

# Episode 159: Is the Law of Attraction working AGAINST you in...


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## SPEAKERS

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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. Hello gorgeous souls. Welcome back to the Manifestation Babe Podcast. I hope you're having an incredible day today, because today we're going to be talking all about our favorite law of manifestation: the law of attraction. Specifically, I'm asking you the question, is the law of attraction working against you in your business? So, after listening to this episode, you're going to find out five common mistakes that I see so many entrepreneurs make. When they engage in these activities or focus on the following things, they're actually creating the very opposite of their reality that they're working so hard to create in their lives. I don't want you to be making these mistakes, so I'm going to give you guys the inside scoop so that when you're

done with this episode, you can be like, "I was totally doing #1," or "I was totally doing #3, and now I see why that's been leaking my energy and focusing my energy on the things that aren't serving me," and so on. I'm really excited about this episode because I used to make all these mistakes. These are the mistakes that holds them back, when I do mindset coaching for entrepreneurs and business owners, I really see so often holds them back. So, let's just dive in. So much in life is the game of focus. Where you put your focus on and what you put your focus into is what your mind becomes fixated upon and obsessed with. Whatever it is that your mind becomes fixated upon and obsessed with is where your energy is going. You guys know that we attract and we create via energy. We are essentially just a bunch of energetic beings living in this energetic universe. And so, energy is really important. Wherever your energy is going, is going to create more of whatever that is. It's going to create this and attract this into your life via our favorite law, the law of attraction. So, the way I see it is that life is filled with a lot of choices. A lot of the choices that we have or make on a consistent basis is actually within our own heads. It has a lot to do with the things that we choose to focus on; the thoughts that we choose to play with and think about; the beliefs that we choose to hold on to; and the beliefs that we choose to let go of. A lot of this is an internal game. The law of attraction is a very powerful law to work with in manifesting what you want, and I know that's why you're here on this podcast; because you're someone who, right now, is learning, or has been manifesting what they want into their life using the law of attraction, or using the other 11 laws of the universe that I talk about. The laws of manifestation, with the law of attraction being the most well-known one and one of the most powerful ones when it comes to doing this work. But a lot of people often don't realize that a lot of the things that they're doing, even though they seem harmless or they seem so minute, are actually getting in the way and causing you to backtrack and work against what it is that you want by creating so much of the opposite, which is what you don't want in your life and business. Here is really where I see the law of attraction working against so many entrepreneurs, when they engage in and focus on the following things. Here are the following mistakes that I see. As you're listening to this, just put yourself into the position and really think about it, as I'm describing the first one or the second one. Really put yourself into the space of "Am I doing this?" instead of immediately rejecting it or feeling guilt or shame and thinking, "I've been doing that and that's the reason why I'm stuck. That's the reason why I haven't been making progress;" or, "Oh, Kathrin, I already knew that, I don't do that. That's not me." Put yourself in a very neutral observer mindset and just listen. don't allow your preconceived notions, preconceived beliefs, or any of your past filters to come through and muddy a lot of the wisdom and insights that you can pick up from these tips or from these mistakes. You're going to get so much. The things that I'm talking about are so subtle. It's not like they're revolutionary, life-changing things that you've never heard before. I'm really talking about the little details today. Things that we often don't think about or things that we don't often realize, we don't have awareness of because they're so small and nuanced.

