

Episode # 141: How we're handling this pandemic, as a COUPLE

Kathrin:

Hello gorgeous souls!

Welcome back to the Manifestation Babe Podcast!

If you're looking to massively up-level your life, your finances, your relationships, your productivity, and your success, then you have come to the right place. My goal in this podcast is to help you see the infinite potential within yourself in order to be able to 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 are going. Leave it to me to provide you with the tools, the resources, the strategies, and the teachings that you need to manifest a reality wilder than your wildest dreams. I know we are about to have so much fun together, so thank you so much for joining me.

I am really excited about today's episode because I actually brought my husband on today. So the interview that you are going to hear today is really not an interview at all.

It is actually just a real-life, very transparent, very casual conversation between my husband, Brennan, and I, talking about what is going on in the world right now and our viewpoints on it. Especially, we will especially tackle how we are handling the situation as a couple and it has officially been about 10 days, 11 days, 12 days, or who knows. We have honestly lost count since we have left the house now and we have been spending a lot of time together and I know that there are a lot of couples out there who perhaps are working from home for the very first time ever or are not used to being in each other's space 24/7.

So we kind of want to share in today's episode what life looks like for us now and how we are specifically handling this situation as a couple.

Brennan has been one of my greatest teachers and I really wish that I could walk around with a microphone attached to him and a camera attached to him like GaryVee because this man is filled with so much wisdom and most people do not see that wisdom. He hangs around behind the scenes and I have to pull him forward to the front. So this episode is really highlighting our conversations and mindsets and how we are looking at the situation we are talking about (our mindset and daily life). As a couple, we are talking about our business and the changes that have happened in our business since the Coronavirus pandemic.

We are talking about finances and our frameworks of how we are making financial decisions at this time; for example, what we are prioritizing. We are also starting the conversation around intimacy and what intimacy looks like, what setting boundaries looks like, and what our conflict resolution is like. Brennan, then, will offer so much wisdom and so much help and such a great

perspective to look at the situation from his eyes, from his perspective, and from his life experiences. I think he does such a great job of translating this into a way where anybody can benefit from his message. So it is my privilege and my honor to dive into today's episode and I really, really believe that you are in for a treat.

I am going to ask a question at the very end of the episode that I want each and every single one of you to answer and let us know the answer because we would love to make this into a miniseries or at least continue on and answer some more of your questions and talk about more topics.

I know that a lot of these already come through my DMs. A lot of these already come through my comments and through emails. We do not do this as often as we should because *manifestation babe* is not the *Kathrin and Brennan show*. However, my husband is a huge part of the business and is a huge part of my life. So I do think it is important to involve him in these conversations and for you to see our dynamic and see how we think about certain things and where we are coming from. Today is just really, really filled with a lot of great tips and insights. If you are looking to get inspired, I promise you that Brennan and I are going to deliver in this episode. There are a lot of mic drops, so get ready for this.

Without further ado, let us get into today's episode.

Well, hello there husband.

Brennan:

Hey there. How is it going?

Kathrin:

Thanks for being in my studio with me recording this episode.

Brennan:

Thanks for allowing me into your office.

Kathrin:

Well, Brennan, it has been 10 days since we left our house. How are things going?

Brennan:

Things are good. Things are good.

Kathrin:

Why are you saying that in that tone?

Brennan:

Well, I mean, life has changed a little bit. I think that is probably true for everyone that is listening, but the reality of it is that you and I really enjoy our time together. So we are getting along really well.

Kathrin:

How specifically has life changed for us?

Brennan:

Oh, man. Well, I think the world is feeling incredible amounts of fear and uncertainty right now. I believe that a lot of that is justified in the conventional sense. However, I think what you and I both realize is that just because something is justified does not mean it is helping you. It does not mean it is helping you move forward or be productive in your life or feel that feelings do not just go away. It is not like joy and happiness and gratitude just all of a sudden disappeared because some evil villain in the coronavirus decided to show up on planet Earth. These are choices; our whole life is the accumulation of all the choices that we make. So we are choosing in every moment how we see things and what we focus on. We are choosing how we feel. I think everyone has a sense of a little bit of fear and a little bit uncertainty right now. The question is what you are doing about it. Are you allowing that to run your programming? Or are you recognizing that the real challenge is the mastery of your emotions and recognizing that, in this moment, it is more important than ever to be in control of how you feel? When you see the news, do not let that dictate how you feel. When you see the news, understand that you are in control of how that makes you feel. It can either be information or it can be emotions, but just because information exists does not mean it has to become emotions. So you can choose the emotions that you attach to it.

Kathrin:

So a tip that I gave the manifestation babes (I believe two episodes ago or somewhere along the lines in the last few episodes; maybe it was the four-day-faith challenge) is that I suggested the person who is able to handle watching the news from more of a neutral, objective perspective be the person who keeps track of it then becomes the person who shares it with the other person who might be get sucked into it. I know personally in our relationship, you are that person who can watch the news, read the media, and consume information without freaking out. I know for me, I have personally chosen to stay away from the new and from the media.

I think it has been 15 years now and I am the one who is being informed through you; I want to ask you: what is your thinking behind that and how are you able to stay so objective? Because I think that we can all learn from that and I feel we can all become that person who is just able to look at the world and say, "Yes, there are these horrible things going on, but it does not have to put me in a tailspin where I just end up freaking out and then feeling sorry for myself or for everyone involved." I am tail spinning into this low vibration where not only can I feel that I cannot do anything about it, but I also feel that nobody is going to be able to do anything about it because what are we supposed to do about it?

Can you talk about what is your frame of thinking when you do decide or choose to stay informed? Especially when you are managing our finances and I know that what happens in the news is very correlated to the stock markets and all the ups and downs that we have been experiencing. Well, mostly downs that we have been experiencing. I am just amazed. People hear it from me all the time; I wish that I had a microphone attached to you 24/7 because the wisdom that I hear from you and just your mindset and how much you have grown and how you see the world is so unique.

Sometimes I look at him, you guys, and I think, "Brennan, where is your platform? You need to be speaking to the people." So this is why I brought him on here so that he can share that wisdom with you guys and you guys can hear from us how we are handling this as a couple. I want Brennan to have this space for him to share his wisdom.

So what is your perspective, Brennan? What is your mindset when you consume the media? Especially around the coronavirus right now where there is not very much good news happening?

Brennan:

Well, first of all, I am humbled by you. Thank you for your kind words.

You know, a really great question that you can ask yourself is, are you seeking information or are you seeking the momentum towards how you are already feeling? It is kind of asking yourself, "Are you stacking onto what you already know emotionally or are you actually trying to be objective and defined balances on each side?"

I grew up in a very liberal, open-minded environment and over time I realized how important it was to extract information from different sources. So now I subscribe to all sorts of things. I have *the Wall Street Journal*; I have *the New York Times*; I listen to *Bloomberg*; I read *the Economist*. All these different places. The reason I do that is that I try to find the middle; there is this element to leaning into the middle where objectivity lives, especially in US society. However, in society in general, we have really leaned out; we are leaning towards the outside towards the extremes, towards division, and away from the middle.

I think there is an opportunity during crises like these that we are seen to lean into the middle. Now I bring that up because I want to mention a word. There is actually a word for what you described and that word is "doom surfing." What doom surfing is, is when you get on the Internet and on the interwebs and find all the bad shit in the world. It is literally like you are stacking all of the collective fear and uncertainty. It is a great word and I think for you guys, it is really simple just to say, "Am I seeking news to be informed or am I doom surfing?" My dad was actually the one that brought the name to me and it was something he created. He had found it somewhere, but I actually think it is a really great name for that behavior.

