



Episode 129: Overcome Procrastination for GOOD with Sam Laur...

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SPEAKERS

Sam Laura Brown, Kathrin Zenkina



Kathrin Zenkina 00:14

Welcome to the Manifestation Babe Podcast. My name is Kathrin Zenkina, and I'm a manifestation expert, master mindset coach, and a multiple seven-figure entrepreneur. I'm obsessed with helping you achieve everything that you once thought was impossible. If you're looking to massively uplevel your life, your finances, your relationships, your productivity, and success, you have come to the right place. My goal in this podcast is to help you see the infinite potential within yourself to be, do, and have anything that your heart desires. Think of this podcast as your weekly dose of mindset development to help you maximize who you are and where you're going. Leave it to me to provide you with tools, resources, strategies, and teachings that you need to manifest a reality wilder than your wildest dreams. I know we're about to have so much fun together, so thank you so much for pushing play today. And now, let's begin. Hey, gorgeous souls, and welcome back to the Manifestation Babe Podcast. I am so excited that you are here because I actually just finished recording an amazing episode with one of my good friends and past retreat attendees, Sam Laura Brown. I'm literally recording this right after we got off this podcast and I feel inspired to record the intro right away. I just want to let you guys know that this episode is going to be a game-changer. I know that I say that every single episode and, really, my mission is to create game-changers among all the episodes that you find on this podcast. But this is a topic that I haven't really talked about before and I don't know

much about, which is why I decided to bring on the expert Sam Laura Brown, who helps perfectionists beat procrastination, overcome perfectionism, and become their best selves. Sam is a mindset coach. She's the host of a top-rated podcast, The Perfectionism Project, and founder of Perfectionists Getting Shit Done - a global membership community for recovering perfectionists. Now, I have had my fair share of perfectionism in my life, and I constantly catch my students getting caught up with perfectionism when it comes to the manifestation process. So, this goes so well, hand in hand, with everything that I've been talking about to this point. If you're someone who keeps getting caught up in procrastination, overthinking, over-analyzing, or perhaps feeling guilty when you're not being productive, or we talk about something called the all-or-nothing mindset and how we sometimes get on these streaks, where we are being, quote-unquote, perfect for two weeks, but then we fall off for the next six weeks; and how that's really not doing any good in our lives. You guys are in for a treat. This is an awesome episode. I do want to forewarn you for just a moment here, because Sam is actually located in Brisbane, Australia and you will catch her gorgeous Australian accent immediately. And because of the distance - we are 9,000 or something miles apart, maybe 8,000, I didn't check - and so we're doing this over Wi-Fi that is stretched a very long distance. My team is going to do the best of their ability to recover any lost audio, glitches, or weird sounds that happen, but I do just want to apologize in advance that if you hear any pops of sound or any delays, it's just because the internet is trying to catch up with what Sam or I am saying. We are doing our best and appreciate your patience with this episode. Obviously, it is my dream to have every single guest in person, but with distances - like LA to Australia - having a 16-hour flight is just not feasible, sometimes. So, this is done over Zoom. The audio might not be perfect, but guess what? I think that this episode is coming at the perfect time because if you are someone who needs the audio to be perfect in order to soak in the lessons and the nuggets of wisdom that you are about to get from Sam, then you definitely need to listen to this episode and get over that perfectionism mindset. So, this might be great practice for you in doing that. So, without further ado, all the links that we mentioned and anything that we spell out in this episode, as usual, will be in the show notes. And please, give Sam lots of love. Screenshot this episode at any point in time while listening. We really want to hear your biggest takeaways. Sam's Instagram is @SamLauraBrown; my Instagram is @ManifestationBabe. We would love to hear your thoughts, the nuggets of wisdom that you resonated with most, and your biggest takeaways from this episode. Alright, let's dive right in. Hello gorgeous, souls. I am so excited to bring on my special guest today, Sam Laura Brown. Hey, Sam, how are you doing today?



Sam Laura Brown 05:34

I'm amazing. Thank you so much for having me on the podcast.

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Kathrin Zenkina 05:37

Oh my god, I'm so excited to have you because what you are about to talk about today is stuff that I know I, personally, have not brought to the podcast; stuff like perfectionism and procrastination is the plague that keeps us from becoming the best versions of ourselves and becoming successful versions of ourselves. This is really what prevents people from manifesting their dream lives. So, I am so freakin' excited that you are on here. Sam, can you please share with us in just a couple of sentences: What is it that you do, and what is it that you help people with?

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Sam Laura Brown 06:16

Yeah, so I work with perfectionists. I help them to beat procrastination, overcome perfectionism, and become their best selves. I have a podcast called The Perfectionism Project. I also have a group coaching program called Perfectionists Getting Shit Done. I really got into all of this through my own journey, if you want to get into that, because I did not know I was a perfectionist until a few years ago.

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Kathrin Zenkina 06:42

Okay, I love that you said that "I didn't know I was a perfectionist." I feel like this is such a subconscious thing where I know that I'm a recovering perfectionist as well. But if you were to ask me a couple of years ago, "Kathrin, are you a perfectionist?" I would have said, "What are you talking about? What is a perfectionist?" So, can you go into just a bit about how you came - because you are clearly the perfectionist queen. I mean, perfectionism is all over you in terms of the name of your podcast, the name of your courses, and the name of what you do. So, clearly you are an expert in this. How the hell did you get into this?

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Sam Laura Brown 07:17

So, just a bit of background before I get into that. Perfectionists aren't perfect people; perfectionists are people who feel ashamed that they're not perfect. And so, a lot of the people I help say, "I can relate to what she's saying, but I'm just not perfect enough to be a perfectionist." I love Brene Brown's definition of perfectionism: that it's this idea that if I just look perfect and I can do everything perfectly, then I can avoid shame, judgment, and blame. So, perfectionism really is just a strategy to avoid shame. It's also related to the fixed and growth mindset, which we can get into as well. I really figured out I was a perfectionist when I started my blog. I started in 2013, and I am so in love with podcast because that is how I got into this whole world. I was driving to my job, and I was a full-

time university student. I just hated listening to radio ads, then I discovered podcasts. So, I was listening to all of these business podcasts, just because I was so interested in psychology and everything going on. And then, I started finding these podcasts and they were talking about blogging, so I decided, eventually, after six months - I was so scared. I decided I'm going to start a blog. I started one about how to make the most of your 20s. It was called Smart 20s. And it was really because there are people who are talking about their perfect life and people who are complaining about how they're broke. But there was no one having that honest struggle of, "Holy shit, I'm trying my best and I have no idea what I'm doing." So, I started that blog, but that was when the perfectionism really started to come up for me. I hid my blog from my loved ones, from my family, from my friends. I was so embarrassed about it; I thought, "Who the hell am I to be sharing any of this with anyone?" At that point, I didn't even have an opinion that I was sharing. I was literally just writing a few sentences and linking to someone else - like a blog post or to a YouTube video. I was still so embarrassed about it. I was also publishing blog posts, and then I would edit them after they were already published. It was just such a struggle. I thought, for the first couple of years of that, that it was just a motivational problem; that I just needed to figure out how to stay motivated to be consistent. It wasn't until I really started to figure out from Brene Brown, Carol Dweck, and other people like that about perfectionism and what it really is. A lot of us know perfectionism as being that thing we say when we're in a job interview, and they say, "What's your weakness?" And it's this tongue in cheek answer of, "I'm a perfectionist." I just didn't think I was perfect enough to be a perfectionist. Another thing is, and this is something we can get into, is that perfectionism works when you're in the school system. It really helps us to succeed in a lot of ways, because there is a last minute, and perfectionists leave things to the last minute; so, that last minute does come when you're in school. But when you leave school or when you leave having a boss, and there's no last minute, that's when it really comes off; when we're putting ourselves out there and when there's no one to say, "This is due right now." So, that's a bit of an overview of how I really came to realize that I was a perfectionist, but there are so many different things we could talk about within that, but that's really it.