But here's what I found in my journey: that it's the small shifts and the small little things that I have become aware of. It made me realize, "That's what I was doing. That little thing is preventing me from creating what I want." Those things add up over time. You could be doing this small thing every single day, but over the course of a year or two, it can really set you off into the wrong direction. You could have a flight path of going from Los Angeles to New York, and go completely the wrong way and end up in Hawaii. Even though it's such a small angle, like a one degree angle, at a time eventually, you're going to hit a 180-turn and go completely the opposite way. This stuff really counts, and I want you guys to pay attention. So, #1 is: Oftentimes I catch entrepreneurs really focusing on how much they have left to go when reaching a goal, rather than how far they've come. What they end up doing is they end up creating an experience where they're always way too far away from their goals, or they never actually reach their goals. And they find evidence or they attract evidence into their life of people who are doing better than them, making more money, having more followers than them, or something where they cause themselves to compare themselves to other people, creating an illusion that they are always far behind. So number one is, you believe that you're far behind and that you have so much left to go. "Look at how much more I have to do, and look at how far away I am from my goals." So, you end up creating evidence in your life right now, where you are surrounding yourself with people who are reminding you of this and causing you to get stuck in comparisonitis. And we all know that nothing good ever comes out of comparisonitis, because, first of all, we're not in competition with one another; we're only in competition with a past version of ourselves. It's just getting better than who you are today; it's just getting one percent better than who you were yesterday. And so, to make the law of attraction work for you, rather than against you, I think it's crucial to focus on how far you've come. This is really hard, because we have such a recency bias that we don't even remember who we were this time, last year, or this time, two years ago, or this time, three years ago. We only have a concrete memory of who we were yesterday or the week prior. We don't even know how far we've come. I don't if you've ever experienced going through really old photos of yours, or maybe you have the app called Timehop on your phone, or maybe Instagram always brings up memories - like stories that I posted this time, one year ago, or this time, two years ago, or this time three, years ago. I love looking at those, because that keeps reminding me how much progress I have actually made, and how far I've actually come. When I feel gratitude for that - for the journey - that creates a positive reinforcement feedback loop; where you see making progress on your own journey as something to be rewarded and something to be celebrated. So of course, when you're getting dopamine hits off of how far you have come personally, regardless of how far away you are from your goals or how far away you are from making a million dollars in a year, or whatever it is, that dopamine hit is going to get your brain hooked on focusing on more progress. And since progress is now associated with a dopamine hit, you're going to be drawn to make more progress. And progress attracts

even more progress. Even if we look at it from an energetic standpoint - the law of attraction - when you're acknowledging the progress that you made, you're going to attract more things into your life that creates more progress. You're going to reach your goals so much faster if you just stop being so hard on yourself for not reaching them yet. Number two is very similar: It's fixation on everyone else. I think that comes from feeling like you're so far behind, and you're looking at other people. But far behind according to whom? So, #2, what I see a lot of - and this is such a game-changer; if you apply what I'm about to share with you, it's going to not only make you feel so much happier and so much more fulfilled with your life and feel like you're making a lot of progress, but it's actually going to create more progress in your life as well, especially in your business. So, fixation on everyone else. How often are you checking out what everybody else is doing? Someone else's Instagram, someone else's website, what they're offering, who they work with, and all those things that we often catch ourselves doing; because we often feel like we're not enough just being ourselves and doing whatever it is our intuition is leading us to do. What this ends up doing is this ends up creating leaky energy. I talked about leaky energy, I want to say a couple of weeks ago, where I made a post sharing on Instagram how Brennan, my husband, has brought to my attention that I have been leaking my energy in the comments section of other people's Instagrams, and just being so enamored in the arguments that people are having about God knows what - like politics, belief systems, what's right and wrong. All these crazy things that have nothing to do with my life, my business, my mission, the gifts that I'm offering the world, nothing to do with anything except for - I don't know. I was just so drawn to it for some reasons. It's like my ego got me so stuck in there. My ego just gave me a reason to self-sabotage, or procrastinate. It was like my method of procrastination. I found that I was leaving those - not even engaging in arguments, I'm talking about literally reading other people's arguments in the comments section. "What are people saying about this? Are they agreeing? Are they not agreeing? What's their opinion?" And then getting so lost in that. What I found is that, afterwards, I had no drive or motivation to do anything after that. I felt so drained and was just so unhappy. It only took until the sixth time that my husband brought this up to me where I would defend myself doing this. I don't even know why I was doing it, but I would defend myself doing it. I would say, "No, I'm not Brennan, what are you talking about?" Until finally realized, "Oh my God, Kathrin, you have not made as much progress on certain things in your business in the last couple of weeks since you've been doing this." And it's no wonder; it's because focusing on others creates less focus on yourself. The less you focus on yourself, the less energy goes into your own goals. This then becomes a self-fulfilling prophecy of proving that everyone else is ahead while you're behind. So we're talking about that thing in the first mistake that I find, is that entrepreneurs often focus on how much they have left to go, rather than how far they've come. And so, fixation and leaking your energy into other people's lanes - you know how they say "stay in your own lane"? If you're focusing on everyone else's lane, you're not

