

## Episode 110: THIS Is What It Takes To Become A Millionaire

Hello Gorgeous Souls!

Welcome back to the Manifestation Babe Podcast!

In today's episode, I am going to be talking about what it takes to be a fulfilled millionaire. The reason why I say fulfilled millionaire is because there are people out there who are unfulfilled despite having a ton of money. I am not here to help create unfulfilled millionaires, I am not here to attract people who are just in it for the money. I want to make sure that you are 100% fulfilled, happy and joyful with anything and everything that you do in your life. I want you to be fulfilled while having a sh\*t ton of money to supply all of the things that you want to do. All the adventures that you want to have, they are yours for the taking. Today I am going to share with you 10 key traits of a seven-figure entrepreneur.

So let us dig! I know that if you are an entrepreneur, and you are following this podcast, then you are probably ambitious as f\*ck. You do not just want to live a comfortable life. You want to live a grand life, the life of your wildest dreams, a life that is so good that even your dreams are jealous of your reality. They are blown away by your reality because they cannot even beat your actual reality. That is the kind of life that I want you to live. The life I want for you. I only hope that you want it for yourself as much as I want it for you.

First of all, I am going to give you guys a bonus right now. ***Trait Number One: Seven-figure entrepreneurs never sit on inspired action.*** Seven-figure entrepreneurs never sit on action. It is the struggling entrepreneurs who sit on procrastination, who hesitate, who never take action because it is so uncomfortable. However, it is the uncomfortable that is going to open you up, expand your comfort zone, and take you to the next level. If you want to live an unrecognizable life, you must take unrecognizable action, and unrecognizable action is uncomfortable action.

From a seven-figure entrepreneur here is my next bonus tip. I did not have this written down prior to starting this podcast, however, I just realized that somehow the Universe wanted me to share it with you because I only wrote down eight traits. So I guess I was designed to channel some bonuses. ***Trait Number Two: A seven-figure entrepreneur always has massive desire.*** By having a burning desire, there is absolutely nothing that is going to stand in your way. 7-figure entrepreneurs have a mission and they have a purpose, even if they cannot 100% define it. I know that not everybody knows exactly what they are meant to do in this lifetime, that is something that you actually discover with time by taking action. The more action that you take, the clearer it becomes whether something is meant for you or if it is a waste of time. The only way that you will know, is if you actually take action and you fail first. You cannot reach success by avoiding failure. You actually have to invite failure into your life in order to reach success. Success and failure are part of the same path. If success is your destination, you are going to encounter many failures along your path as you go. As long as you have a burning desire, that is what is going to keep you going.

Okay, so I just gave you two bonus traits. Now, let us dig into the other eight key traits. **Trait number Three: Seven-figure entrepreneurs are committed as f\*ck.** They are so committed, 100% of the time that they are going to do whatever it takes to reach their destination. Their commitment is unwavering. That does not mean that they do not have bad days or days where they feel like giving up. I know I have had my fair share of tough days where I see no point in moving forward, where I feel like there is no point, and I do not want to do anything for the day. All I want is to turn on The Bachelor or Bachelorette. I just want to watch some trashy reality TV, eat my damn popcorn, have a donut, and just not give a f\*ck. Don't get me wrong, you are still going to have those kinds of days. Seven-figure entrepreneurs still have those days, however, it is about how often you get back up. How willing you are to get back up, to be resourceful, to try again, to try something new, and to fail again. Know that you will fail, but get back up again and keep going.