I recognize from those conversations that most of what is out there is human beings feeling very uncertain and we are trying to seek the bottom. The problem with seeking the bottom, and I will use investments as an example, is that no one on this planet knows where the bottom is. We do not know how deep this can go. However, we also do not know how quickly it can turn around. So if you are just seeking all of the terrifying information, is the reality that terrifying information out there exists? Absolutely. You would be insane not to be aware of that. Uninformed and

ignorant. However, if you are allowing the information out there to dictate how you feel, to elevate your fear, and to make you feel helpless of making decisions and moving forward, then I would argue that that actually is not informing yourself. That is simply doom surfing. From that space, I think we are gifted with a real opportunity to say we do not live in a world without information. We live in a world with too much information, way too much. That is why things like fake news exist, and I bring up that buzzword. I actually really hate the term *fake news*. Kathrin knows this. Because I really want to believe in objective journalism. However, the truth is that information is distorted everywhere. Again, that does not mean that you should not listen to the news.

Kathrin:

I think just of adding to that and to dive into that for just one second. From a psychological human behavior standpoint, when you are listening to the media, you have to understand that everything is being processed through someone else's filters. So there are still human beings behind the media. There is someone who is writing the article and they have their own life experiences and biases that cannot help but come through. So really, I agree with you. There really is no more objective journalism. Everything is processed through some sort of filter.

Brennan:

Yes. I do not think it is that it is *any more*; I think it has become even more polarized. It has become more divisive. This is coming from someone who pays for all my news media. I, and Kathrin knows, love the news. I pay for it. I subscribed to the *LA Times*, too, to get some local news. I support journalism. However, the difference is, instead of saying I do not trust the news, say I recognize that all of the information is coming through a filter. So my job is, if I care to be objective, to take as much information from different sources all around. Not just from the stuff I agree with, but also from the stuff I do not agree with; from the places that I do not really like their opinions and the places I really liked their opinions and find that balanced center. Now, here is the main point I want to make about doom surfing: when you are doom surfing, you are absolutely not finding the middle. You are absolutely not leaning in. You are succumbing to your human desire, your human instinct, to try to protect yourself and the people you care about. You are attempting to find the bottom so that your uncertainty will subside and that is completely acceptable. I understand why we are doing that as humans, and I even catch myself doing it, too. However, the thing that I have to say is if you are seeking the bottom and you do not know that the bottom exists, how is this helping you?

Kathrin:

I think it is also so important to take care of ourselves and be in the right state of mind before we go out there. Forget the news, you guys, this goes for social media. When we log on to social media, it is so important for us to be in a certain state of mind and be very intentional with it. Because I think that when we are, let us say in a negative state or in a low vibration, our brains constantly seek out evidence for how we are feeling. So if we are already feeling like crap, we are more likely to attract or filter in some of that doom surfing or some of that stuff that is already

going and allow them to further perpetuate the way that we are feeling. We should choose to look at things from either a more objective state, for talking about neutrality, or maybe perhaps from a positive mindset, a higher vibration.

For me personally, I have been finding the traditional media is not reporting on very much positive news, but the Instagram accounts that I follow, because I am so intentional with what I follow, I am finding nothing but the funniest, most incredible things that is happening around the world because of this pandemic and how human beings have banded together in a way that we have never had to before to really support one another and uplift one another. Because without each other we would feel so isolated and so alone. Having social media to bring us together has become so impactful in helping us kind of like make it through this period. Brennan and I watch memes; we are purposely looking for things to make us laugh or to uplift us so there are various accounts that we follow.

If we are in the mood for some comedy, we look at some memes and if we are in the mood for some uplifting good news, we have several accounts that we follow, as well.

I can put some of those in the show notes for you guys, just some of the funny accounts and some of our uplifting accounts.

I see in Italy right now, there are personal trainers, obviously isolated from people, leading workouts for all the residents of the building and everyone is on their balconies and they are all doing jumping jacks. This fitness trainer, through his boombox, has like music on and he is literally training these people. Then in another video, all the residents of a neighborhood are singing together or a famous opera singer is singing for her city. Yesterday, there was a DJ who had his whole DJ set up on his balcony and literally started this club on the street and all of the buildings surrounding him, everyone is on their balconies, like jumping up and down. It is just like, if you are looking for that kind of stuff, you are going to find it. If you are in the state of mind where you are looking for, whether it is intentionally or unintentionally, what is wrong with the world and what is missing and how this is the end of the world, you are constantly going to find evidence for that. I think it is so important to bring that up.

Brennan:

Your environment is so important. I am just looking around this room right now. You know, this is Kathrin's office, obviously this is part of our home, but I am just noticing certain things about her environment that augment. She probably does not know I am going to say this right now, but I am going to say it, there is something on her poster board right now that says, "You are here to impact just one soul, help that one soul have a breakthrough. You will change the world." Wow, that is an interesting pre-frame. How is that going to affect how she goes about her daily life? How about "success is inevitable?" I see that right over here on a board, as well. "Four steps to transform your life." "Anytime I feel disempowered, I am making interpretations about something." "Thinking proceeds feeling." "Acknowledge that nothing is more than an interpretation." "Nothing has meaning except the meaning you give it. Then find new interpretations that are empowering and pick one that empowers you." This is just her space. Just one tiny piece I am giving you of how Kathrin is doing the opposite of doom surfing. She is

putting herself in an environment where she, all of a sudden, feels compelled to bring light, to bring greatness, to bring belief, and to bring gratitude and joy into the world. That is exactly why people are so amazed at her. Kathrin, how are you staying so high vibed? How are you in this space? What does it feel like to you when you focus on those types of things?

Kathrin:

Here is what I wanted to bring up that relates to your question that came at me as you were talking: I know that a lot of people could look at my positivity during this time and say, “Oh, Kathrin is being so ignorant. Do you understand how many people are getting sick? Do you know how many people are dying? Do you know the fear that people have? Do you know the realities of the situation?” I just want to argue: when you are coming from this more empowering state of mind, you are a lot more likely to take action and to help people than if you are doom surfing. If you are doom surfing, you are just going to literally lock yourself in your bedroom and never want to come out.

You are talking about all these things in my space. I recently updated my affirmations and I have about 30 new really uplifting affirmations that I put up in our bedroom, and Brennan can attest to this, that I stand there in Wonder Woman pose and I put my hands on my hips and I say them out loud with emotion and with intensity and with enthusiasm as if they are already actually real and that I am just reading back the story of my life. From that space, I am being way more creative. I am creating way more content. I am helping way more people. For instance, on the last podcast episode, I shared how we have reopened the doors to MBA. So right now as you are listening to this, the Manifestation Babe Academy is open.

From that space of empowerment and how I can serve people and how I can be the best version of myself and help others be the best version of themselves, we have created new ideas of how we can make this as accessible as possible for people, where we are not taking away the quality of the program from people. We are giving them all the top-notch content in the best quality possible when making it more accessible by extending it into a 12-month installment plan.

That idea can only come from me keeping myself in this high-vibration state so that I can brainstorm more ways to serve more people. I am so excited for this upcoming round of MBA because it is going to be like nothing we have ever done before. We have never been in this situation before and I am over here brainstorming and asking myself what if we hosted dance parties for the MBA students where we all got on Zoom and we danced together? Why not create threads talking about this? Why do not we do this and from this space?

I think to myself, “Oh, my God, I have not coached anyone in a long time and I have not done group coaching in a long time and I would really love to dive into that and really, really get into just working with people and working through their shit right now and working through their issues so that they can be the leaders that they were born to be for other people.” So I get to empower leaders through this program so that they keep their mindsets right. They keep themselves in an uplifted space so then they can go out and impact people, inspire people, and uplift people.

