

Episode 104: What Successful People ACTUALLY Talk About

Hello Gorgeous Souls!

Welcome back to the Manifestation Babe Podcast!

If you are ever curious about what successful people actually talk about in real life, then you have come to the right place. So I've been hanging out with many seven and eight-figure entrepreneurs in the last couple of months. They are really cool change makers who are unapologetic about their success and how they use it to impact the world. It was about five awesome epic hangouts around the United States that I realized what types of conversation we ACTUALLY have. I realized that we talk about ideas. We are really focused on ideas such as; how to make the world a better place, how we can be more conscious, how we can do better, how we can be better. We talk about how to let go of our BS stories. The stuff that you see us post online, we actually talk about in real life. I made this connection around the fifth in-depth conversation that I was having. In hindsight, I guess I've always known this, I just was not conscious of it. I also have not yet expressed it on my podcast, which is why I'm so excited about recording today's episode.

So here is my OBSESSION! My obsession since I started Manifestation Babe is figuring out the difference between those people who just seem to have abundant success, and all the luck in the world versus the people who are worthy of success, and yet they just can't seem to catch a break. Since I am a scientist at heart, I love to dissect things and figure out how to solve problems. This obsession was one of the things that I have been dissecting and figuring out since I started this journey. I have been really honing in and doing surgery on what successful people talk about. It became my OBSESSION. It was the reason why I started Manifestation Babe, perhaps that's the journey that I committed myself to.

I remember when I moved back to Los Angeles (because I was actually raised in LA), and I was living on my grandma's couch. That is where I actually first started building my business. I remember reading books, listening to audiobooks and podcasts, looking on Instagram and following as many successful people who weren't just saying they were successful, but actually were. I would listen and read about how they talk about things, think, perceive the world, and their perspectives and beliefs about the world. It became one of my biggest fascinations.

My instructor in my NLP class always said that language does not just describe your reality, it determines it. This was a rule in NLP. Also the conversations you have with your friends, find yourself in, or start, will always give you a clue in regards to what you are focusing on. I am obsessed with listening to other people's languages. I don't always intentionally mean to do this. However, if I'm sitting somewhere silently, I will eavesdrop out of curiosity on other people's conversations. I do this at restaurants, airports, in line waiting, or even passing someone on the street. I am always fascinated with the types of lives and the level of happiness that people have

and experience and how it's connected to the conversations they have. This is because again, conversations are an insight into what you choose to focus on.

So of course, hanging out with seven and eight-figure earners is not the pinnacle of success, but it is one of the measurements we use here on the physical material plane to measure a level of success. Money is not everything when it comes to success, but it is a pretty big piece of it because we rely on money to survive. We rely on money to make a difference. We rely on money to make an impact. It is the premise of business on the material physical plane. As I am having conversations with these people, I finally made a connection that I wanted to share with you. I realized the difference between the conversations that we have been having and the ones I overhear, is that we talk about ideas. The conversations I have with the seven and eight-figure groups are really focusing on ideas on how to make the world a better place. Of course, I am talking strictly about the people who walk their talk. The type of motivational stuff that you see, the personal growth and personal development that you see online, or when you read books, are our *actual* conversations. That is actually how we live, think, breath and how we talk. We talk about how to get rid of limiting beliefs. We give each other advice and share solutions with each other. We are constantly brainstorming and celebrating success. We talk about what we are grateful for. I believe there is a correlation between how grateful you are and your level of success. We are always coming from gratitude, and we are thinking about how to create more solutions for ourselves and for others.