**Trait Number Four: Seven-figure entrepreneurs have zero, “I know” syndrome and therefore, have never-ending growth and improvement.** Do you know what I mean by “I know” syndrome? “I know” syndrome happens when you try to help someone or give them advice, and they think they know everything, even though their life and business do not really reflect that. My opinion has always been that when you know something it shows, it is not a feeling, you are living it. Many people are not actually living the concept they preach or give advice about. They do not actually know it because they are not living it. You know someone has the “I know” syndrome when you try to help someone and they say, “I know, I know.” Personally, in my life, *I know*, is a forbidden phrase. I do not ever say, “I know”. This is because what I do know for a fact is I do not know what I do not know. There is also so much for me to learn. I mean, there is so much growth for me to experience. I am so hungry for creating more and I know that the more I create, the more I get to experience. In order for me to create more and experience more, I have to learn more, therefore, I never say the phrase *I know* because I feel like I am a beginner every single day. I approach my business and life, I approach every single conversation as if I can learn something from every single person that I meet. I am not too good for anyone and no one is too good for me. We can all learn from each other. Having that hunger for never-ending growth and improvement, and zero of the “I know” syndrome, you will be amazed at how much you pick up. On a daily basis, you can actually go home and apply to your own life and business what you have learned. That gives you the edge in your industry because you decided to learn something from someone else. Even if they supposedly have no clue about your business or are in an entirely different industry, they can share a trick they have applied to their business that may help you with yours. That is what pushes you over the edge to stand out in your industry, because you were not too good for that conversation. You did not just shut it down, you were actually open. You were open to education and you were open to information.

**Trait Number Five: Seven-figure entrepreneurs invest monetarily into themselves, their business, and their minds. Seven-figure entrepreneurs put their money where their mouth is.** They put their money into investments that will grow their business and mindset.

Remember an unlimited business, and an unlimited bank account, comes from an unlimited mindset. I believe that life is an entirely huge belief system. Everything stems from belief. Look around you, everything in your life is a reflection of your belief system. Everything starts from a belief because if you think about it, belief drives behavior, and behavior drives results, therefore, if you believe that you cannot accomplish something or you do not have what it takes to be a seven-figure entrepreneur, then that is what you will drive into reality. If you do not take action, you will not get the results you desire. This is because the Law of Attraction plus the Law of Action equals real-life magic.

If you did not believe before that you have everything that it takes to be a seven-figure entrepreneur, then you can take action now by following the traits that I am listing off. Get into the state of being because being is stepping into the version of yourself who already has everything that you want. So if you want to be a seven-figure entrepreneur, you got to start acting like a seven-figure entrepreneur. Thinking and believing like a seven-figure entrepreneur will encourage you to take the action. An unlimited bank account, business, and everything else will come from an unlimited mind. Seven-figure entrepreneurs, invest monetarily into themselves, their business and their minds, knowing that the transformation is in the transaction.

I learned this from James Wedmore, who is my mentor and also the creator of Business By Design. He brought something up to me about a year and a half ago, that really got me thinking. I noticed a pattern in my life. First of all, I have put \$500,000, maybe even more, into my business and mindset. I have invested so much money into my mindset, courses, masterminds mentors, consultants, coaches and everything in between. As a result, I have been able to create almost \$4 million of revenue. I did not put it all in at once, but it just added up over the last three years. Then over the last three years, I have also created \$4 million. James himself has also probably invested even more money than I have into masterminds, courses, coaches, and consultants. As a result, he has created over \$35 million in the last 12 years. He told me once that, the transformation is in the transaction. The people who invest monetarily into themselves, put their butts on the line. By putting their money where their mouth is, this lights a huge fire under their a\*\*. All of a sudden they realize they have put an investment into their business and mindset, therefore they HAVE to take action.

How many people do you know out there who are still consuming free content? In fact, how far has free content taken you? Sure, it is going to give you a nice head start, and I have nothing against free content. In fact, 99% of what I give is free content. My podcast, Instagram, and Facebook are all free content. I even have a whole freebie library on my website; PDFs, workbooks, videos, and pages upon pages of free content. This will all give you a head start. There is a lot of good information out there, but the people who tend to put the content into action are those who paid for the content. This blew my mind because I noticed that it is my students who tend to get the best results. James also similarly said that "It is students inside of a business, like *Business By Design* that tend to get the highest level of results. This is no mystery because when you really put your butt on the line, you will do whatever it takes to

succeed. There is magic that happens at that moment. The Universe actually takes those who invest in themselves monetarily, much more seriously than those who are not putting much energy into the system. You can never get time back, you can always make the money back. However, your time is limited. Instead of Googling your way through, by paying for the shortcut to learn from someone else's mistakes and failures, you are going to get there so much faster. You are going to create more time for yourself in the future. So, if you are wasting your time right now, I want to remind you that time is a limited resource. You do not get time back, but money, I can teach you how to manifest the money back. If you value your time more than money, you are actually going to end up creating more money.