This is how we are going to create a high-vibrational state for everybody on this planet. This is how we are going to heal the planet. I am a strong believer in energy healing. I am a strong believer in energy work. However, if you do not have your energy right, because you keep telling yourself these disempowering stories and you are choosing to do nothing at this time, rather than figuring out how you can help yourself so that you can help people, that is how you are going to, not only improve your life, but improve the lives of everyone else around you.

Brennan:

Absolutely. I think you made a few points there. This is the time when a community is so important. There are already movements within the community. I am already saying hi to people as I am walking in the street. Damn right, I am keeping 12 feet away at least. However, I am saying I am talking to people that I would not normally talk to and I am an extrovert; trust me. However, during these times, community and leadership and courage are what matter. They are what drives us forward.

Kathrin:

Status and money has nothing to do with it. There is no such thing as “celebrity” right now. There is no such thing as “I have this and you do not have that.” We are banding together in a way that is going to change our society forever. I shared on my social media today a post about 14 alternative thoughts that you can think about and you can tune into instead of allowing your mind to go to dark places. I was talking about how this is, for the first time ever, an opportunity for the entire world and the society's pendulum to swing from this overly masculine and the me, me, me mindset to questions like “how do we take action?” I am not relating that to the divine masculine. I am talking about that lower-vibration masculine swing being into more of this feminine. Even divine masculine, divine feminine are kind of a side direction where we are forced to slow down; we are forced to help each other. We are forced to reflect. We are forced to be present. Be present with each other.

Speaking of being present with each other, this is the time for Brennan and I to really work on our relationship and how we both together as a couple relate to how we handle uncertainty. Because this has brought up a lot of real uncertainty and potential uncertainty for us. For instance, our business; it has brought up uncertainty for our lifestyle. It has brought up uncertainty in our finances in terms of investments, especially just how much the economy has come crashing down. I really want you to speak on this, Brennan. I just wanted to pre-frame this with the fact that we are kind of looking at each other and say, “Okay, at the end of all of this anyway, at the end of our lives, what matters is that we had each other. What matters is the time we spent with each other. What matters is the love that we had for one another, and anything outside of that, we could lose and we could rebuild it all together.”

Brennan:

I think even more than that. It is not that we could, it is that you and I both believe, take it all away today. I already know how to make it and so do you, and we will build it back and we will build it better and stronger than before. However, that is a belief, that is not part of life, that does

not come. It is not like all of a sudden Brennan and Kathrin have overrated fear in their DNA and uncertainty and they are like, you know, just walking around being like, Oh, whatever, we'll handle it. that is ignorance. No, we trained ourselves in moments of uncertainty, in moments of challenge to say, you know what matters humans. Do you know, it matters. Us relationships, communications, the business is something that was always meant as a mission to impact people, but did not even start as a business. Catherine can attest to that. It started as something just to help people and to share her journey.

Kathrin:

Passion. I mean, I do not want to say passion project as in undermining what it has become or my intention with it. My intention has always been to inspire people and to elevate people and to empower them to change their lives. However, I really like how this actually like the very, very seed of this was a passion project.

Brennan:

Absolutely. I mentioned leaning in earlier and it is something that we talk about on our team a lot. I think at this time there is such an opportunity to lean into your community, to lean into your relationships, and to lean into your emotions. Like what Kathrin said, "Love it, do not numb it."

Kathrin:

I heard you say that to your dad the other day. I am telling you, Brennan is just way ahead of anything he was when we had just started dating. Because I was always a little ahead of him. I would say, back when we started dating, I was a lot ahead of him.

Brennan:

Most women are.

Kathrin:

However, now we are just different. I am more of this pioneer of the spiritual journey and I kind of share with Brennan what I am learning and feel him saying "I see what you are doing. I see what you are saying. Let me just feel it out. Okay, Kathin, it looks like it is working for you. So let me try it myself." I loved it when I heard Brennan the other day on the phone with his dad. He has been the uplifter for his family. I hear him every single day. He is delivering as much good news to his family as possible. I am just so proud of him for it. He said, literally, "Dad, you cannot numb it. You just have to love it; do not numb it, just love it." And I thought, "Wow! I never thought that my Ayahuasca lessons would translate into lessons that then Brennan shares with his family."

Brennan:

So, you know, the Bali girls that come with us each year really get to see a unique dynamic that not many of our family or our community get to see. However, that is Kathrin and I interact closely. One of the things that drives both of us crazy is this perception that we were pristine or that we are perfect; it is such bullshit. We fight; we yell; we get upset; we get hangry.

Kathrin:

Do you mean human beings living together?

Brennan:

Human beings having a human experience. I bring this up because you might think that during this time you and your interactions with your family are more challenging than ours. I can guarantee you ours are as challenging, maybe even more. I say that because we are unafraid to take on challenges with each other, but we have used this opportunity to our advantage instead of allowing it to divide us.

We have recognized when there are tough conversations, when we are stressed, when getting angry, or when shouting, we are leaning into taking ownership and accountability of those behaviors, the inappropriate ones and the productive ones. We really take that moment to build stronger bonds. I have seen a lot on social media about how you deal with a partner that is having a hard time and you may be in a different place. You may have a different level of ownership and awareness in your partner. That means that it becomes even more important for you to lean in. It is not always about equality. It never is. You might tell yourself, "Oh, I am going to wait to lean in till he leans in. I am going to wait to reciprocate until he reciprocates." That is not what relationships are about. They are about being a generous lover. We learned this from Tony Robbins and Alison Armstrong. Being a generous partner, a generous lover, in a relationship means going first without fear of what you are going to get back.

Funny thing: that sounds a lot like manifestation, right? You set on your outcome, release the how, and take massive action.

Kathrin:

The ability to give as though you have already received.

Brennan:

Exactly! What happens if you wait to give until you see proof? Nada. Zero. So that is a great opportunity in relationships. That is something that Kathrin and I are working a lot on. I have seen a lot of concerns; people say how their business is going crazy, the market is going crazy, their relationships, their kids at home. I would love to talk about some of the challenges with you guys.

Kathrin:

Before we get into that, I just wanted to bring up just a couple of things since we were on the topic of our relationship. Sorry, guys.

The way I think is that I think in categories and lists: I am pretty organized in my thinking and Brennan is more free flowing. So I do have a couple of notes. We discussed some of the topics, but you were bringing up kind of conflicts together. I just wanted to talk about what our conflict resolution looks like right now and what behaviors we are engaging in and any boundaries that we have set with each other.

If you are with your spouse right now and it can obviously be intensified with kids, and right now, we cannot even imagine the parents out there, you parents are the real MVPs.

I mean, we have no idea how you are doing this. We do not have a dog yet, which makes us really sad and we do not have kids yet, which does not make us sad because we are not ready for that for at least a few more years. Some people ask for planning on conceiving during this time and we can totally see how this could lead to a baby boom because people are together in one house. There is nothing else to do.

Brennan:

There are opportunities everywhere. Let us just leave it at that.

Kathrin:

So we do not have plans to do that. However, I would say that this pandemic is really creating a relationship boot camp for people and it is not just for romantic relationships. Maybe you are quarantined with your friend, with a cousin, or with your parents or maybe you are quarantined alone, and it is like relationship management via technology, which presents a whole nother level.

I know some couples asked, how you handle this situation being apart. Speaking from some experience, of course it is nothing close to this extreme, but Brennan and I did spend six weeks apart earlier on in our relationship when I moved to Los Angeles and he was not ready to move yet. That put a strain on our relationship because through technology, things translate very differently; it is so easy to hang up on the other person. When you are stuck in one house together, you cannot really hang up on them; they are in your space. So both scenarios present different challenges and whatever your scenario is, there is a lesson for you to learn it.