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Kathrin Zenkina 10:41

Oh my god, you just sparked so many things, because - first of all, what did you say... Perfectionism is avoiding the shame of not being perfect. Is that what you said?

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Sam Laura Brown 10:51

It's not really about avoiding the shame of not being perfect. So, perfectionists are ashamed that they're not perfect, but it's really just about avoiding shame. Shame is, of course, a human emotion that everyone experiences. But it's really this strategy to avoid

feeling ashamed, and it's because, in our childhood, we had an experience where we felt incredibly ashamed and we decided, "I never want to feel that way again." And so, the answer to that; everyone reacts to shame in different ways and has different strategies; but for perfectionists, it's really about perfecting everything and pleasing. So, perfectionists procrastinate, overthink, and people-please because they don't want to have that shameful feeling. The tragedy of it is that perfectionists feel ashamed most of the time; they shame themselves and beat themselves up horribly. So, it's not an effective strategy to avoid shame, but that's really what perfectionism is all about.

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Kathrin Zenkina 11:45

Wow. So, the way that you're describing it to me is almost like someone putting on this cloak around them to hide who they truly are, authentically. Obviously, we as human beings, we're imperfect creatures. If we were to be perfect, we would not be human beings. But guess what, ladies and gentlemen? We are human beings and we are here to experience life. If we were perfect, there would be nothing to learn. We wouldn't grow, and we wouldn't evolve. There would be no such thing as creation, really, because creation is all about creating the life that you want, and life isn't perfect. And so, if you are to constantly get stuck in perfectionism, then you would essentially stop yourself from being a creator. Something, Sam, that you mentioned that just blew my mind, I wanted to just bring it up again. You were talking about how we are essentially trained to be perfectionists in school. What I thought about was, we get grades for what we do in school. I remember growing up being this little girl who would constantly be afraid of what her mom would think of whatever grade she would get, that would not be an A. And so, if I got it a B, a C, or God forbid, I got a D - thank God I never got an F, because I would be grounded for the rest of my life. I remember constantly trying to figure out, "How do I get my homework to be perfect? How do I get the perfect test grade? How do I answer this question perfectly?" It just became an obsession that I didn't realize I had, until you just mentioned it, that did in fact get carried on into my life, and especially my business in the very beginning. As you were talking about how you were so embarrassed and ashamed of your blog, and you felt like you needed it to be perfect in order for it to get published, and stuff like that; I could not relate to that more. Sam, how does perfectionism relate to procrastination? I asked my audience what questions they have for you, and I kid you not, absolutely everybody has been asking, "How do we stop procrastinating? We have our dreams and goals, we know what we want, but for some reason, is it that we are procrastinating? Are we lacking motivation? Is there something wrong with us? What is really getting in the way of us knowing what we need to be doing, but for some reason not doing it?"

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Sam Laura Brown 14:17

That's a question I get all the time as well. I want to say, first of all, it's not a motivation problem. We think it is that if we can just buy that cute workout outfit, or the perfect planner, that we will be able to stay motivated and be consistent. But it goes so much deeper than that. I was only really able to make progress with procrastination, and all of that, when I recognized that it was not an issue of motivation. It was that I was trying to withhold effort, so that when I failed, I could blame the fact that I didn't try my hardest instead of having to feel so vulnerable because I tried my hardest, and my hardest wasn't good enough. So, when we have that perfectionist mindset, we're believing that we're not good enough. The shame is that fear of disconnection and that feeling that we're not worthy, or that we don't belong. And so, of course, we don't want to have any other evidence. We don't want to create any evidence that will prove that because we already believe it, so to have it proven is extremely painful. So, we procrastinate as a way to have something to blame; to let ourselves off the hook. An example of this is, at uni, I would always leave things until the last minute. I thought I was so good at doing last-minute work; by the way, a lot of perfectionists have that story that they just need that pressure to do their best work, and I had a lot of evidence for that as well. When I had tried to do it beforehand, I didn't get as good results as when I did it at the last minute. But when I procrastinated and left it to the last minute, it meant that if I didn't do well, I could say, "Oh well, I didn't try my hardest," so it wasn't as painful. And when I did well - and this is how it really reinforces itself - is that I went, "Well, imagine how well I would have done if I had tried my hardest." So, either way, it makes us feel smarter. If we fail at it, we protect that identity that we have; we protect our intelligence, because we can blame the procrastination. And when we succeed, it amplifies it because we can say, "Well, imagine how well I would have done." A part of the reason it's created, like we have this mindset reinforced, is because we are praised by very well-meaning people for our intelligence. From what I know of your story - and this was a case with you as well, but definitely for me - I was praised growing up for being smart and intelligent; and so that meant I didn't want to do anything that would mean I wouldn't continue to get that approval from others. That was how I got praise and love. In my mind, that was what I made it mean - that if I'm not smart, and if people realize I'm not actually as smart as they think, they won't continue to love me. Of course, that's at a subconscious level - I wasn't consciously thinking that. It doesn't make us try our hardest to be smart; what it does is it makes us only do things we know we'll be good at. For a lot of perfectionists who then go into business or try to do their own thing, because that's related to intellect, it really comes up - that vulnerability around "What if people realize I'm not smart? What if I can't do this?" And so, we withhold effort - which is procrastination - so we can blame lack of effort. "Well, I would be successful if I could just figure out what to do with my life, or if I could just figure out my business name," so that we don't have to feel that shame around "Maybe I'm not smart, and I'm not going to have that love from others."