**Trait Number Six: Seven-figure entrepreneurs always have integrity with themselves and others.** This is a big one, I would actually go back and make this number one on my list if I could. This also relates to investing monetarily into yourself. This is key, you guys. When you sign up for something you commit wholeheartedly to finish what you started, and pay off all of the investments that you have made. You stay committed, you keep your WORD, you do what you say, and you say what you will do. I see so many eager entrepreneurs who start something and then never finish it, or invest in something and then come across a challenge and then quit. It is no wonder that they do not ever find success. They do not succeed not because they do not deserve it, or are not worthy, or not capable, but because they destroyed the energetics. You cannot manifest your best life when you are out of integrity with yourself and the Universe. You can't trick the Universe. The Universe literally has a record of everything that you do.

There is something called the Law of Cause and Effect, or the Law of Karma, which states that essentially, what you put out you receive. Even if nobody knows that you are not keeping up with your payments, investments, courses or doing the inner work. You can completely make it up and make it seem like you are successful on Instagram. You can even go as far as using Photoshop. You can fake everything. However, the Universe cannot be lied to. You must have integrity, whether people are watching you or they are not. There is just no way around this. I have to say this is the number one key trait in order to be a successful fulfilled millionaire. Entrepreneurs always have integrity. Even if you find a millionaire entrepreneur out there who is out of integrity, they are most likely miserable inside. Chances are they are not fulfilled. Being out of integrity and being fulfilled, do not go hand in hand. I can guarantee that. Something is always going to feel off for you. You are going to be out of alignment. When you are out of alignment, you create a life that is out of alignment. So if you have been out of integrity, and you are not keeping your word and are not 100% committed, this is definitely something to work on.

**Trait Number Seven: Seven-figure entrepreneurs are impact and money driven, and they are not afraid of money.** Seven-figure entrepreneurs know that money is just a byproduct. You can not help people without creating income in your business. Without impacting other people, you will also not be able to create income in your business. You also can not create more impact without more money. Money and impact, 100% feed each other. It is like an infinity symbol, it goes out and comes back in.

Money mindset is always on point for the fulfilled seven-figure entrepreneur. If you are still afraid of money, or you think that it is selfish to have money, then you are probably not helping as many people as you are capable of helping. You cannot be afraid of the money aspect of a business because you need it to make an impact. You need money to hire people, to buy new software to create stellar products, to invest in yourself, to invest in your energy, and to keep yourself in alignment. If you are unable to do those things, then you are unable to reach as many people as you potentially can. Perhaps your business requires you to create Facebook or Instagram ads. I know that this has been something we have invested in this year because we know that we want to make a bigger impact. We want to reach people who we have not reached yet. Without the money for ads, then we would not be able to reach those people.

**Trait Number Eight: The number one focus of seven-figure entrepreneurs is money mindset.** I have noticed over the years that the majority of people have a horrible relationship with money. They do not realize that it is a relationship. It is the relationship that you have with the energy of money that determines how much money you have. If you treat money like an evil entity, it will show up in your life like an evil entity, if at all. If you treat Money like it is your best friend, it will show up into your life like the best friend you could ever have. It will take care of you, and support you. It will allow you to be more, have more, do more, give more. It will help you create more success. It will help you create more impact. It will help you create so much more in your life. You cannot demonize money and be a seven figure entrepreneur. That is why I have included the millionaire mindset module in *Manifest Your Business By Design*. I am literally including stuff that I only teach inside of a Rich Babe Academy for my *Business By Design* Manifestation Babe students. This relationship has to be valued and it has to be one of your most important relationships, if not the most important relationship.