I think that this situation just speeds that up a lot. I know Brennan and I have gotten snippy with each other as any couple would when stuck together, completely stocked together. Besides, I started a beachbody program and Brennan is loving his running.

Initially, we started running together and then I decided that I want to do an at home program. So he goes running by himself for about an hour and that is the only time that we spend apart. So other than that, of course we are going to bicker and you cannot prevent it. Some of you are asking, "Well, how do you prevent yourself from being snippy or from bickering? The thing is that you cannot prevent that. That is just human nature. That is just the part of what comes with relationships. However, what you can do is learn to resolve conflict much quicker. We know it is just like coming from this mind frame of knowing that we are together, so we might as well make this the most enjoyable process yet.

When things come up for each other; we are very quick to just acknowledge. We can simply say, "Hey, I am so sorry I said that." And the other person also takes responsibility, saying, "You know what, you are right. I am so sorry for my part in this." We just learned to move through this in a way where we are thinking about the ultimate outcome, which is to make this as enjoyable as a process as possible.

We have had to set some boundaries. We are a couple where there is an introvert and there is an extrovert together in a relationship. For most people, that works very well. It is kind of like that opposites attract. I have always been attracted to extroverts. I really enjoy having a very extroverted husband, mainly because when we are out and about, he picks up all the freaking slack when it comes to talking.

I mean, I do not even have to talk that much and that makes me very happy whether we are in social situations or at the grocery store and someone starts talking to us like. I say, "Brennan, you just continue this conversation. I am going to go and continue picking out our avocados." I do mean it just works out so well. Something I have noticed is that Brennan just needs to talk and he loves to get on the phone. He loves to do conflict resolution over the phone. He loves to talk solutions on the phone. He loves to talk to our team on the phone. I am more of a texter, so I do this via texting. I really like my quiet time. I really like learning in an online environment for the most part.

I just like keeping to myself unlike my husband. He is in quarantine. He cannot leave the house. We are under the stay-at-home or shelter-in-place order. It is not necessarily as strict as a straight up quarantine. However, most businesses are shut down anyway. So it is not like we can do anything anyway.

Brennan:

I got good shit to say. Who else am I going to talk to?

Kathrin:

So the boundary you have set is like being really clear with each other. For instance, from my perspective, "Hey, babe, I just need you to just be quiet for just an hour or two." I would give him a time frame and I would literally say, "Hey, if you have a phone call between 4:00 and 6:00 PM I am going to be in my office. Can you please go to the bedroom?" Because we have our two bedrooms on the opposite side. We have our living room, dining room, and kitchen area in the middle. Then we have my office to the left with the bathroom and then we have our master and a bathroom to our right.

So in order for me to talk and usually when I record podcasts and Brennan has a meeting to take, he is like 10 times louder than I am. I do not know if you guys have already noticed, either from following me or from listening to this podcast, I can even see the audio wave lengths: Brennan's are a little stronger than mine. So I can hear him from a mile away, but it is like setting that boundary of, "Hey babe, can you go to this room at this time? Or can you not take phone calls between this time and this time? Because I really need that space to focus." Also even setting boundaries where I say, "Hey babe, I want some space from you for the next three hours, so I am going to do this in the bedroom or I am going to do this in the living room. I am going to do this in whatever." Or "Hey babe, I am going to watch my own show. I do not want you involved in my space tonight."

What really helps is just understanding that it is not coming from any place of like, "Oh, I am sick of you or I do not want to do this anymore," but rather like, "I love you so much that I want to

miss you and I want that when we come together we have so much to talk about that I just need to have this space to myself.”

We have really been figuring out how we can create those boundaries and how we can create that space in a place and in a time when it is actually really hard to create that space.

I do not want to speak for you, Brennan, but I know some of your boundaries with me or some of your requests of me, that at some point I am done being in my own world and I kind of come back to our world so that you do have someone to talk to.

Am I right?

Brennan:

I would say even more than that. It has less to do with the physical space in our apartment or in your house. It has more to do with creating space in a conceptual sense.

You are creating space from someone so that you are desiring to come back to them. So you design and crave attention. We are used to this because we joke that our life has a kind of quarantine with more rules. Whereas for a lot of you, this may be the first time that you have really spent time in proximity together. Maybe you have children. Maybe you are by yourself. Either way, this is a big change for all of us; this is such a gift.

Can you imagine a time when you were talking to someone at work? If you have kids and you said, “God! I wish I could be able to take Dan or Allie, you know, home from daycare.” I am being so hypothetical, but you have wished this before.

Kathrin:

Yeah, I think a lot of us have.

Brennan:

Now it is in your lap. The question is, how are you framing it? Is this a gift? Is this an opportunity? That little child is going to grow up into a big human being and they are going to spend less time with you, or even your partner. I remember back in the day, guys, this is hard to believe, but back in the day, I moved to LA and had a hard time finding a job. When I eventually found a job, I was getting up at 5:00 AM and riding the metro from North Hollywood, California, all the way to downtown LA and then from downtown LA to Santa Monica to work at a company in Santa Monica. So I would wake up every morning at 5:00 AM before Kathrin is awake and I would be back in the afternoon around 4:45 or 5:15 and my night with Kathrin was like from 5:15 to 9:00.

I remember how hard that was and how much I wanted just to spend more time with her. So now, my life has changed and we spend all the time together. But for you, maybe you have had those moments where you really crave to spend more time with your significant other. Well, it is here. How are you framing it, though? Are you framing this as an opportunity, a gift that you have been looking for? Because if you have ever framed it as a gift that you have been looking for, how is your mind currently looking at it? Are you looking at it as inconvenient? Are you looking at it from a lens of, “man, my partner annoys me”? What are the other ways that you can

look at your partner or even look at yourself? It is like all of a sudden you have free time on your hands.

This is not just for your partner. All of a sudden we really are standing in a room filled with mirrors. I think this is the age of, like, the mirror house. We are in our environment looking at ourselves, looking at our partner in this environment of uncertainty and fear.

We are seeing our own uncertainties and fears reflected in our partner back at us or we are staring at ourselves and our own insecurities and fears and having it reflected back at us. However, if you choose to look at it that way, what a gift to have time where you are doing a little bit of work remotely? Or maybe you do not have work and that is stressing you out. What a gift that you get to look at yourself and say, "Wow, is this really the way I want my life to look?

What else can I do? How can I serve? How can I add value?" It will not be a business for everyone. It should not be. I mean, you can want to do a nonprofit or you can want to help go work at preschool with your kid if you absolutely love kids. There are so many opportunities in this world and so rarely do we create the vacuum and the space. This is something Kathrin teaches in MBA. The Universe loves a vacuum and so now you have a vacuum. What are you filling it with? Are you filling it with resentment and fear and uncertainty and frustration and my partner and myself and my kid, and the damn news, and all I have to enjoy are these memes? Or are you really taking a moment to look at yourself and say the following? "I have every opportunity available to me. Even though right now I may not know how, I know that I am capable of being anything I want to be. If I want to take steps in any direction, isn't space away from work, a space away from other people, time, and a vacuum exactly what is needed to facilitate that transition?"

I just feel like so much of society is forgetting to see that this vacuum, this time, this changing of time is a gift. When we talk about investments, I will get more into the opportunities, but for a lot of people this is a wake up call. I mean that with the utmost respect and empathy. We are doing a lot of things in our community. We have been helping the homeless now for almost two years. We are major donors for an organization in Los Angeles. We really care about having people find the gifts from the depths of their life, find that gift again, and find that opportunity to succeed again.