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Kathrin Zenkina 17:53

Oh my god. You have my mind spinning in circles right now. I am just remembering so many situations in my life where that's true. I was also always praised for my intelligence, and everything that you just mentioned resonates so deeply with me. I know a huge part of why people don't even bother going after what they want is because they are so focused on the potential disappointment. For them, it is so much easier or more enticing to not even try, because not even trying is better than trying; and then ending up disappointed, anyway. I also see that so much in my community; when people are beginning this process of manifesting, it's like the bigger the goal and the bigger the dream, the more the procrastination. That's because they have been able to compare in the past to achieving a smaller goal, and so they think, "This goal is going to be easy for me, so I might as well do it. This goal is going to be easy for me, so I might as well believe in it and go after it. But this vision that I have for my life, I don't even know how to do this. Kathrin, I don't know what actions to take; I don't know what to do; I don't know how to think; I don't know what to believe." Therefore, they end up waiting. Their vision is still there; however, years and years go by, and they have yet still to finally start progressing on this big vision. So, thank you so much for sharing that. This is giving me so much insight; even more insight into my students, my audience, my community, what their behaviors are, and why they are behaving the way that they behave.

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Sam Laura Brown 19:55

I think it's something as well that a lot of us are really frustrated with ourselves if we're procrastinating, and we then shame ourselves, thinking, "I should know better than to be procrastinating." A lot of the people that I help really believe in their potential. It's like these conflicting beliefs where they really truly believe in their potential; they believe that they're meant for more than a life where they're just going to the 9 to 5 job, paying the bills, and ticking the checkboxes. But then at the same time, they have this belief that they're not good enough, and that if they did try, they might fail, or they might be disappointed. Perfectionists have a huge fear around disappointment and wasting effort. That's because perfectionists see effort as a sign of inadequacy. And so, they don't want to waste effort. They would rather withhold that effort and procrastinate and not try than give it a shot. But, unfortunately, in our efforts to avoid disappointment, we create disappointment. It's very disappointing not to ever try anything, especially if you believe in your potential and you believe that you're meant for more. But we think, "It's better to not try because then I won't have to experience that pain of failure." But failure doesn't have to be painful. And that's been one of the biggest shifts, myself; is that I started to be able to reframe failure or not getting the results I wanted, and making it mean less about myself. Perfectionists intellectually understand that failure is important, and that it's part of success, but they will still try to avoid it. So, as someone who's in a growth mindset will

believe that it's better to try and fail than to have never tried at all, someone with a fixed mindset - which is a perfectionist mindset - intellectually understands that, but they operate on the basis that it's better to not try than it is to fail.

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Kathrin Zenkina 21:42

Sam, can you give us just a bit more insight into - because you keep mentioning growth mindset, versus fixed mindset. Can you describe those two different mindsets for those people who are listening? Some never heard that before, or don't really know what a fixed mindset entails, or a growth mindset entails; just give them a little more context to that

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Sam Laura Brown 22:00

Of course. I mentioned this part of it so often because when people have conversations about perfectionism, they don't really talk about the solution. They say, "Okay, just stop caring what people think. Just stop trying to be perfect." But we intellectually get it. I was so frustrated for so long because I thought, "Yeah, I get that I'm not meant to be perfect. I also understand that nobody is perfect. I understand how limiting it is. But what am I meant to do?" So, getting into the growth mindset is the answer. And that's what I teach. So, the growth mindset - and these were ideas created by Dr. Carol Dweck; she has an incredible book called Mindset, if anyone's interested in diving into this. So, the growth mindset is where someone believes that their talents, abilities, and intelligence can be improved upon with practice and with effort. The growth mindset isn't about how much you like self-help podcasts. When I first heard about this mindset, I thought, "Of course I have a growth mindset. I love reading and I'm obsessed with personal development. There's no way that I wouldn't be in anything other than a growth mindset." But when I understood the fixed mindset, that's when it really clicked together. So, the fixed mindset is believing that your talents, abilities, and intelligence are fixed and can't be changed. When someone's in a fixed mindset, which is what perfectionists have, they believe that effort is a sign of inadequacy, and that everything they do is evidence of whether or not they're good enough. So, someone in a fixed mindset wants everything to feel natural, and effortless. The problem is, though, that if we're going to achieve anything amazing, it's not going to feel natural or effortless. We're learning new things. We have to create new beliefs; there's always that messy middle; that when you're in a fixed mindset, you don't want there to be a messy middle, because that's a sign that you're lacking that natural ability. As well as the society; people are praised for being naturally talented or naturally gifted. That really reinforces this fixed mindset. Most of society is in a fixed mindset. There are only very few people who are in a growth mindset. So, just to give an idea as well: someone in a growth mindset is excited when they fail. That's something that's so satisfying to them because that means there's room for improvement. Someone in a fixed

mindset makes that mean something about themselves; they make it mean, "I'm a shit person; I'm not good enough," and that will deter them from trying harder. But it's possible to learn how to get into a growth mindset. It's just a set of beliefs. The same way of perfectionism; if you can relate to what I'm talking about with perfectionism, it's not who you are. It's not how you're always going to be. It's just a set of beliefs that served you when you were a kid and you were trying to stay alive. But now, that set of beliefs isn't serving you, and you can do things to get into the growth mindset, which will have you showing up consistently and have you being willing to have that messy middle. So, that's just a brief overview of the difference between the two mindsets. They're also on a spectrum; I don't like to think of it as either in the fixed mindset or the growth mindset. There's a spectrum between the two. Often people are somewhere in between. You also have a different place on that spectrum for every area of your life. For example, with the people who I work with, they are very much in a fixed mindset when it comes to anything intellectual - business, academia, or anything that's related to being smart is where they're most in the fixed mindset. But they might be in health and fitness, for example, in a growth mindset; or they might be in relationships in a growth mindset; or they might have a hobby where they're in a growth mindset; where they're willing to fail and keep trying, and they don't make that mean anything personal about them. So, part of it recognizing that you're already in that right mindset in one area of your life, then you can borrow from that and start applying it to the areas where you're more in that fixed mindset.

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Kathrin Zenkina 25:55

I love that. So basically, what you're saying is that there's always room for improvement. That's part of the game of life, you guys. There is going to be room for improvement, but if you come from a fixed mindset - as Sam is talking about - you're going to think that you are just the way that you are, and that's your identity, and there's nothing you can do to change it. Someone who's in a growth mindset is going to seek out whatever it is that they need; whatever resources, tools, or mentors in order for them to increase their skills, their abilities, their intelligence, or whatever it is that they need in order for them to become the best version of themselves. So, thank you so much for that distinction. Sam, how does a perfectionist start feeling more adequate? You talk about how perfectionism is all about that avoidance of feeling inadequate. So, when you have a client or student who comes to you, and they are a perfectionist who is ready to let go of that set of beliefs and that identity. What are those first steps? How do we go from being paralyzed by perfectionism, to finally letting go of that, and going away from procrastination, and finally taking action on the things that are most important to us in our lives?

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Sam Laura Brown 27:18

If I may share my story of how I really started to do that with my health.

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Kathrin Zenkina 27:22

Yes.