going to drive a straight line; you're not going to even stay in your own lane, you're going to be in someone else's lane and going a completely different direction than what is right for you, or what it is that you want to create. That's like sitting on the side of a road and watching cars drive by you. Everyone's just driving by you, you're sitting on the road, and you're just watching them. Well, no shit they're getting ahead while you're staying behind. You are just literally on the sidelines, watching. And so, to make the law of attraction work for you, it really comes down to putting your blinders on and even unfollowing people who are distracting you from your own success. They might be your best friends, they might be people who you absolutely love, but if they're distracting you from your own success, it's okay to unfollow them. I promise you nothing bad is going to happen. It's okay to put your focus back on yourself and remember who actually matters in your business. I used to make the mistake of forgetting who I was creating for. I want to remind you that you are creating for your audience, you're not creating for your peers. I remember for so long wanting validation from people who were doing what I was doing in this personal development field. I really wanted people's attention, or I really wanted this person to notice me, or I really wanted this person's validation. "Ooh, this person's following me; now I'm doing good work. Now I'm getting noticed." And I found myself really stuck in this place where I was creating for my peers, rather than who I started my business for in the first place - which is my audience, the people that I'm here to serve. When I started to infuse my energy back into who I was serving, rather than the people I was trying to impress or the people who I was comparing myself to, I ended up attracting a massive boost in my audience. I really started to explode my audience growth when I just remember who the hell I was creating for in the first place. I ended up attracting way more people into my sphere by keeping my energy focused on those people. Because, again, who you focus on is who you attract. Now, speaking of energy leaks, number three. This one is so unconscious for so many people. What I mention today might be a tiny little shift, that if you just do it, it could make a world of a difference. It doesn't feel like it's going to make a world of a difference at first; when you hear it, you're not going to be like, "This is what's going to get me to a million dollars. This is what's going to help me manifest what I want." We're talking about ways in which the law of attraction is working against you because you are taking your precious energy and dispersing it into places that don't matter, instead of keeping it concentrated and harnessed within yourself. You are the magnet. Have you ever played with a really strong magnet? Those really big magnets that are so strong, that they're just pulling everything within a foot radius from them. Now imagine taking that magnet and cutting it into like a million pieces. How strong are all those individual pieces going to be? And what are they going to attract? Barely anything. But if you take all those pieces and harness them back into that big magnet and make a giant magnet, that's going to make the magnetic field so much bigger and so much more concentrated. So, this is what I'm talking about, energy concentration. So, one place I see - and I used to do this, so I'm not like talking from a

pedestal guys here, I'm talking from experience - reacting to your phone. First thing upon waking and last thing before you go to sleep is a massive energy leak. What I mean by reacting is going on Instagram. Because here's the thing: the reason why we're so hooked to social media is because it's so unpredictable and it's so uncertain. And so end up in a cycle of, "What am I going to get today?" "Who's going to post this?" "What am I going to post?" "Who's going to comment?" "Who's going to 'like'?" "Who's going to DM me?" "Oh look, there's something new happening here." It's always hooking us back in. And that's cool, I love social media. Social media is awesome; it's one of my favorite tools that helped me create a multimillion-dollar empire. I will never be against social media, but I believe in intentional social media use. So, going first place in the morning into your email inbox, Instagram, or Facebook, or even reading articles about what's going on in the world. You are going to use your precious subconscious mind to program your mind with everything from everyone else's life. So, when you wake up in the morning and immediately check your Instagram, everything that you're looking at, your subconscious mind is so open to. You are literally using that as the content behind what you're programming your subconscious mind with. 95 percent of your life and what you create in your life comes from your subconscious mind and whatever is programmed in there. That's where your belief systems lie. Your belief systems create your thoughts, which create your feelings, which create your actions, which create your results. And so, whatever you're doing first thing in the morning or last thing before bed is what's going to be used to program your subconscious mind. So, instead of going and reacting to the rest of the world, which is again dispersing this magnet - dispersing your magnetic power among so many different people. Instead, use this time to harness your energy, meditate, or visualize. This is my favorite time to visualize. For me, it's prayer in the morning: harnessing my intentions for the day and thanking the universe for another day alive and then I still have a purpose. Then before bed, I am visualizing, or looking at something positive. Even if you are on social media, like let's say late at night, which I sometimes. Brennan and I are usually looking at memes that make us laugh. We're doing something that is giving us entertainment, but in a positive way. We're not we're not reading someone else's drama. We're not getting... what am I trying to say? I'm trying to say unraveled, and I don't know why I'm saying unraveled, I don't even know if that's a word. But anyway, we're getting into other people's lives. Instead, we're just looking at some memes. I like to follow accounts - as I've shared before - that share positive things that happened in the world. I'm intentionally using social media for something positive. So, that totally cool. Or reading a useful book. By useful, I mean something inspirational, something that can help you, something that helps you learn a new skill, or something that you want to be programmed into your subconscious mind. Now, number four is going to sound so counterintuitive. A lot of people are going to say, "What?" I don't even know if you guys are ready to let go of this yet, or have this shift yet. But I promise you, when you recognize that how you are going about things in your business and how you're labeling