However, there are a lot of things coming. There are a lot of changes in the world. This is a wake up call and I mean that with empathy. I mean that with love. I hope you see that as a gift to you. Maybe right now it is triggering. Maybe right now you are saying, "God! Well, Kathrin, why don't you bring this guy on? He is being such an ass telling me that this is a gift. I just lost my job. Screw you." I am being really honest. Uber has been developing robot cars, literally; we all know about self-driving cars. That is not the endgame, guys. That is not the endgame. There was going to be people in our world and in our life. What an opportunity to remake your life!

Again, that does not mean a business. It just means thinking. It means saying I am inside box A right now and, for most of my life, it has been hard to look at anything but box A because I do not want to fail. I do not want to let myself down. However, really if I evaluate box A and I say,

“Is box A all that is available to me?” I do not have an answer for you, but what I can tell you is that in my experience, in Kathrin’s experience, there were always a million more boxes than you can even fathom if you just begin to ask questions: Is this the only thing? Is this all I am capable of? Is this also available to me and will it be painful in the short run? 100% it will be painful. 100% will be painful, but the benefits and the rewards of taking that self-reflection time is to see what is available to you and seeing how you can make changes in your life to be happier, to be more fulfilled, to find more joy, to find more gratitude, to create something that makes you happy. I mean, it is like this quarantine is literally an opportunity to put you inside a box with a journal and tell you to write life how you would like to see it.

Kathrin:

Mm. So good. Okay, that is such a nice transition. Do you want to talk about how we have been pivoting in our business and finances and how we have been handling the uncertainty of that?

I know that you are our finance guy in both, business and life. We joke that I am the CEO of our business and Brennan is the CEO of our life because he literally, 24/7, is managing everything that has to do with money. In fact, for so long, you know, and this is what I teach in *Rich Babe Academy*, is that it is so important for you to take responsibility, personal responsibility, for your finances, even if you are in a relationship where your husband or your wife is the one who is managing the money. It is so important for every single human being on this planet who has access to money, which is basically anyone that is old enough to get a job and beyond. It is so important for you to know what is going on in your bank account and how you relate to money that is reflected in your bank account. Finances right now is such an interesting, interesting topic. Over time, I have really let go of this, of me constantly being the finance queen in our relationship. I realized something and said, “Hey Brennan, I am really good at manifesting money. I am really good at sales. I am really good at being the face of our company. How about you then take over and you worry about when our credit cards

Brennan:

I do not worry.

Kathrin:

I mean, you take responsibility for when our credit card bills are due, what is going on in the stock market. Did I accidentally double purchase something? Is there something that needs to be refunded? Do we need to exchange anything? All of those money details.

You, first of all, love to focus on finances, which has really been helpful for me. Because I am more kind of like out of it now, I want you to speak on anything that you want to speak on, in regards to whether the topic that you and I always talk about, which is wealthy now versus wealthy later or the uncertainty of the stock market and what our plan is and what our plan is financially and our business and any stuff along those topics.

Brennan:

First off, I want to say to anyone that is feeling fear or uncertainty, I absolutely am positive as I am speaking to you right now, there will be some of you who are feeling really fearful cause you have lost your jobs or you have been furloughed, or maybe ...

Kathrin:

You are worried about your business.

Brennan:

Maybe you are worried about your business or your income is drying up. I just want to say to you that, not only do I hear you and not only do I see you, but I completely understand how that can be scary. However, what I want to remind you of is that you are not alone.

This is not your problem to solve. This is our world's problem to solve and the society's problem to solve. There are so many people that this impacts. We are going to solve it. We are going to figure it out. This is really first and foremost a healthcare crisis more than anything. The financial markets are a representation of the sentiment of society towards economics. What that means is the stock market does not go up and down because it is a mechanism, it kind of works that way, but the way it really works is people are buying things based upon their expectations of how those things will do. So the disconnect is oftentimes people think you invest in the stock market or companies make money and then it happens. Well, that is true, but what also is happening is people are inflating what they perceive companies to be worth or deflating what they perceived to be companies to be worth. That is why the stock market fluctuates and when there is a lot of fear, crisis, or uncertainty, the markets cascade down and then when there is a lot of optimism, they cascade up.

I bring all that up to you to let you know that it is my belief that everything in our economy over time is going to be okay. I am no financial professional. I am not sitting here pretending like I have all of the information at my desk; that is just my belief. It is the belief that I have chosen and I have actually educated myself a lot from a lot of different sources about that. The general consensus is there is going to be a lot of jobs lost and a lot of wealth destroyed, and things are going to be tough for a little bit. However, the general consensus is that when things recover, they are going to recover really strong.

Kathrin:

You have been really excited actually about what is happening in the economy. I just want to ask: you have seen our net worth go down so much in the last couple of weeks; why are we not worried about it?

Brennan:

Well, I think there are a few elements to this and I kind of separate what I would call our wealth creation from our business. So in our business, I have applied a lot of thinking and thoughts to

things like: what do we need to ensure is that we take care of the people that we care about, that we promised employment, and that helped drive our business forward. That is the forefront of my thought. How can we support that which supports us? How can we support the life around us that allows us to live? All the people that make *Manifestation Babe* run and all the people who do everything in our lives are so important. So from a business standpoint, I approach it a little bit differently, which is getting very clear: what we are spending and what we are earning, and not tying too much emotion to either of those two things. That will help in making very objective, very neutral emotional decisions. I ask myself, "Is this worth investing in? Is this not worth investing in? Do we need this right now? Can we go do it later?"

Kathrin:

Do you want to sprinkle in: what wealthy now and what wealthy later means? We have a framework that we make decisions from that I teach inside of Rich Babe Academy, which is "is this a Wealthy Now decision or is this a Wealthy Later decision?" I think first and foremost, just from that framework, we are assuming that regardless, we are going to be wealthy. It is just "is this a Wealthy Now decision or is this a wealthy later decision?"

Do you want to talk a little bit about what that means in our context and what decisions we have been making in our current finances that go into each category?

Brennan:

100%. When I talk about the business, it is really a mindset of how we can continue to consolidate and ensure and secure. It is very much focused around certainty and about making sure everyone is taken care of. On the personal side, on the wealth side, we have this framework, "Wealthy Now, Wealthy Later," which has been incredibly impactful in our life. It is funny as we go through. As hindsight is the greatest teacher, time is our greatest teacher. So when you look back on things, we can now objectively say, "Oh, that was kind of a Wealthy Now." For example, the Audi R8 that we drive, her name is Mila, was definitely a Wealthy Now; it was not a Wealthy Later decision.

Kathrin:

Just to explain to you guys, Wealthy Now means to be abundant in the moment. It is kind of towards a splurge. Something that you can enjoy right now, which is very good for you if you can afford it. Meaning, that part of my percentage rules that I share inside of RBA, inside the Rich Babe Academy playbook, as the financial freedom playbook, as well as my book *Unleash Your Inner Money, Babe*. I kind of talk about percentages like in the *Money Bay* book; it is the 10 10 10 rule. In RBA, it is more of a customized approach. I share with my students how to calculate their own approach. Wealthy Now is like the percentage of money that you were using to enjoy life right now because you never want to deprive yourself in the pursuit of success and the pursuit of wealth and the pursuit of manifesting money.