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Sam Laura Brown 27:23

But also, I wanted to mention as well, that a lot of people in this space and on this topic talk about believing "I am enough," and things like that. I personally haven't found that to be effective. So, if anyone else out there is trying to tell themselves, "I am enough, I am enough," and it isn't landing, I can totally relate to that. I think that's partly because what does that even mean? "I'm enough, what?" It's such a vague thing. But what really works for me - this required a lot of deep personal work, and it doesn't mean you have to get back into a past. But I had such a big breakthrough. So basically, what happened for me, and how I got into this mindset is, when I was growing up, my mom was sick. She had Breast Cancer, and she died when I was 11. As a child, I made that mean something about me. I used to not even be able to talk about it without crying. Now I can talk about it without there being any emotion - it's not because I didn't love her to death, I love her so much. But it's because I was ashamed about it, and I thought that it was this grief that I had; that it was unprocessed, or something like that. I realized when I was 26 - so I'm 28, about to turn 29 - it wasn't until I was 26 that I actually realized that I had made her death mean something about me personally. That was because I was a child. I had made it mean there's something wrong with me; that I don't have a normal mother like everyone else; and that I'm different because everyone else I'm going to school with has a mom; my mom isn't here anymore. I remember, as well, as a kid, after she passed away, I decided, "I'm never going to tell anyone about this unless it comes up." It kind of became something that I didn't want to talk about because I was ashamed about it. I just remember so clearly. I was at my Primary School, so it was Year Six for me when she passed away. I remember thinking, "I am never going to let anyone pity me over this." Often, what will happen is, no one knows what to say to an 11-year-old whose mom has died, but I just felt like I don't want to be made different because of this. And so, I bottled it up; I didn't tell anyone about it unless it came up. Someone would say, "What does your mom do for work?" Or something like that, and then it would come up. But otherwise, I wasn't telling anyone about it. I was kind of ignoring it, in a sense. It wasn't until I was 26, and I went to an event called The Landmark Forum; but you don't have to be in an event like that to have a breakthrough like I did. They make you call people in your real life and have conversations, which is terrifying. And so, when I was at that event, I called my dad. You are supposed to take full responsibility for how you feel, and everything like that; and so I had a conversation with him, saying, "When this happened in my childhood, that meant I

wasn't good enough." I thought I was sharing reality and what had happened; and then he said, "What the hell are you talking about? This thing that happened didn't mean you weren't good enough; it meant this. That thing didn't mean you were good enough; it meant this." It was just this crazy moment, where when I was a kid - I like to think of it as I put on these glasses of "I'm not good enough." Because I had that belief - and I know you talk about this as well - your brain is always filtering reality to show you what you expect to see, and it's your reticular activating system that's filtering out everything, distorting, and deleting so that you get that reflected back to you. And so, when I was a kid, I decided that there's something wrong with me and that I'm not good enough. I put on those glasses. And then, for my life until I was 26, I interpreted everything through that lens of how this could mean that I'm not good enough. I made everything fit in with that story that I had about myself. A lot of perfectionists really struggle because they think, "I have supportive friends and family, I'm doing really well, I'm ticking all the boxes, and still I feel inadequate. What am I meant to do about it?" We're kind of on that treadmill for external validation. "Maybe if I just achieved the next thing, and then next thing, and the next thing, then I'll finally be good enough." For me, what it took was having an extremely vulnerable conversation. I was just crying through the whole thing. At that event, I really realized that I was ashamed about it; that it wasn't a grief thing; that the reason that I had a physical reaction whenever I talked about it, was shame. A lot of us have had those experiences, where we share something we're ashamed about. Our body is physically shaking or reacting, and it feels beyond our control. And so, I realized at that event, that it was shame, but it wasn't until I actually had that conversation with my dad. Without realizing it, he just completely shattered this idea I had about what had happened, and what it all meant. He made me see that I've been interpreting everything in a way that meant I wasn't good enough. I could take off those glasses; it doesn't mean I feel like 100 percent amazing all the time, now. But 90% of my chatter about not being good enough just dissipated when that happened. So, I know that's not a very actionable answer, perhaps; but me, that was what it really took to actually have that moment and be willing to do the personal development work; to really have a look at the story that I was telling myself about my childhood, what happened, and the way that the world was. To then have that perspective, and for it to be completely reframed; it took me being willing to be vulnerable, and to share what I thought was happening, to have that reframe be available. That's the reason I'm a coach, and I love coaching. That's what we do as coaches: we help people see the alternatives and everything like that. That was what it took for me to actually start feeling like I was good enough. So, I don't want to be here and saying, "Just start believing you're good enough and tell yourself, 'I am enough.'" I don't think that is the answer, but it doesn't mean it has to be this childhood thing that you go back into the past. Perfectionism is created by your present-day thoughts. It does not come from the past; our thoughts create our feelings, our feelings create our actions, and actions create our results. They're present-day thoughts, so it doesn't mean you have to

go in and do any childhood work. It's not therapy that's needed. But it can be helpful to see when you decided that you weren't good enough; that there was something wrong with you. For some people, this will be something that others would deem to be traumatic. For other people, it'll be a very innocuous, everyday event. It might be that a teacher had said something, or a kid laughed at them. It could be something that to anyone else looking in, would look like it's not a big deal. But at that moment, you made a decision. You felt ashamed and decided, "I never want to feel this way again." And so, as a kid, your brain thinks, "Okay, let's just make sure that never happens by making sure that we're perfect and that we always look perfect so that we never have to feel that." I don't know if that's helpful, but for me, it really took having a look at what I had made things mean in my childhood, and how I had put on those glasses at some point; that I was then filtering everything to mean "I'm not good enough." But for anyone, again, I don't really want to say you have to go in and do all this deep childhood work. But it can be helpful if you can identify "When did I decide that there was something wrong with me?" And it doesn't have to be something that seems traumatic to others.

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Kathrin Zenkina 35:27

Sam, you know I'm all about the deep, deep childhood work. I've done so much of it, and I really do encourage people to do it. But, again, not everyone is ready for it. So, I totally see what you mean. Thank you so much for sharing your vulnerable story with us. As you were sharing your story, you mentioned how it's about you making a decision at some point. And it's so true. It doesn't have to be something traumatic. First of all, it doesn't have to be something that others consider traumatic. Trauma can come in a widespread of ranges. For you, it could be something that a teacher said, and if you were to tell your friend what happened to you, they could say, "Really, Kathrin? You've depended your whole life around this one thing that happened?" And for someone else, like Sam, it could be something so hard and traumatic. For example, her mother dying at such an early age. So, don't feel like there's a hierarchy around trauma. Everybody experiences trauma. The point here is to find where you made that decision where this event now means something about you. The story, then, can get carried on forever, until you finally gain awareness of it and nip it in the bud. For me, Sam, I had this English teacher in sixth grade who assigned us an essay. The essay was a storytelling essay; we were practicing our storytelling skills. So, I thought I was writing this brilliant story about this girl who goes out with her friends and her dog to the mountains and gets locked up in a cave somehow. I don't remember what happened. Was there an earthquake that caused a bunch of rocks to fall? They got stuck in a cave, or did someone intentionally put them there? I don't even remember the story. That's not the point. The point is that a week later, I got my paper back to me. I got a C on this essay - my story. And in red writing, my teacher said, "You are a very boring storyteller. You're not a great storyteller, Kathrin. You're a very boring one." First of all, I

