

The Convo About Making a Lane For Yourself with Tara Humphrey

Transcript

Everything happens for a reason. And literally the day those people left, I got like two new clients, literally. Like they walked out the door and then like a colleague, like an old friend, an old client called was like, are you available to do X, Y, and Z. So that made me realise I was on the right path.

Welcome to the Limitless Life Experience Podcast with me, your host Suzy Ashworth. I'm a mum of three, seven figure serial entrepreneur, Hay House author, international keynote speaker, quantum transformation and embodiment coach, and believe in miracles. My superpower is helping female entrepreneurs like you create six figure breakthroughs in your business fast, so that you can expand into limitless living and create an incredibly positive difference in the world. In this space, you will hear me talk all about wealth, yourself, spirit and impact. This is the Limitless Life Experience Podcast.

Suzy:

Welcome to the Limitless Life Experience with me, your host, Suzy Ashworth. And I just want to acknowledge before I say hello to the lovely person sitting to my left on screen. But I think my right, if you're watching... this is new, we haven't actually done this before. And it is so freaking new that I didn't even tell anybody that I was doing it. So if you are watching this live, this is the first live episode I have done of The Limitless Life Experience and the person who is kicking me off, I cannot be more excited to reintroduce you to my sister, CEO extraordinaire Tara Humphrey in the house. How are you doing?

Tara:

I'm good. Thank you. I am really good, I'm a little bit... It's one of those days where I've got a sick child, it's like back to back meetings, I'm a little bit hangry, but I do feel good. I feel happy.

Suzy:

Can I just say I'm really, really grateful that you have just acknowledged that because what you will not know tuning into best today is that we have spent about 10 to 12 minutes trying to get online because I've got Wifi issues. So the zoom call that was originally planned didn't work out. And then I couldn't email the link, and like all of the things that possibly could go wrong in terms of the lead up to this half gone

roll. And I saw on your Instagram yesterday, Tara, that you didn't have an amazing day yesterday. Things were like, this is an error....

Tara:

Honestly, I had like 2,334 error messages by the end of the day, I could have chucked my... I was trying to find like a person, a black person chucking their computer out the window, like a GIF.

Suzy:

And like I really relate to that. The wifi went down yesterday. It's still down today and it creates problems. And I don't know how you felt at the beginning of the day, but I woke up, like I am ready to take on the world. It's going to be an amazing week. And then it was like computer says no, computer says no, like almost 2,355 times. What goes through your mind when, uh, you, uh, when the world doesn't play ball in the way that you want it to play ball?

Tara:

Well, yesterday I was laughing about it. I do have another computer. I've got a laptop, so it wasn't the end of the world. But on this, my main computer, everything was on it. So I did think I had a conversation with myself and I'd just done a podcast on my podcast where, the doctor had said - it was in relation to health - but what matters most? What matters to you? And that sentence really, I keep thinking about it. And yesterday I thought - what matters to me today? Because all my plans have gone out the window and actually what matters. I mean, she always matters, but my youngest, Tali is not very well at home. She goes to school. So what matters most is making sure Tali is called and what matters most is that I communicate what I can do to my clients. And I did that. And I said to Mark, at the end of the day, I have done everything that I've needed to do. I didn't feel most productive, but I did what matters most. And then I think when I did, when I went online, I was annoyed, but I was also, you know, like, it's like everybody can relate to your computer not working. So it wasn't a massive problem. And then when I woke up today, I thought I'm not going to bring yesterday into today. Today's a different day. I've still got some computer issues, but it's not a problem. It's not a problem.

Suzy:

I really, really liked that. And I am going to take that on board. What matters most right now? I think that that is super, super helpful. I am curious, is it literally just the intention that you need to not bring it yesterday into today? Because I think that that as a skill is one of the hardest things that we, as human beings have to do and master in our whole lives. Like, do you know what I mean? If you say the wrong thing

to me, I'm like, do you remember three years ago when you did this? Like I'm grabbing it from back in the day and we're talking about it. So, tell me, is there a magic potion for really embodying that and leaving the past in the past? And if so, what the fuck is it?