You do not ever want to deprive yourself because the energy of deprivation does not create more money. It actually stunts the growth of your finances. So it is very important that for now,

for instance, we do not have to do this. But Brennan and I went and bought equipment for our home gym and it was, I think, like at least a thousand dollars that could have been used for something else. However, we know that it is Wealthy Now because it is going to help us stay from feeling deprived in the moment where we do not feel like we are compromising on our health, like anything health and wellness related right now. We are okay being wealthy now. Meaning that we are okay spending this money and not keeping this money for the future. Because right now this is what is going to benefit us most in the moment.

Now, Wealthy Later just means that you are deciding to forgo circulating this money and the economy right now and instead, putting it into your savings account or an investment account, putting it back into your business, putting it into your team's wellbeing, or putting it into anything that will create wealth further down the line. So this is long-term you are looking at, especially when you are investing, like the way that we are investing our money currently, like this is for 30 years from now. This is not even for 10 years or 20 years; this is for us to be hundred or multiple hundred millionaires and out. My personal goal, which Brennan always giggles at because I am so certain of it, is billionaires; I know we are going to be billionaires in this lifetime. I have zero doubt. I am not afraid to say this to anybody's face. I do not care who is laughing at me or what people think. I know we will be billionaires in this lifetime and I know that what I do with my finances today is going to create that Wealth Later.

So coming from that neutral objective space of not getting tied in with your emotions, not allowing fear to kind of get in the way of how or what you are choosing to do with your, but rather just asking and filtering that question through, is this Wealthy Now or is this Wealthy Later?

Brennan:

It is a very empowering question that we should ask ourselves. I would highly recommend that you do so, especially during times like this because, in a time where a lot of people are crimping down on their finances, this is a great example of a time where being very aware of what you are earning and what you are spending is really important. If you are a manifestation coach and you are teaching people just to spend and not think about it, that is kinda like saying there are no weeds. There are weeds and you need to make sure that you pluck them in your garden. The reality of the situation is that you can always spend and feel abundant, but feeling abundant is not dependent on what you bought, on what you spent, or on what you did.

I tell Kathrin the market has been crashing. We have been investing tens of hundreds of thousands of dollars into equities because as the market has crashed in terms of equity prices, we were positioned in a way which we have learned, working with financial advisors and spending time in Tony Robbins platinum partnership. We learned how to position ourselves to have liquidity or that means money available to move into high-growth accounts, high-growth securities, and high-growth items. Equities means that whenever you buy an iPhone, the money from that iPhone goes to Apple. Apple is a big company; Apple has a stock and that stock is called equity. So when you buy one share of Apple stock, you are basically buying the right to have a percentage of all future profits of Apple that flow from everyone buying iPhones.

So in this environment, because the coronavirus has shuttered businesses everywhere, we have been trained and prepared to know there is a massive opportunity whenever one is stressed and freaking out.

I mean, I have been stressed; I will be honest. Even this morning the market dropped again. My guts freaked out. However, I have trained myself, in spite of the fear, to do it anyway. That is something that I trained myself about.

I am not some PR. I am not Superman. It is Kathrin and I have all the emotions that you felt. I guarantee it. If you felt fear or uncertainty anytime in the last three weeks, I guarantee you we did, too. My question to you is, what have you done about it? That does not mean go out and start investing. That is not my point. My point is, if you are feeling fear and uncertainty, the first step is emotional mastery. Only once you have emotional mastery, can you begin to use that it to make business decisions, to make life decisions, to work on your relationship with your partner or yourself to, to make investment decisions, to invest in things that are under appreciate, undervalued; things that are opportunities that only happen once in this lifetime. So this has been a really unique season. We spent a lot of time with, as you guys know, Tony Robbins and he kept saying to us since we came out, winter is

Kathrin:

Winter is coming.

Brennan:

It comes from Game of Thrones.

Kathrin:

It literally is ingrained in our freaking heads where we are always saying, "Winter is coming."

Brennan:

Winter is my season. I am a gladiator

Kathrin:

It is not just winter. It does not stop. I am glad you continued on because in our heads we know the rest of it, but like I do not want you guys to hear winter is coming as if we keep affirming to ourselves, "The worst is coming." It is actually: "Winter is my freaking season and it is my season to win."

Tony actually, when he does his financial trips, he takes us to the mountains where we can ski all day before in the evenings we get together. We basically come together and he calls it a billionaire bootcamp. He always brings a billionaire every single year, a billionaire or two and then a ton of hunter millionaires and a ton of financial experts to basically tell us what is going on and what we can do about it and what is the long-term strategy for all of us to win. He has created this metaphor that as people are freaking out and kind of freezing over and finding themselves paralyzed in an action, like literally freezing over, we get to be on the mountain tops and we get to be skiing all day.

It is this kind of framework that we all get to ski and we all get to have fun, but when people look at a mountain, there are different ways of looking at a mountain. You can look at it and be like, “Oh that is cool. I am never leaving the house” or “I do not want to go outside. This is scary,” whatever meaning you might have for that mountain versus other people who have their ski here on us and they are prepared for skiing or they are prepared for snowshoeing or they are prepared to go outside. They are a lot more excited and they are more likely to embrace the winter because they feel prepared for it. So “the winter is coming” is kind of like how can you prepare for it so you can really, really take advantage of whatever season you are in. It does not matter what season it is; it does not always have to be winter. It can be any season, but you can take advantage of every single season. There is an opportunity in everything, as I talked about in the previous episode: how there really is a question that you can ask yourself. If you have not listened to that episode, go back and listen to it. Because there is a specific question that I asked and I ask it to myself every single day in order to find the opportunity and any single situation.

Brennan:

I think, maybe right now you are feeling that your situation is hard. Maybe you are saying, “Brenner is talking about the opportunity and how my life could not feel more different” I just want to address that and say: no one knew that this was coming the way it came. However, people who knew that things had to change, that markets had to change, knew something was coming. I say that because the opportunity to take advantage of anything undervalued is always going to exist for everyone. So I really challenge you if you are feeling like this conversation in this segment is not as valuable for you or has not pertained as much to you. The question I want to ask you is, what could make this more valuable for you? What changes could you make in your life? Not today, because that does not really seem like you are going to make a huge change tomorrow. Just wake up with a whole new life.

What changes could you make today and tomorrow and more changes this month and more changes in six months and more changes down the road so this opportunity could be available to you? How could an opportunity like this be available to you?

I would ask myself the same, and I will tell you exactly why that means so much to me. I was in college during the great recession; I think this is what they call it, the financial crisis. I remember thinking to myself, “God, this is so unfair. I am a college student. I have \$50,000 in debt. I have no money to take advantage of this. How the world is crumbling! I have no job prospects. How am I going to get a job? This is so unfair. I know what to do if I just had money, like all those people that are talking about what to do with it, then I would be great too. However, I do not have money. How unfair.”

A decade later, what I have realized is like those emotions and those feelings are valid. They are valid for where you are, but somewhere else is also available to you. So just two years ago, Kathrin and I had \$0 million invested. We had already made over a half million dollars in our business in that first year. However, we had \$0 million invested because we did not put our focus into it. It had been Wealthy Now; it had not been Wealthy Later. We thought it had been Wealthy Later, but it was not really.

So we made a very concerted effort to take tons of, I call it chips off the table because as some of you know, I like Las Vegas, so take chips off the table and put them in a safety bucket or a safe vault; it is not that it is safe in terms of the investing because I will tell you what, our investments have dropped 35% like everyone else. However, the thing is that they were safe because we know that they are going to sit there for 30, 40, 50, 60, or 70 years and they are going to provide for us and for our family and for generations to come.