think back right now as an adult, "Are you kidding me? A teacher said that to an 11-year-old? WTF?" But back then, as a kid, you don't know any better. You look at teachers, other adults, and other mentor figures in your life as people who are constantly telling you the truth, and that they know everything about everything, and that everything they tell you, you must believe. And so, I was so ashamed. I never told another story again. Anytime I had another English writing assignment, I would make sure to avoid all the ones where I'm telling stories, because I truly believed that I was a boring storyteller. And this carried on into my business, you guys. Up until my adulthood, when I started Manifestation Babe, I thought I was a sucky storyteller. Over and over again, people would always tell me that - I would record a podcast or I'd go on livestream, or whatever - and people would say, "Kathrin, I love your stories. but we can tell that you're not owning your stories. It's almost as if you think that we're bored by your story." I even had a coach that I hired - a storytelling coach - who said, "Kathrin, you're telling stories. Stop assuming that we're bored. Don't skip over all the parts that where I'm literally sitting on the edge of my chair wondering 'Holy shit, what's going to happen next?' And here you are, just skipping over it very lightly because you think that you need to stop the story because it's so boring and you need to move on." And that was the day - similarly to you, Sam, when you had that conversation with your father - where I realized, "Oh my god, I have let this story from the sixth grade carry into my business at the age of 25, 26, and 27. Why am I doing that? Having that awareness is what allowed me to then choose new thoughts. How you said, it's as simple as changing your thoughts in the present day. You don't have to relive every single thought from that time in 11th grade or sixth grade, or that time when you were three, or that time when you were five years old when something else happened. It's just a matter of catching it right now. Would you agree with me, Sam? It's a matter of you deciding, "Okay, this is a story that I keep telling myself that's holding me back. So, how can I change that story starting today?" Would you agree with that?

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Sam Laura Brown 40:18

100 percent. It's really about catching it today. It might just be that someone - like a coach in your example - or someone who has that conversation with you, where they bring your awareness to the fact that you have this story, that you weren't actually aware of, was operating. Just to clarify, I believe in the childhood work; I think it's so powerful, but the reason I said that you don't have to feel like you have to go way into it, is because when people have that perfectionist mindset, they want to find the perfect route.

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Kathrin Zenkina 40:47

Oh, my God, yes,

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Sam Laura Brown 40:48

A lot of the people I work with say, "I just have to get to the root, I have to get to the root." And often, it's nothing that's buried really deep. When we have this idea that things are buried really deep, it makes it so hard to access them. But it's probably plain as day, and someone else could look at us and say, "Wow, they must have this story about this." But when we think it's covered under all of this stuff, and we have to go in, and a lot of times perfectionists who love personal development will stop themselves from actually doing the work they need to do and showing up. This is kind of a sneaky form of procrastination. "I can't start taking action yet because I'm still having negative thoughts, and I have to get to the root of what's causing it." But really, you just have to start taking action, be courageous, and recognize that a lot of times, those stories aren't so deeply rooted. They're plain as day but we can't see them because we're the ones wearing the glasses. It's like that fish in water that doesn't know it's in water. Sometimes it just takes one conversation - like it happened with both of us. That's why I mentioned that it doesn't have to be this deep work, because when someone is in a perfectionist mindset, they can latch on to that, and it will stop them from actually showing up in the world and doing what they want to do.

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Kathrin Zenkina 42:06

I love that you mentioned that because I was just thinking about how so many of my students come into my academy, Manifestation Babe Academy, and I share with them the manifestation process. I show them this is how reality works, this is how you manifest, blah, blah, blah. I will constantly reiterate to them that even though there's a science to manifestation - that it happens in the realm of quantum physics; that there is a science it's been studied - but each of us has our own manifesting style, which comes out as the art of manifestation. It really comes down to the fact that there's an art to certainty, and how all of us create certainty very differently in our lives. For some people, they need to meditate every single day in order to feel in alignment with their life; for others, it's visualization that helps them get crystal clear on what they want; other people love to journal. I give them the entire recipe book, but I remind them constantly, "Listen, there's no one right way to do this. You have options." However, I still get those students who are constantly saying things like, "Kathrin, if I am doing the hypnosis and I need to scratch my nose, and my nose itches, and then I scratch my nose, am I not doing the hypnosis right anymore?" Or "Kathrin, today I was in meditation, and I had this weird thought. Does that mean that I have to do it again?" Or "Kathrin, I intended on manifesting \$100 today and I received a bill of \$25 in the form of a ticket that I got when I was grocery shopping with my husband. Does this mean I'm doing it wrong?" There's constantly this thing around right, versus wrong. I find my students overthinking and over-analyzing everything. I wanted to ask you, why is it that we overthink and over-analyze? Does it have to do with this

perfectionism as well? What goes on in our brains that causes us to constantly think that there's a right way to do life and there's a wrong way to do life?

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Sam Laura Brown 44:10

So, one of the biggest signs of perfectionism and that mindset being at work is being indecisive. Perfectionists love being confused and being overwhelmed; it feels very comfortable to them. Being in that place where there needs to be this perfect way to do it, and there's right and wrong, and all that judgment. It is about that shame that we're trying to avoid. And, again, we think if we can just do everything perfectly, make all the right decisions, and do everything the right way - which leads, of course, to overthinking. When we're trying to find the perfect way, which doesn't actually exist, you're going to overthink it and analyze it; but part of it is because we have that belief system that it needs to be perfect or I'm going to be judged. The reason we're so scared of judgment and we people-please is because we're judging ourselves so harshly, projecting that onto everyone else, and thinking, "if I'm thinking this, then everyone else must be thinking it." You're trying to get that external validation to make up for that, but as most people have discovered, there's no amount of external validation that can compensate for the lack of your own validation for yourself. So, we don't want others to judge us because we're judging us; then it's just going to amplify that judgment, and, of course, we're projecting it as well. But when it comes to there being this idea of right and wrong, it is about trying to avoid that shame that we think will come if we do choose the wrong way to do it. And then, we fail and we're going to make that failure mean something about ourselves. Also, there's a lot of comfort in being undecided, overthinking, and being overwhelmed. For a lot of perfectionists, that's their emotional home. As soon as they get themselves out of overwhelm for a second, or they give themselves permission to get going, it feels so uncomfortable; it feels like something's going to go wrong. They want to crawl out of their skin, so they go back to being confused. So, if they make a decision, they'll unmake the decision; or if they finally get clarity on something, they'll go and get confused about something else because it feels normal to be confused, overwhelmed, indecisive, and in that place, which is uncomfortable for a lot of reasons but comfortable because when you're confused and not taking action, you can't be failing.