Tara:

I'd say there's not a magic potion. And the example is probably not a great one because there's no emotional attachment. It's my computer. Yes. So I think we all are working progress. So when it comes to relate, you know, like relationships that is harder, but I only did this podcast the other day. So now I am thinking every day, what matters most? And I think we've had conversations and we all have conversations. There comes a point I'm actually I'll use my husband as a relationship, as an example, there comes a point when you have to just move on. Like we've been together for 20 years. Like, should we just move on now? We just disagree. Let's just move on. I don't know. You just... when does it, when do you just move on when you are just sick of it? When you just think, we think differently, what is the point? We can't keep arguing about it. And I think the instance with - I can't think of a specific example, but when I think when me and Mark argue, you know, that we're not going to, if we're not going to, this is not a relationship defining moment. We're not going to split up. Yeah. So I think, well, we might, right. If you don't agree with me, well, I think I'm right. You figure you're right. You actually, Mark. We have little tiffs about how we run our business. So we're having a conversation about I'm now working from home. And I like working from home. I never used to think I'd like working from home, but since lockdown, we're a virtual team that works absolutely fine, but we're not virtual, but my team live around the corner so we can still meet up. Mark's like we have to be in the office. We have to be in the office. I'm like, you don't, is that what we do? And I'm like, but I'm working with doctors and nurses all day, they don't have to work in the office that we do. And I'm just like you do, I don't... let's move on. So I think that what matters most is if Mark is happy with his arrangement and he does have a COVID plan and I run my business, why are we arguing?

Suzy:

Can you tell the people who are tuning in, what exactly it is that you do? And I'm really curious about how has the situation with COVID impacted the way that you look at your business. And you've been showing up over the last few months.

Tara:

So I run a company called THC Primary Care. So that stands for Tara Humphrey Consulting. And we provide project management to general practices. And within that, it's a specific niche, we support primary care networks, which is groups of

practices together. So sometimes, one contract - we did 42 practices. I've got a little team of seven practices. So we work with groups of practices to deliver their clinical services and their projects and how has COVID impacted our business?

So COVID hasn't impacted it, but at the same time we scaled back. So a couple of people left the team. They had submitted their resignation before lockdown. And it was a blessing in disguise. It really, really was. I was quite upset at the time, but it was definitely, you know, like everything happens for a reason. And then I made one person redundant. I wasn't planning to, but I was like, I don't think this is the right team. And I think that person would agree given the direction that we were in. And literally the day those people left, I got like two new clients, literally. Like they walked out the door and then, like a call it like an old friend and old client called and was like, are you're available to do X, Y, and Z. So that made me realise I was on the white path.

Suzy:

And how COVID - can I just interrupt you for a second... do you mean that when you let go of the things that are no longer serving you, you create space for the things that you want to come in. Is that your mindset?

Tara:

Absolutely, it happens every week. It wasn't my mindset at that particular moment. My mindset at the moment was just, I really want to have a good goodbye. Like I don't because the person was my friend and I wanted to make sure, and it was really good. So I did set the intention. I was quite nervous about the meetings. It's a bit like, a little bit awkward because we haven't, we'd gone virtual. We hadn't seen each other in person. Everything was online. So I was in that mindset. I was just like, I just want to have a good goodbye. And what is this going to look and feel like? And it was really good. It was really fun. And we were reminiscing. So my intention was to just want to have a really good parting. And then that happens. And then the phone, literally that door left, I think I found out Katie seems like, Oh my God. So yeah, Katie's is my marketing manager. So that is a theme of my life. Every time something I've given, like I left jobs, I've left contracts - that happened. I left quite a significant contract. And then literally the next day I got a call from Richmond. It happens quite often. I must admit, I'm not thinking 'bye, see you later. This is all good'. Like I'm thinking 'bye, I'm really scared'. But something happens where I'm in some sort of state where the universe says there you go Tara, have this instead.