If you think about it, I do not remember the exact statistic or the exact percentage, but most divorces happen because of money. It is actually the lack of money. So the worse off your relationship with money is, the less money you have in your life, and the less money you will create in your life. You are feeding a lack of energy by only attracting a lack of energy. However, if you come from an abundant mindset, you instead say things like, "Money is here to support me. Money is just a tool and I get to have as much as I want. My life is limitless. I can create so much I can help so many people."

It is the people who do not have money who stress about money the most. It is also the people who have money who think the least about money. The more successful I become, the less I have thought about money, not to say I no longer have a relationship with money, my relationship has only grown stronger, however, I do not think about fear. There is no fear around money and so I don't stress about it. It does not consume my mind, because I can actually focus on helping people, taking care of people, serving people, experiencing life, having fun, and doing the things that I want to do. It is so important to make money mindset your number one work. 90% of the work is mostly inner work. Even conventional money tips no longer resonate with me because they are not in alignment with what I believe about money.

**Trait Number Nine: Seven-figure entrepreneurs know that they have a purpose in changing people's lives.** They know that nothing is really about them. They know it is about who they help and who they serve. They know that there are people out there praying for their services or products they offer. They know that the reason why they have been inspired to create their businesses is because other people have been praying for them to create their business. They know that their product actually solves a problem for other people. Those people intern have been praying for a solution and that solution decided to manifest through you, it chose you to be incarnated into physical form. Do not miss out on a huge goldmine of potential infinite possibilities of lives you can create. Just know that the reason you were inspired to create your business is because it is part of your purpose in changing people's lives. Seven-figure entrepreneurs know about the Law of Reciprocity, or I call it the Law of Compensation. This essentially means that you will be well compensated in exchange for the amount of souls that you help. It is not just about money flowing your way for no reason, it is in exchange for the amount of souls that you help. If you are just willing to help people with no strings attached and give without any expectation in return, you will never have to worry about going hungry. The Law of Compensation will always take care of you.

**Trait Number Ten: Seven-figure entrepreneurs are all about delayed gratification.** I wrote a whole post on this one. I called it the anti microwave mindset. Seven-figure entrepreneurs are all about delayed gratification. They are not just willing to push a button and collect all the low hanging fruit that will later cost them in the future. They are not willing to destroy their reputation right away just by selling and talking at people. It is about the delayed gratification of first coming from service, giving value, and helping people, then knowing that you will always be taken care of.

I, unfortunately, often see people taking advantage of all these opportunities that are low hanging fruit. Most newbie entrepreneurs have made this mistake and I know I have made it before as well, so don't worry, we are all in this boat together. Most entrepreneurs when they are first starting out, believe that opportunities are rare and that they hardly ever come along. The truth is, opportunities are a dime a dozen. Tony Robbins always said that in all of his seminars. I just ingrained that into my mind. It is insane how many opportunities I get every single day. It has been my challenge now to say no, more often than yes. Now it is about, what are the few things that I'm willing to say yes to? Sometimes it is one thing at a time when I have 99 opportunities coming my way. I am willing to give up the short term in exchange for the long term because most millionaire entrepreneurs get there because they were in it for the long run. They are all about delayed gratification. It is not about what you can get today. It is about what you can create that is sustainable for the rest of your life and beyond. You are hopefully creating your legacy.

It is your legacy that lives beyond you. That is my mission for Manifestation Babe. I never intended this to be the Kathrin Zenkina show. I do not want it to just be the Kathrin Zenkina show. I want it to be about all of you guys. I want it to be about this community. I want it to be a legacy, where even after I pass, I still want people to connect with Manifestation Babe. I am going to figure out how to do that. This is my 10-year vision, figuring out a way to keep this

business without it depending on me. Manifestation Babe is really about serving people, regardless of whether I exist or not. Now that is true delayed gratification because I really need to let go of my Ego and not worry about the short term. Of course, you can still make money now, and you can have abundance the whole way, however, the way I think about it is, are you selling your soul for the short term, or are you keeping and holding on to your integrity and what is important to you, by focusing on the long term?

So those are my 10 key traits of a seven-figure entrepreneur!

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](mailto: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.