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Kathrin Zenkina 46:30

Oh my God, I love that you mentioned that, especially emotional home. When I learned the concept of emotional home; when I went to several of Tony Robbins' events, it just made so much sense. I realized that my emotional home for me, personally, was always stress. I found that I would constantly recreate situations in my life - there'd be a pattern where I would literally manifest something to be stressed out about, because that's all I've

known. That's been in my emotional home, growing up in an abusive home; my parents; divorce; my parents' second divorce. So many things have led to me constantly feeling like I need to stay stressed out in order for me to survive. If wasn't stressed out or constantly on edge, then I felt like I would not be prepared for some sort of misery to come my way. I would always be expecting the other shoe to drop. And so, I realized that I lived in stress. Even when I started my personal development journey, what I found was that I would keep creating stressful situations where I would manifest what I want, and manifest a great life and be enjoying my week, and everything would go well, and then all of a sudden, I would just manifest some sort of chaos to come on my path and cause me to feel stressed out. When I felt stressed out in a weird, almost sick, twisted way, I would feel very familiar and comfortable with it; and in a weird way, I would kind of like it. It was like my signal from my subconscious mind that this is where I belong. It took me a long time to rewire that, and I'm still working on it. I still find myself sometimes overloading my calendar and putting way too much on my to-manifest list - I call it to-manifest list instead of to-do lists now. That was part of the switch for me, there; to stop calling it to-do list, stop putting a bunch of shit on your to-do list, and start calling it a to-manifest list because you will figure out a way to create a situation, a place, and a time for you to get everything done. But I would still find myself getting into this zone of familiarity. And guys, if your subconscious mind is not rewired for what it is that you want to experience in life, you will very easily keep going back to what is familiar. This is the reason why it's so hard to change; is not because the steps to change are hard - they're actually very easy; you guys all know what to do if you want to achieve certain goals. you guys all know that if you want to, for instance, lose weight, then you guys know what to do. There are so many freakin' books out there; so many resources; if you want to get in shape, you know who to hire; you know who to talk to; you know what to do - yet, if we are not rewiring ourselves to be that identity of being a fit person and acting like a fit person from the identity of being a fit person, then we are going to try to behave like a fit person, but then our subconscious mind will say, "No, this feels unfamiliar. What feels familiar is for you to sit on your couch, eat french fries, watch TV, and not move your body." This is something that's so common that happens to us, and so I love that you're talking about this, Sam. I know that so many people struggle with this. And what I wanted to talk about with you especially was the concept of an all-or-nothing mindset, and I know that I have been this, hardcore. If I were to do something, it would have to be "all." if I were to make a change in my life, it would have to be every single aspect of that area of life. For instance, if it was around my nutrition, I couldn't just stop eating sugar. It had to be everything. I had to change everything. And if, God forbid, the next day I have a piece of chocolate with some sugar in it, I start thinking, "Oh my god, I broke it. That's it. I failed." And it's nothing right? It's either all or nothing. Where does this come from, Sam? Is it also within this realm of perfectionism?

Yeah. So, the all-or-nothing mindset, many of us are familiar with it; you either do something perfectly, or not at all. It's just another symptom, in a way, that comes out of having that perfectionist mindset. When we are trying to avoid shame and when we believe that effort is a sign of inadequacy, we want everything to be done perfectly. But when there's that bomb in the road or something happens, we get that feeling of "Okay, now this isn't perfect, anymore," and that feels vulnerable. We feel, "I've been putting a lot of effort, and I'm not getting the results;" or it's just this kind of messy middle, where we say, "I've fallen off the wagon." There's so much to get into with the all-or-nothing mindset - but part of it is reinforced constantly by this language of being "on the wagon," or "off the wagon," or "on track," or "off track." That really just reinforces it, but again, it's just another way that this perfectionist mindset manifests in that we want to do everything perfectly, or not at all. It feels too vulnerable to be doing it, but to have it not be going perfect. So, we'd rather quit. What a lot of people do - and especially in health and fitness, this comes up for a lot of perfectionists - is that they will start something, and they'll do it perfectly. So, they'll get the new workout outfit; they'll have the perfect planner; do everything for maybe a week, two weeks, or three weeks. Everything's amazing and they're eating clean - and then something will happen. Either they'll make a decision, usually not to follow through with it, at some point. We do a lot of identity work; your identity will pull you back and we always act in accordance with who we believe we are. So, at that point, you might think, "Oh shit, I'm not used to sticking to something for three weeks, I better not follow through" - subconsciously they're thinking that. They won't follow through, and then that feels so vulnerable to be showing up when you've missed a day. I don't teach to try and get this perfect streak going. For a perfectionist, if they break that streak, they quit. If someone's in a growth mindset, they can have this streak, and then they miss a day, and they get back on board with it. That's great, but I don't recommend perfectionists trying to get a streak of something. They will quit because it feels so vulnerable, then they'll wait to feel motivated and inspired again. Then they'll start again perfectly, then their identity will pull them back to quitting and they'll quit, then wait to feel inspired. I was in that for so long, especially with health and fitness. It was so frustrating because I was working out a lot. I was putting in a lot of effort, but I wasn't seeing any results because it was so inconsistent. I would have two perfect weeks, and then six weeks of not trying, and then two perfect weeks, then six weeks of not trying. But that whole time I was not trying, I was beating myself up for that. So, it wasn't like this nice reprieve from it; it still felt like a struggle the whole time, but it was the wrong kind of effort that I was putting in. And so, I've done that work to get into a growth mindset around fitness. That was the first area of my life that I did the conscious work to get into a growth mindset with, and that changed everything for me. It made exercise and health enjoyable; it meant I don't have these "on track" or "off track." There's none of this guilt and shame around it. It was so amazing to do that, and now it's about applying that to

business and things like that. For me, personally, I'm still on that journey of getting into a growth mindset in that area. I've made such huge progress, but the all-or-nothing mindset is really the biggest sign of that perfectionist mindset, and it doesn't help us achieve any kind of results.

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Kathrin Zenkina 54:19

So, Sam, if we are in that position where, as we're listening to this podcast, we realize, "Oh my God, that's me! I'm, quote-unquote, perfect for two weeks, and then I fall off the bandwagon for six weeks. And I know this isn't serving me, because, at the end of it, when all the weeks add up, you just end up right where you started. So, without that consistency, you're not really making any progress at all. You feel like you're making progress for two weeks, and then you feel like you're not making any progress for six weeks. That just manifests more of that feeling of frustration. So, for someone who's in this position, how do they develop more balance in their lives, where they do stay consistent?