things can change a lot, this is going to be one of them. This is: to-do lists and doing busy work. By busy work. I mean answering emails or doing stuff that is just keeping you busy, like organizing your desk; stuff that isn't necessarily going to move the needle forward and isn't an income producing activity, but is still important to your business. However, you're doing it just to stay busy. You're creating all these to-do lists. When you have to-do lists and busy work, although it feels productive, it actually attracts more busy work and more things to do. Now, if you think about it, when you create a to-do list and you're checking all these things off and you feel so good about it, what ends up happening the next day? The next day you have another to-do list, and then the next day you have another to-do list. And when you get into pointless busy work, what ends up happening is that you realize that underneath all this busy work, lies even more busy work. The busy work just never freakin' ends. So, it's no wonder that so many of us are getting burned out. We are so afraid to delegate or to let go of certain tasks, especially thinking that we can't afford to. A lot of people have convinced themselves as entrepreneurs that they can't afford to hire someone yet. But it's the fact that you haven't yet hired someone that you can't afford to hire someone. You are using all this precious energy that you have to focus on with shit to do and a bunch of busy work. We are not realizing that we're literally attracting more of the same reality by not letting go or delegating those tasks. To make the law of attraction work in your favor. First of all, I don't have a to-do list; I have a to-manifest list. I am results-driven rather than a to-do list driven person. I don't like to do things just to do things. I think that so many of us feel so unworthy of our goals or so unworthy of what we're manifesting that we feel like we need to sacrifice and work really hard for it; because if we don't, then we don't deserve it. So we go out of our way to do all this busy work and to create all these to-do lists and show people and ourselves how hard we worked for what we had and how hard we work on our business, so that we can justify why we deserve it. We're not realizing that you can just start with feeling like you deserve it and believe that you deserve and that you're worthy of it. Then completely let go of all the other crap that's getting in the way of you doing the work that truly matters, which is what is in your personal zone of genius. And so, I call my to-do list a to-manifest list. What I put on my to-manifest list are things that are going to drive the needle forward; this list needs to get done, because it's literally going to expand my business. Though it kind of works like a to-do list - like it's obviously actions that I need to take - when you call it a to-manifest list, you're setting an intention that doesn't matter how it gets done, but somehow you're going to find the tools, the time, the resources, and whatever it is that you need in order for you to end up manifesting that thing. So, if I have on my to-manifest list that I need to write an email or a monthly newsletter, I put it on my to-manifest list. I don't treat it as this busy thing that I need to do. Instead, I treat it as this thing that needs to get done. It's a result. It's a manifestation. And somehow, whenever I put it on my to-manifest list, everything in my mind just aligns to where when I finally feel inspired to work on it, takes me 10 minutes to do. Instead of me treating it as this task that I need to do just