I bring all of this to the forefront because I have been where you are. I understand what it is like to be a college student in debt, staring at red. I was a finance major. I had 50 grand of debt. I had no assets to my name. I had no money. My parents were helping pay my rent in some cases; I was personal training. My life was not even a fraction of what it is now. In that moment I felt so helpless and feeling helpless was justified by my environment and by my thoughts. However, what I want you to realize is, looking back, you have to change your thoughts and your environment before you begin to see the results in your life. The results are not going to be like necessarily \$1 million tomorrow, but it might be 20% more than you earn before or 10% more or going from being unemployed to having a job or going from being unemployed to having an even better job because you utilize this vacuum to focus on the type of jobs that you really wanted.

You are tired of working at a restaurant, so you added some skills. You went to YouTube and you learn about real estate and you, instead of taking a real estate course, you learn about real estate online and you found that the charts about how to become a real estate agent in the state of California, the state of Wisconsin or in Australia or wherever the hell you are, and you took that action. Now all of a sudden, guess what? You do not have to work in a restaurant. I have worked in a restaurant, so I am not saying anything about restaurants. Some people love food; they love the connections; they love to serve people and be of community and be of service. However, it is all what matters to you. This is such an opportunity for all of us to reflect on our life and what we want. My point is that do not sit here and listen to us talking about being opportunistic and feel disempowered.

What is possible for Kathrin is possible for you. What is possible for me is possible for you. I did not realize what was possible for me until Kathrin showed me and that facilitated the beginning of my transformation. My belief in myself was what led to me creating my own monikers, my own names. Kathrin knows I have never shared this publicly, but I use a framework as well called billionaire Brennan and does not mean billionaire Brennan. All it means is what would the billionaire Brennan version of myself think about this situation? What decisions, how would he look at this problem? How would he look at this person? How would he think about the world in a way that would fit that identity and so got sidetracked here? I just wanted to share that with you because I feel like this is, as we talked about, wealth creation and investments.

I do not want anyone that has been where I have been to get lost in the fact that this is available to you. I have been in debt significantly in student loan debt and this was available to me. I have

been significant in student debt and had \$0 million invested in; this can be available to anyone. Everyone starts nowhere and if you do not start nowhere, you start with \$100 million that you inherited or 50 million or 5 billion or \$5, that is great. That can augment your life in beautiful ways, but I guarantee you most of those people would rather earn it than just habit.

Kathrin:

Before we switch topics for a final topic, I want to just offer tumor ways of looking at things. Brennan spoke to those who may have lost their jobs and how this is such an opportunity for you to figure out what else you want to do with your life. Maybe you were unhappy with your job to begin with. I also wanted to talk to online business owners, especially since that is like where we are coming from. There has never been more of an opportunity where so many people are relying on technology and so many people are relying on the Internet and the online space to derive their entertainment or their connections or any of their other human needs from. I have seen such a mixture of people and it has been so interesting to watch.

There are people who are so excited about right now where they are certain that this is actually going to help them grow their business. Then, there are people who are literally just frozen in time and are not doing anything. They are not willing to face the situation and pivot in this situation and offer some sort of solution for people. They think that you are not being empathetic, like, you do not have empathy if you are selling a program or offering a coaching for people or offering some sort of solution for people when it is quite the opposite and more than ever. For example, having the doors open right now for Manifestation Babe Academy and doing this soft launch to help people really improve their lives and really get into this mind space of everything that we are talking about.

We want you guys to believe; in the inside of Manifestation Babe Academy, I show you how to really rewire your brain so that you can become that kind of thinker so that you really can see the opportunity and everything and you can manifest your best life no matter what the circumstances are and how it is actually you are being empathetic and you are actually doing a much greater service for people when you are continuing to offer and you are pivoting in the ways that you feel is best to pivot. Because of course this is a situation unlike anything else and you have to pivot in order to fulfill the needs of your clients and customers currently. It does not mean it is always going to be like this, but this has been such a boom. It has been such a boom.

I am hearing how some businesses have just been exploding. For instance, this is just a small example, it has nothing to do with online business, but just an example where Brennan ordered, sushi for my mom, himself, and I the other night and how he said that the sushi restaurant was telling him how their business is booming because the only option is for them to offer takeout. This is a restaurant that really relied perhaps on patrons coming in and really enjoying their food inside the restaurant and not so much on the takeout. However, now their takeout side of the business is just booming. He said that they were telling him that they have orders of like \$400 for dinner and that they have never been busier.

Another business that is really thriving right now is, for instance, Zoom.us since we are in the online space, a lot of us use Zoom and know what it is and Zoom cannot keep up with the

demand of how many universities and colleges and teachers and online businesses are relying on them right now more than ever because we need to connect with each other via the Internet and not in person.

So I just want to get you guys thinking maybe there is another opportunity for those in online business. Maybe there are parts of your business that you just freaking hated before this happened. Maybe you did not even like your business to begin with. Maybe this is an opportunity for you to pivot and for you to really figure out what it is that you actually do want to create because you get to right now is a perfect opportunity to build a new website, to rebrand, to restructure and to create new offers. Maybe open up a program that you thought was going to be closed for the year like I did. Maybe you offer different payment plans that would work with people. However, whatever it is, it is no excuse to allow your business to thrive no matter what. I have been doing some research because I am going to make a post that I am sharing on social tomorrow, which is a list of businesses and companies that were actually founded during a recession and thrived through a recession, and how within every single circumstance, there is always someone succeeding. So you get to be the success story.

You get to choose to be the success story and you get to choose to be the person who succeeds no matter what.

Brennan talked about finances, but let us just talk about another resource that is very, very important to us that we cannot get back. We cannot multiply; we cannot slow down; we cannot speed up. We all have the same amount, which is time. Something that I am doing personally for myself right now is the time to invest in courses. Right now is the time to invest in certifications. Invest in your skill sets. Invest in your mindsets. So if you are not buying books, I know right now it is probably easier to buy it on Kindle or buy an audiobook, if you are not listening to podcasts, if you are not taking courses, if you are not investing in some sort of certification or anything that is going to help you become a better version of yourself, then you are really missing out on this opportunity.

I just wanted to share that because that is what I am doing and that is part of my wealthy now and wealthy later. Because, yes, I am investing the money right now, but I know that this is going to increase the amount of value that I can add at this time and later, unlike anything ever before. I know that when this is all over, people are always going to remember what you did during the hard times. People are going to remember the kind of leader that you were. So if you are not showing up and if you are not showing up in a bigger way and you are afraid of being visible right now, I want to ask you something. I want to remind you, first of all. I want to ask you "why not?" I just want to remind you that people are going to remember that when this is all over. They are going to remember the businesses and the leaders and the entrepreneurs and the CEOs who are really stuck out at this time who decided to embrace uncertainty and embrace the what ifs and just said, "We are in all of this together guys. I have a solution for you. I want to help you; take it or leave it. I am just going to offer it no matter what and it is because I want you to win. It is coming." I really see a shift in a pivot from people being really concerned with just selling and more so people being really concerned with serving because right now selling, just selling for the sake of selling, does not fucking work. It is the wrong environment.

The circumstances are not going to perpetuate that kind of attitude, that kind of thinking, or that kind of mentality. This is about service. So if you are coming from service, then you will absolutely win the game. Anything else you want to add?

Brennan:

Yeah. Write this down. Massive problems require gigantic solutions. If you are the person that can provide those solutions to people during times of uncertainty, you will be rewarded beyond what you can imagine, but it will not just be because of the money. It will be because you actually create a solution for a problem in the world that people need and desire, and that will feel more fulfilling. I am telling you, a dollar more in our bank account does not make me feel different these days even though we moved \$10,000 around into the stock market and stuff. It does not elicit the emotion. I thought it would. It does not, but solving problems, serving people, and helping people, that is what makes you feel alive. That is what makes us feel alive. That is what we talk about in our team meetings every single week. How can we serve? Yeah.