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Sam Laura Brown 55:05

So, the first thing is ditching that all-or-nothing language; so, to stop saying, "I'm behind, I'm off the wagon, I'm off track." It's always been in that identity of someone who is following through. And so, something I teach is redefining what "consistent" means. A lot of perfectionists love this idea of being consistent because in their heads, consistency is 100 percent compliance, and if they're consistent, then they'll be imperfect. But what I reframe it as - this helps me and also helps a lot of people I work with - is that being consistent is doing something more often than not. A lot of perfectionists have that high bar - those high standards - and so they say, "Oh, I can't get all the way there, so I'll just not try at all." But it's very counterintuitive. By saying that consistency is showing up more often than not, then it allows us to have that permission for it to be imperfect, and to still identify as being a consistent person. If you identify yourself and that story you have, with yourself, about yourself, is that you're someone who doesn't follow through, you will prove that to be true. You will act in accordance with that, so that you can be right about who you are; so that you can have that certainty. So, a huge part of it is creating a new self-image and identity, where you believe you're the kind of person who is consistent; and to tell yourself that you're being consistent, even when you don't feel like it's true. A lot of people say, "Well, no, but I didn't do it perfectly." So, is it lying if I said I'm going to the gym consistently? By not having the grace to be able to say, "Actually, I am being consistent. I'm following through most of the time, or at least some of the time." But it's still staying stuck in our identity that is pulling us back. To answer your question from ages ago about procrastination, the identity stuff there is so important as well. If you believe you are procrastinator, there is no app that will help you; there is no technique because you will

keep being pulled back into being a procrastinator, because that's who you believe you are. If you have that identity, the best you'll ever be able to do is manage your desire to procrastinate. The key is getting into this identity of someone who doesn't procrastinate. We all know these people who say, "What do you mean? You just did it right away? What are you talking about?" For me, my fiancé, Steve, when he was doing his university assignments. He said, "I got this new assignment today. I'm just going to get started." I was like, "What?" It's about getting into that identity of being someone who doesn't procrastinate, and that pulls us towards it. But we have to be willing to get into that identity of someone who's consistent and someone who doesn't procrastinate before it's true. A lot of us will say, "I can't say that yet, because it's not true," but you have to believe it for it to become true. Stop thinking that your beliefs are an observation; they are creating reality.



Kathrin Zenkina 58:02

This is such an awesome distinction, and I'm all about this. I cannot wait until my students, future students, and everybody to listen to this episode. This perfectionism - this all-or-nothing mindset, all these things that Sam was talking about - are the things that hold you back from, first of all, not just living your dream life, but actually feeling freedom in your life every single day. If you are constantly obsessing about your perfection, your consistency, and everything that Sam was talking about, then that's just taking up all your headspace. Here at Manifestation Babe, we're all about creating space for your desires to flow in. If your mind is cluttered with all of this nonsense crap, just on a loop over and over again, then that's going to prevent you from manifesting your dreams. So, if you're listening to this, I hope you guys are pausing, taking notes, rewinding, starting over, and listening to as much as possible because there are so many golden nuggets in here and it's so freakin' good. Sam, I just have a few more questions for you. So, one of them that got brought up as you were talking about how we find balance. So, for instance, let's talk about productivity for just a moment, and especially around feeling guilty when we're not being productive. For instance, I see a lot of people who want to be productive in their life and want to get everything done. They have all these amazing things that they want to create, but we all know that we're human beings and we must relax every now and then. We have to just chill out and not do anything, otherwise, a tired soul can't really create as much as a rejuvenated soul can. A tired mind is not as creative as a rejuvenated, relaxed mind. And so, it's so important that every now and then, we do sleep in, watch Netflix, and read a book that has nothing to do with personal development. It's so important to take a vacation or a day off; however, Sam, so many people feel guilty for doing so. So, in your opinion, what is your secret to breaking the cycle of guilt when it comes to this?

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Sam Laura Brown 60:13

This is something that I experienced firsthand for a very long period of time. It's because we have our identity wrapped up with our results and outcomes. And so, when we feel like others love us because of how productive we are, and when we're successful, and if I'm not successful and smart, I won't receive love, of course, we're going to feel this aversion to rest because we're thinking, "I have to be productive to keep getting approval from others." But then we have that resit. Eventually our body says, "Okay, you've got to have a break." We then feel guilty, which means we're not actually getting rest - what I like to call "clean rest;" when you're having rest and actually letting it be restful, instead of resting or watching Netflix and then feeling guilty the whole time and beating yourself up. That then means when you go back to work, you're not able to show up fully. So, when it comes to getting out of that rest without guilt, and how to do that, what I get my clients and our members in Perfectionists Getting Shit Done to do is something that they don't want to do - which is to actually carve out clear time off that they're not able to do anything productive in. That way, it brings up all the reasons and feelings that you're trying to avoid when you're just working for work's sake all the time. For me, for example, I was just working on my business all the time; every hour of the day was an option to be working. And, of course, I couldn't physically work all that time, but every hour was an option. "I could be working right now; I could be working right now." It was when I read *The 4-Hour Workweek* by Tim Ferriss, and he really talks about working for work's sake, and how a lot of us work because we don't even know what we like doing besides being productive, and that we haven't actually got an identity outside of being productive; and that if you want to truly be productive, you have to fill that void. So, a lot of us procrastinate because it's a great time filler. We feel productive when we're doing something, even though procrastination - a lot of perfectionists love procrasti-cleaning, procrasti-learning, procrasti-researching; we do all these things because they feel productive without feeling vulnerable. And so, I was really able to get in this place where I'm able to rest without guilt by saying to myself, "I need one full day off of my business every week." And, of course, as you know with business, there's always stuff to be done. I already felt like I wasn't getting enough done, but it's that counterintuitive thing where if you actually force yourself to have that time off - and for me, it was really discovering who I am when I'm not working in my business and when I'm not being productive. What do I even like? When I talk a lot of people in my life about this, they would say, "But you love your business and you love personal development." Yeah, sure, but I love Netflix but that doesn't mean I should watch it all the time. Just because you love something, that doesn't mean you should do it 24/7. I know that a lot of us, with our businesses, or if we're doing something we love doing, we justify it by saying, "I love it, so I should do it all the time." But it's at the cost of not actually figuring out who we are beyond that, and that can be super dangerous when it comes to business if your whole identity is attached to the business. So, for me, I had a day off every week. Those first few months were very uncomfortable because I decided that I'm not