Suzy:

I'm going to remind you of this. I'm going to like have this bit of the conversation. The next time you've bought that. You've run into that time where you've got to leave something or let it go. I'm going to remind you that you say, every time you let it go,

something good happens. And I believe that to be true for most people, even if it's not as immediate as one person walks out the door and the next time somebody opens it. I do believe that in retrospect, when you look back at every significant moment, you're grateful for what happened, even if it was hard in the moment, even if it was scary, even if it didn't feel good in the moment you look back and you think I wouldn't change it, I don't. It's very, I can't think of any examples in my own life where I'm like, I wish that I had done it differently or it had been differently. So I really get that.

What else has, cause I feel that one of the conversations that we have had, which has been really powerful to witness as being used, stepping into your purpose more. Now you've been running your business for the last five years. So it's incredible and I think for anybody, who's like, I don't know what my purpose is. I don't know what the thing is. I'm like, you don't have to! Your purpose finds you and you enable that by just keeping on taking steps. So I would love for you to share, like, what was the shift, which enabled you to step into your purpose in the way that you have this year.

Tara:

I suppose, the purpose of the business initially, like the strap line was to save clinical leads, time, stress, and money. And I really believe that we do that and that felt good. And I'd be like, that's my purpose. I'm like practical support, hands on support. I can make your life better by just taking a little bit off your plate. So then you can do your stuff and let me do my stuff. And I was a bit like, if this is this, this is purpose. And then, George Floyd, that Black Lives Matter has always been there, but that exploded. And I did think, and my business coach has helped me actually. She'd always say to me, Tara, you don't know what you've got. You don't use what you've got. People will look at you and think, how do I create a podcast?

And I'd think, well it's easy. Like it's easy. She'd be like, it's not easy. If you've not done it, it's not easy. It's not easy to build a business. It's not easy to find somebody. Some people will look to you and think, how do I get there? So I did think we'd had a couple of discussions and I also just thought I operate in a niche. I am a leader in my space and I should act like it. And that I have been given so many opportunities to get here to where I am today. I am in a position to give other people those opportunities. So that led to us setting up the Business of Healthcare Scholarship, where we support, um, people from ethnically diverse backgrounds to pursue a progressive leadership in the field of health care. And we gave five, 2000 pound grants.

And then lots of people started saying, Hey Tara, how can I help? But initially I was like, no, I don't want your help. I don't want your help. And then I was like, if somebody offers to help you Tara, just say yes. So I said, would you mentor? Cause I'm a really big believer of mentorship and coaching. So 16 people, they just said,

how can I help? So we've got 16 mentors or from all in the field of health. And it feels like at the moment, my mission is my purpose is to step into being a leader in my, in primary care. And I can do that using, we've got the business of healthcare podcast. I can do that by supporting people to progress their leadership career, just like how I'm progressing my leadership career. And it's not like - I don't have a snazzy little strapline. It's just my purpose. It's just what I want to do. I want to be a visible leader in my space and do it in a variety of ways.

Suzy:

I love that. It's very, very inspiring. And I really relate to that. I would say that my, my mission is very much modeling what is possible for other women. And then of course, other women of color as well. What does it mean to you to be a leader?

Tara:

I think it just means just, I think just being myself and showing people what I've got, showing people what I do and just, yeah. So I think that's what it means. I think I did a presentation last year and one of the slides said 'the more I am myself, the more successful I become'. So I make more money. I have more clients. I've got some like strategic partnerships now. It just feels like, not that I consciously pretended to be something that I wasn't, but now I intentionally am who I am... does that make any sense?

Suzy:

It makes loads of sense. I think if you move to your left, please move over to your left. I think we'll be in the center. I think that it makes loads of sense. And what's interesting is I think that some people will relate to wearing a mask and really feeling like I need to present myself in a certain way. And other people will relate more to what you said. It's not that I'm wearing a mask, but it's almost like, I didn't know. Like as I get older, I allow myself to, it's almost like a relaxing, I can just be, this is who I am. This is what I think this is what I choose to say. And it's okay for me to own all of that. And this is exactly what I was saying in a training yesterday to a group of people. And I think the way that I talk about it in the online space, slightly different from your market, but I'm like fly your freak flag. So take the bit of you that you would actually be, feel uncomfortable about sharing and dial it up. And I think for people who were building personal brands, that that is really helpful. But I think that what you've just said is it's just the parallel to that.