Kathrin:

We are never talking about how we can make another dollar this week. I do not think we have ever asked that question in our team meetings. It is always how we can serve more people to speak.

Brennan:

So I want to add: it is actually an idea. So if anyone wants to take this from me, you are welcome to take it from me. It may have been thought of before, but I just want to give you an idea inside the type of thinking that Kathrin and I think. She does not even know this yet, but she thinks like this, so I am going to share it. I got thinking to myself that I do not know about the whole world, but at least in Los Angeles, no one shuts up about Coachella, Coachella, Coachella, Coachella. Guess who is getting hammered right now because of the cancellations? Coachella. Insurance is not covering these types of situations. Whole workforces are getting laid off. It is a big deal. Now I empathize with all of that, but massive problems require gigantic solutions.

So if I am an artist, what if all of a sudden I am Taylor Swift and I call up ASAP Rocky and I call up, I do not even know who is popular these days. Maybe Martin Garrix; do not judge me. I call up all of them. I say, "Hey guys, why don't we do an artist cooperative? Why do not we do Coachella live-streamed, make it accessible to everyone, and do like these high production value sets where our artists, each artist has their whole set? They do a whole set, like live-streamed. It is a community environment where you can watch it with your friends. It is Netflix style. I mean, can you imagine how many people would want that kind of community around music in a bent that they could all talk about and share. Coachella, if you are listening, you are welcome. My point is guys, it is that type of thinking.

If I am someone who had tickets to Coachella, I could be so bummed about the money I lost and my Airbnb. Airbnb is also getting hurt. Right? They are trying to think of solutions too. If I am Coachella, I am out of money, right? If I am Live Nation, I am out of money.

However, within these bubbles, there are massive opportunities. Everything has an opportunity. Polarity creates clarity. Kathrin talks about this a lot. What that means is polarity simply means two sides. It simply is the Universe in balance. In science, they call it homeostasis, right? It is finding balance between all of these different things. I can tell you if it is imbalanced, that is a problem that has a solution. If it is out of balance, that means that either the solution does not address the problem or the problem is bigger than the solution.

There are opportunities for you to inject value into problems in this world in ways that you have never anticipated and it fell in your lap. So I say that because this is such a challenging time for all of us, but it is also such a uniting moment where humanity gets to understand what matters and gets to make decisions about how we will proceed. I feel, for the first time in a long time, we are all one. I am talking on the phone to a business person on Adobe who is in new Delhi and I am taking the time to say, "Listen, I know I am never going to probably meet you in person, but I just want you to know, I understand that you maybe are feeling fueled for fearful and uncertain and I want you to know I am, too. I want you to know that I am blessing your family and those that you care about, your friends, and yourself with health, with belief, with trust, and that we are all going to come through and come out of this on the other side stronger." You would not believe the power of connection. That is what MBA is offering is this connection, this community to support a group led by Kathrin. That is what our Manifestation Babe's community is offering. That is what the world is offering. This is available for us should we choose it. However, going back to the beginning, it is not created by doom surfing. It is created by making a decision to see what is possible, what is available, and what could augment my life and look, what can augment the people I care about. How can I serve? How can I add value? How can I be a light in darkness? Because. guys, the sun always rises.

Kathrin:

Amen.

So we had one more topic that I wanted to talk about, but because this is so good and so juicy, it is out of left field topic to bring into this podcast. So I want to hear from you guys.

We wanted to talk about sex and specifically we wanted to talk about what it is like to keep the spice alive while spending 24/7 together. Especially since a lot of couples are spending a lot of time together and there is not very much time to miss each other and build up that desire. So what are some ways that you can build up that desire and really develop and continue to develop that intimate relationship with one another?

As we mentioned during this episode, quarantine is nothing new for us really. We have been working together for the last three years. Solid. We have been living together for the last three years. We have been working together really for the last two and a half years I would say. I believe you, Brennan, came on like six months after you got hired at your job.

So anyway, we want to talk about that topic and we are super curious if that is something that you would love for us to talk about. So first of all, thank you Brennan for being on here and sharing all of your incredible wisdom. I mean I am just in awe of you. I just like watching you

grow and like how you teach me. I truly believe that you and I have a student-teacher relationship and the best way possible where in the beginning I may have felt like, "Oh God, I have to teach this man everything I know about law of attraction and manifestation," and I did. However, it was not like, "Hey, you are going to school now in this relationship." It was really about me being the example of what I believe in and showing you the results that I was getting. Through this process, you have really taught me a lot and I just wanna thank you so much. You have been my greatest supporter and my greatest teacher. You have been my shaman as I have mentioned to other people. Brennan has really, really been my rock and support when I was at Rythmia and when I have had other psychedelic experiences there. I was freaking out a little bit. Brennan was just so good at calming me down and keeping me sane. You, again, are doing this on your own time. I understand, but I totally think that you could totally have your own podcast and platform and Instagram and all that stuff and people would love that.

But I am curious to hear from you guys if you can take a screenshot of this episode right now and tag both Brennan and I. I am @manifestationbabe, keeping it very easy, and Brennan is @brennankingokeefe.

Of course we will put that in the show notes, as well, in case you just want to be able to quickly access that and see how that is spelled. We would so appreciate your thoughts and feedback and any love that you have for Brennan for coming on this podcast. Then whether or not you guys really want that episode on, like part two, how we are handling the pandemic together.

Brennan:
[Handling the pandemic through S-E-X.](#)

Kathrin:
Yes, through S-E-X, that big, big topic that we believe is so important in any healthy relationship.
Also if you are single, it is so important guys because guess what? You can have sex with yourself. I do not know if you knew that, but it is just as important as having sex with your partner. So we would love to talk about that.

Again, Manifestation Babe Academy doors are open, but they are closing I believe. Let me check my calendar really quick. It is April 1st, at midnight, so April 1st at 11:59 PM the doors are closing. We are officially starting the program on the 4th, so get in by then. I am dropping module one on the 4th, so we are starting immediately because I know you guys need this stuff immediately. Then if you are in my group coaching, my VIP group coaching, I take 10 of you through the group coaching experience of going through MBA and experiencing some laser coaching to really help you get through any challenge or obstacle or problem in your life at this time and really help you see the brighter side and really help you rewire your brain so that your brain can work for you rather than vice versa, where your brain is in charge of you. Because let me tell, your brain was not given to you to help you thrive. It was given to you to help you survive, and it is really your consciousness.

Brennan:

It is your emotional mastery.

Kathrin:

Yes, it is your emotional mastery in the consciousness above your brain. It is your heart; it is your soul that is really going to drive you to thrive. So that is going to start as soon as possible as well. I cannot wait to meet the 10 of you via Zoom. I almost said in person, but it is not going to work. We are not going to meet in person for a while. Hopefully, at some point, when this is all over, I would love to get together with you guys, depending on where we are all at physically.

So anyway, manifestationbabeacademy.com. Again, it is manifestationbabeacademy.com. The window is closing soon. I cannot wait to see you guys there and I hope you stay, very safe, very healthy and have an amazing day and amazing weekend. I know our weekdays and weekends look the same now. So there is no point in saying that anymore. I hope you guys just have an incredible day and we will catch you in the next episode. Bye bye.

Thank you so much for reading this episode. Thank you for sharing. Thank you for tagging me on Instagram. Thank you for leaving a review on iTunes and I hope you are enjoying the free manifestation hypnosis that you get when you leave a review. Just screenshot it and email it to my team at hello@manifestationbabe.com and I will see you in the next episode.

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