Now, the types of conversations that I hear happening around me are always focused on problems, complaining, and how everything is going to sh*t. They always revolve around whose fault is what. I constantly hear, "My boss, the government, the president, my education, my lack of education, my parents, my friends and it's all because of them." It's constant gossip about other people. For Brennan and I, one thing that is absolutely fascinating to us is how certain people just cannot help but talk about other people. The difference here is, in the successful inner circle groups, we of course talk about people, but we are talking about them in a different way. We are talking about who is killing what, who is amazing, and we are constantly lifting people up. I have never been in a conversation with people who I admire and look up to and they were bashing someone else or complaining about life. The reality of the matter is, it does not matter how much success you have, you are always going to have something to complain about. Money does not change anything. It just gives you more options and more opportunities. It's a tool. It's a tool that you get to use to have more fun, to make a bigger impact, to create more, to live more, and to have more. However, with people who have not made their dreams a reality, their conversations are constantly revolved around who has and said what. It is also constantly rooted in fear and lack of gratitude. It is so fascinating to me. It is also about what they are choosing to focus on that is creating their reality. It makes me so sad that the majority of people downplay what is going well in their life, just so they can connect with other people. This is because if you are the person who is talking about how amazing things are and how you are grateful, then people are going to look down on you and they are going to feel uncomfortable. You might feel others are going to feel like your light is way too bright, and you are dimming their light, even though that is not how reality works. With successful people, it's

funny because we are not afraid to brag about what is going amazing. We are not afraid to talk about how successful we are. We are unapologetic about it and that makes a difference. Your language does not just describe your reality, it absolutely determines it. So to summarize, successful people, what they actually talk about is ideas and solutions. If it's not benefiting them and others, it is out of the conversation. If it is creating a lack mentality, bringing our vibration down, or taking our focus away from what truly matters in life, it's out of the conversation. It doesn't even enter, and even if it enters for a second, it immediately gets shifted into some sort of idea for a better world or a solution. For other conversations, the ones that masses of people have, is about problems and other people. So you have ideas and solutions, versus problems and other people.

So I have a question for you, is it time to change the types of conversations that you are having with your inner circle? Is this giving you insight into how you can use your conversations? I hope at least your conversations are a reflection of what you are focusing on. So is it time to change conversations? Part of our survival as human beings is that we connect with other people. We like to stick together, we want to belong. Although this is a natural part of being a human being, I urge you to use it in your favor. Do not connect over misery, connect over gratitude, success, vision, and positivity. That kind of connection is going to move the needle forward. Maybe it's time to find a new inner circle where you guys are actually focusing on sh*t that moves the needle forward. Maybe it is just time to change the subject. I became really good at that when I learned this concept. Even though I have never really liked to voice this connection on my podcast yet, when I made this connection, learning it from other mentors and teachers, I became a professional at changing conversations. Changing the topic of conversation, when it came to my work, my co-workers and my friends. I would get so creative. I became solution-oriented because I knew that there is no excuse but for me to live my dream life. I am way too blessed to not live my dream life. I have all the resourcefulness in my heart that I could ever need and all the resources in the world that I could ever need to create whatever it is that I want. So I have no excuse but to live my dream life. If what I choose to focus on manifests my reality, then I better get damn creative at changing my conversations. Changing what I am focusing on and surrounding myself with the right people.

I remember those conversations from my short time working a nine to five in an office. You really need to get good at changing the topic or you need new friends. What you choose to focus on manifests into your reality and it expands. Your brain kicks in and starts filtering your reality to delete, distort and generalize whatever does not fit your model of the world. If gratitude, success, money, impact, and all the good things you could possibly want to manifest, DO NOT fit your model of the world, or are not in your focus, then you will literally delete, distort and generalize everything around you to avoid success. This is so important. I know I said all of that really fast, so please read this again, because it is so important.

Thank you so much for reading this episode. Thank you for sharing. Thank you for tagging me on Instagram. Thank you for leaving a review on iTunes and I hope you are enjoying the free

manifestation hypnosis that you get when you leave a review. Just screenshot it and email it to my team at hello@manifestationbabe.com and I will see you in the next episode.

I love and adore you so much and can't wait to connect with you in the next episode. In the meantime, go out there and manifest the magic.