Suzy:

I wanna just go back a little bit and pick something that you said before. 'I'm really lucky, I've been given all of these opportunities;. And the first thing that I heard in my head, when you said given, was, is it given or was it created?

Tara:

So I take my MBA, for example, I was doing some work, on a nursery proposal about trying to create a children's nursery at the university. And my, my Allie Mac, my friend that I known since I was six, she had a mentor and she said to me, I don't really like him, but I really respect him. She was telling me some of the conversations they were having. And I was like, Hmm, who do I not really like, but I really respect it's such a funny thing. When I think about it, I was like, there's a guy called Tim. He seems he's ahead of me. Anyway, I asked him to be my mentor and then asked me, we were talking, he said to me, have you ever thought of doing an MBA? And I was like, what's one of them. And he said, everything that you're doing with this nursery is like a module in the MBA. So I went to my boss, Audrey said, can I do an MBA? I had this really long, long pitch to say, well, I should do it. And I didn't. She was just like, yeah, yeah, no worries. And I think that is maybe I created it, but I was given the opportunity and I took it. I don't think there's anything. I don't see anything negative in me saying somebody gave me the opportunity to do the MBA.

Suzy:

Yeah. I would argue that it was created and it's semantics. So it's not about whether it's negative or positive. However, I do think wording is really powerful. And I do think that many times, particularly female leaders, it is easy for people to look on the outside and say, you're really lucky. This fell in your lap, the luck is that you met Allie Mac at six years old. And you stayed friends with her that you could argue is lucky. Or you could say that that's intention. You've been a good friend to her. She's been a good friend to you, and you've stayed in communication. She said something to you that activated within you. Many other people will have had a similar conversation with the people like their version of Allie Mac and thought, Oh, not for me. Just allowed it to go pass. Is it lucky that you hooked onto it? Maybe that's luck, but you had the hook and then you decided, Oh, well, if that's okay for her, I wonder that's okay for me. Okay. So where can I replicate that? I don't think that that is lucky. I think it's intention for the benefit of the people who are listening. I want you to really start to tune into, even if you are not like - you didn't know where that was going to lead or what that would open up for you, but the intention was if that's okay for her, it's okay for me, I'm just going to test the waters. And I would say that everything in my business that I have created over the last seven years has been that mindset. Observing somebody doing something that I think that is good, that I think that is impressive and thinking, Oh, well, if it's okay for her, I think that I'm going to give this a go. And then from that space, like doing an MBA is fucking hard. You know what I mean?

Tara:

And I got a distinction. And I created that. So I used to have a vision board where I said, I'm going to get a distinction. I printed out some things on like the printer. Haha so clever. And I got MBA.

Suzy:

Wow. Underline that, write that down and underline it.

Tara:

And so printed off a graduation cap. And I would say, I'm going to get a distinction. Like when I get a distinction, I'm going to go crazy. I'm going to run around. They would run out kids, pick up the kids and I go, you need to get 70 on average to get a distinction. I've got 68 and I was happy with that. It's like, yeah, yeah, that's really good. Pass got merit. And then Jake phoned me up. He was achieved. So he said to me, we've just had our example. We all think that you've done an amazing job. Like the grades are a little bit semantics. We think that you performed so well. And if you had the highest average, if I still was below - something like that, you, I think we want to give you a distinction. My friend Portia got 68 and she stayed on 68.

Suzy:

Wow. Wow. So here's the thing I think that you have used, you've used creative visualisation really from the moment that I don't know when you did it before, but certainly since you've been in business, I remember you got the CEO jumpers. Like I'm the CEO. It's like, what does the CEO stand for Tara? But you've used creative visualisation a lot. And I'm curious, what are you visualising right now? What's the next thing?