allowed to do anything on my business, even if I'm bored out of my mind. It made me actually discover who I am when I'm not doing that, and what I actually enjoy doing. It also made me so much more productive during the week, because I thought, "Well, I'm having this day off, so I have to get everything done by then." But when every hour of the day was an option, there was never any urgency; there was never any new to get things done. I could be really lazy with my time management, and not actually be intentional. There was so much time, so I didn't have to be mindful; but, of course, when you have less time, you have to be intentional. So, at the moment, I'm constantly working on working less and less. It's just such a good filter for deciding what I actually need to do. Perfectionists love busy work. For me, this was like formatting my notes instead of doing the damn test exam that I needed to do. In business, as I said, it was editing blog posts that were already up; making your website look pretty; and all those things that don't actually move the needle. But when you have only a short amount of time, it's such a good filter to actually decide, "What are the needle movers?" and getting them done. So, I know a lot of people - and when I'm teaching this, everyone has resistance, saying, "I'm already behind like, I can't work less." But if they're willing to just trust that this works, they actually create time off for themselves where they're able to practice. Because they've taken it off the table, they could then be working or doing something productive. They'll say, "well, shit, I have to figure out what I like." And then, in the time they are working, it really forces them to do the uncomfortable things which they're more willing to do because there's an end in sight. When we're in a perfectionist mindset and we're having a productive day, we say, "Okay, great, you're having a productive day. Let's add more to your plate." And so, another practice within this is, I work from my calendar. That is such a great way to make sure that you're not overloading your day. Perfectionists love having a full plate of commitments, because then we can blame being busy for any lack of results. Procrastination, how we get to blame it, it lets us off the hook; so does being busy. So, what I do is I have my day on my calendar. If I'm having a really productive day and I'm getting stuff done early, I take the afternoon off - which of course causes my brain to say, "Oh my God, we could be doing so much more," and all of that. I just let it have that chatter, and I have that afternoon off. If you are rewarding - your brain is like a child, and when it does something well and you say, "Great, do more." It will react in, "What the fuck? Why would I want to do that? That is not motivating." There's no reward; we reward it with more of the stuff that it doesn't want to do, because the brain doesn't want to spend all this energy making decisions, and all of that. So, if you're having a productive day, decide what you're going to do, get it done, and then force yourself to take the rest of that day off. I know there's a whole conversation to be had around capitalizing on when you're in flow, and all of that; but, for me, I found that it's such a powerful way to practice resting without guilt. Then, the next day when I go to work, I feel it. I'm the kind of person who gets things done so quickly and efficiently, and it helps to reinforce that identity as well.



Kathrin Zenkina 66:46

Oh, my God, I love everything you just said. I just had a million things pop into my head. Of course, I feel like every time we have a conversation, it's like there's more to talk about and I love it. I love how part of your practice and what you teach is all about creating space. Something that a lot of people don't talk about when it comes to creating space, which is what you mentioned - is giving yourself that silence to really hear what you think about yourself, or what you're thinking about all day long, or how you feel about yourself, or what your identity is, and the stories play out. A lot of people just don't give themselves that space. And you're right, we stay busy to avoid having those tough conversations with ourselves. We stay busy to numb - and really numb - how we're truly feeling on the inside. For instance, let's say that we actually hate our jobs; but we keep getting really busy at work to avoid even confronting that feeling and thought, because confronting that feeling and thought means that we're going to enter unfamiliar territory; and that unfamiliar territory could mean, "What if I was meant to start a business? That's really scary. I've never done that before." And so, we just stay busy and busy to avoid that. When I was in my fourth ceremonial at Rhythmia, when I did ayahuasca, I literally had a whole lesson around this for the entire 12-hour journey. I laid in a hammock and nothing crazy happened. In fact, for me, just laying in a hammock, staring at the sky, and listening to all of my thoughts, my feelings, my beliefs, and everything I'm afraid of inside my own head. Let me tell you, it was the most uncomfortable, excruciatingly boring, unfamiliar, and scariest 12 hours of my life. I had no idea what else was going to pop into my head. It was just me sitting there and reviewing, essentially, all of the things that are holding me back, and all the things that I'm afraid to think about, face, and address. What I learned in those 12 hours was, first of all, there's nothing to be afraid of; I made it out okay; second of all, this was all being done in my favor because then I could really discover what actually needs to be worked on. It's not just this personal development that I've been doing in the past to really numb how I'm feeling; it's not watching YouTube videos to distract me from the work that I really need to be doing, and sometimes the work is just me sitting by myself and not talking to anyone, not doing anything, and just really being in this space of silence; to really get to know and discover who I really am on the inside. It was such a beautiful lesson, Sam. And so, in regards to taking time off, you guys might be avoiding this right now, but let me tell you: not only is it so good for being productive - which sounds counterintuitive - but it's also so good for really getting clear on what you want out of life. If you are so busy that you don't give yourself time to daydream, time to visualize, time to really just think about what else is out there. What do I really believe to be true about myself? What are some stories that I can work on that I keep telling myself about how I'm not good enough, how I'm not doing enough, how no one is discovering my Instagram enough and how no one's sharing and reposting my posts, and how my podcast isn't doing well - or whatever thoughts you might have. Giving yourself this space is so crucial because this is the real personal development work here. It's not just reading a

book or listening to a podcast; it's you, after this episode, integrating and implementing everything that Sam has said in this episode so far. Just open up your journal and think, "Okay, first of all, when is my next day off? So that I can really give myself space to not only be more productive in the future, but really think about my life and think about who I am and restructure my identity if it's not serving me." And then really ask yourself, "Is there something you're procrastinating on? Are you being overly-perfectionistic?" Maybe you should let go a bit more and just relax and surrender, because life is not all about control. Control is just an illusion. There's no such thing as you having any control outside of your thoughts, feelings, beliefs, and actions. What happens in the world based off of that, you don't have any control over; but how you see and perceive things in your perspective, that's what you have control over. But you need to really implement this stuff. I promise, it's going to be a game-changer for you. So, thank you so much, Sam, for coming on here. I do want to ask one final question, which is, where can people find you so that they can work with you and find out more about your beautiful work? I know that you do have an amazing freebie to offer as well. Any link that you mention, don't worry about spelling it out; we're going to link everything in the show notes. But share with us where you hang out, where people can find out more about you, where your courses are, and so on.

S

Sam Laura Brown 72:14

So, if they want to listen to my podcast, it's called The Perfectionism Project. I have a ton of episodes where I go into all the different aspects of what we've talked about in this episode. I also have a group coaching program called Perfectionists Getting Shit Done, where we all work on this work together. On Instagram, I'm @SamLauraBrown. If people want to do my perfectionism challenge to really help them to begin applying this, then they can go to [SamLauraBrown.com/ManifestationBabe](https://www.SamLauraBrown.com/ManifestationBabe) to sign up for that. Yeah, that's where people can find me.

K

Kathrin Zenkina 72:51

Very easy, but if you guys missed that, we will definitely link everything in the show notes. Please tag us - again, it's @SamLauraBrown and @ManifestationBabe; screenshot this episode and let us know what your biggest takeaways are from this episode. I know that I had so many; if you guys were to see my notepad right now, I just scribbled so many ideas, insights, and new perspectives that I haven't heard before. We are so curious to hear what you took away from this episode. Please give Sam lots and lots of love for sharing her time with you, sharing her insights, sharing her perspectives, and all of her nuggets of wisdom. Thank you so much, Sam, for coming on to this episode. I will catch you guys in the next one. Bye. Thank you so much for tuning into today's episode. If you absolutely loved what you heard today, be sure to share it with me by leaving a review on

iTunes so that I can keep up the good stuff coming your way. If you aren't already following me on social media, come soak up the extra inspiration on Instagram by searching @ManifestationBabe, or visiting my website at ManifestationBabe.com. I love and adore you so much, and cannot wait to connect with you in the next episode. In the meantime, go out there and manifest the magic.