Tara:

A hundred thousand downloads on my podcast and the team, although I love the team at the moment, but a bigger team. And the Business of Healthcare scholarships. It just becomes huge, huge, huge, huge, We're going to open it. So I'll be setting up a charity next year to be able to bring in that money

Suzy:

Amazing.

Tara:

So we'll be opening that up to the LBGTQ community. So it will be diverse if you've got a diverse background, THC will welcome you, we've got a fantastic, fantastic pool of mentors and resources to help you because when my kids go to the hospital and where they go to the doctors, when they interact with healthcare professionals, they need to see people, all shapes, all colors, all sizes. I just care that you've got the skills to do the job, and you've got the right attitude, and you've got the right values. So I want THC Primary Care to be able to support and foster that. And I just see this business. I want it big, but I was having this conversation with my friend yesterday. Like I'm in no rush. I'm coming up to 40, but slow and steady, slow and steady. This is my business for life. So I'm not chasing, like I'm not frantically running anymore trying to get these goals or read this book *The Infinite Game* by Simon Sinek, and he talks about how you don't win at business, you just keep playing, and playing, and playing, and people overtake you, but they can overtake me. And I know that I will be in this for the long game. So the visualisation is quite big, but the scholarship, the podcast.

In October, I start my appointment as a business manager and a general practice. The vision for that is I become a partner. And the long term vision is I have multiple general practices alongside my consultancy business.

Suzy:

Just a couple of things then.

Tara:

And then all that. And then I'll, you know, be climbing Mount Everest, you know, like it is just all in a day,

Suzy:

Sorry, what was that? You are climbing what?

Tara:

You're coming with me.

Suzy:

This is like what we're climbing. This is the representation for Mount Everest in March. I'm freaking the hell out about this climb. And in my back of my mind, I'm like, Tara's fine. She's done Kilimanjaro. I'm just like, I'm really doing everything the opposite of what I would normally do in terms of preparing for something big time

mentally, I'm like completely like you are going to crash and burn. And every time I see you training with your weighted vest on I'm like, Oh, she's just going for it already. I'm feeling like it's bringing out all of the insecure vibes.

Tara:

I'm not going for it already. I know that I'm gearing up for a very busy quarter. So from October in a really amazing way, life's going to change a little bit and I'm going to be really busy because I've got a practice to manage. So I - knowing my body and knowing that they're going to be some weeks - the doors about to go - some weeks where I can't fit in the training, I've started early. So life's going to get in the way I might get injured. The kids will be sick. So I've started early knowing that I'm going to train like this from now to March.

Suzy:

Do you have time today to say what you want to achieve with this walk? Because you've also got a mission attached to it, it's not just enough to climb to base camp. There is something else attached to this, which is super exciting. So it is to raise money for the next cohort of Business of Health Care Scholarships. So this year I put in 10K next year, I want to put in 15. I will put in 15. But if we're going to open it up, it needs to be financially. What people need to see, even if there's a point in applying. So we need more money. I will continue to put - I want to put my money in. I'm really proud. And I keep saying, well, like, you know, I've contributed. It's really, really important to me. But I do think there are some pretty big businesses in health care and they can put their money where their mouth is. If they think diversity and inclusion is that important, they can do it in their organisation. And somebody said to me, Tara, your doing what big organisation can do so I can do it. If I can have diversity in my organization and I can put money in, they can do it in their organisation. And they can also give me some money to, Oh, I am so deeply proud, emotional by listening to you speak. And, I really support everything that you are doing. And I am scared, but cannot wait to walk up Everest. Please don't get annoyed with me and chuck me off the side because I might actually die.

Tara:

I won't, I mean, I'm not, if you die, I'm not gonna be annoyed. It might put a bit of a damper on the trip.

Suzy:

Thanks, sis. Anyway, I'm going to let you go. I know that you are super busy, so thank you. Thank you. Thank you. And yeah, I love you very much.

Tara:

Likewise. See you later. Bye.

Suzy:

If you loved this episode, hit me up on the ground and let me know. There were so many tweetables in that conversation. Let me know what resonated with you most. And please remember that...

Faith + Action = Miracles.