to feel productive, then for some reason it gets stretched out to be a five-hour long thing. Like the whole day goes by, and Kathrin is still working on her newsletter. So, to make the law of attraction, work in your favor, call it a to-manifest list rather than a to-do list; and if you find a task in your business that someone else can do for way less money than your own hourly rate - which would be don't know your own hourly rate, definitely find out that number. But if there's a task which someone else can definitely do, then delegate it. If you can free up your time to do more money-generating activities, then delegate it. Focusing on busy work just creates more busy work, and focusing on getting results and letting go of how you get those results is going to manifest more results. Which speaking of, number five: not investing in your business and not hiring is a HUGE mistake that's keeping the law of attraction working against you and your business. What are you doing when you're not investing in your business and you're not hiring people to help you, when you desperately need help? First of all, you're holding on to money, which keeps you in the fear of spending. When you have a fear of spending, you hold on to money. That fear of spending means that you don't trust or truly believe that money is an unlimited, infinite resource. So, how does investing in your business and hiring people help you actually attract? Well, it attracts more reasons to be afraid of spending; it attracts more reasons to save. "Oh, I knew I should have saved, because look at this thing that happened," when you don't realize that the reason why that thing happened that needed you to have money saved for is because you were so afraid of spending or investing in your money. You felt like you needed to save money from a place of fear, and that's why you attracted a reason that gave you that reason to save money in the first place, if that makes sense. And you're just going to attract more evidence that money is not an infinite resource. You might see your customers or clients dwindling down because you're so afraid of letting the money flow. What essentially it's doing is a story around money. It really comes down to like your beliefs around money. Your beliefs around your business have a lot to do with your beliefs about money, which is why it goes hand in hand. The beliefs build a dam. Think of a river that's flowing in your life; a river of abundance that wants to flow into your life and business. Every single belief that you have around why it cannot flow, why there is not enough, and why you can't be successful, is building a dam over and over until the river of abundance dries out. In order for you to get that river flowing again, we have to remove that dam. You have to break it down and take away those limiting beliefs, and let that river flow. So, to make the law of attraction work for you, rather than against you, is to hire before you're ready. I can't tell you how often I think every single person I've hired for my team up until this point - which we're now in the process of hiring our eighth person - every single time I felt fear; every single time I didn't feel ready. Every investment I've ever made in my business, I didn't feel ready for. I was like, "How am I going to find the time? Do I really want to spend money on this? Do I really want to do this?" But what kept me going was the fact that I wanted the result. So many of us want the result, but we're not willing to do what it takes to get that result. We're not willing to let go of the bullshit



stories that are standing in our way to get that result. I have to tell you, I've never not grown from hiring help or investing in my business. There has literally never not been a time where I have not benefited from investing in my business. Not only benefiting my income, but also benefiting me as an individual and how I've grown from that investment; and benefiting my team and showing my team that the more we invest in the business, the more that we all get to grow together. The more team members we have to help one another, the more happier we are not just doing a bunch of busy work and to-do lists. If my team is just doing busy work, they're going to be unhappy. It might feel productive, but really, we're behind a mission. This is a mission-driven business. So, in order for us to get the needle moving, we need to be doing tasks that are getting the needle moving. The more help we have and the more we invest in the business, the happier we all are. When you invest in your business and when you invest in your team, guess what that attracts? When you believe that you are worthy of these investments, that's going to attract more reasons to show you, "Hey, you were worthy. Here you go, here's this result. Here's this launch. Here's this goal that manifested." You're going to create so much evidence of why you are worthy, instead of having the story where you're not worthy and then creating all these beliefs and habits from that place of not feeling worthy. So, those are my five mistakes. I'm super curious: Have you been engaging in any of these? Have you seen anywhere, as you're listening, in your life where you could use this, and thought, "Oh my god, I've been leaking my energy, Kathrin. You're so right, that's crazy. I know what to shift now; I know what to change now." I'm super curious, is there one that stood out to you the most that you are committed to changing? If so, what is it? Definitely tag me (@ManifestationBabe); take a screenshot; share your a-ha! moments and your breakthroughs; because, as always, I'm super curious. Before you go, I wanted to share - I love talking about these common mistakes that I see, because once you know these mistakes and you're aware of them, guess what you get to shift? So, I want to share even more of these mistakes that you might be making. If you haven't yet already signed up or heard, I am hosting a free - absolutely free - three-day live workshop from June 9 to 11 called Magnetize Your Business. So, if you are an online entrepreneur, this is something that's going to benefit you so much. In this live workshop, I'm going to be sharing with you how to magnetize, number one, your mindset so that you consistently draw in new money-making opportunities; number two, your messaging so that you can easily attract your ideal customer and client, and have your audience feel like you can literally read their minds; number three, your business mechanics so that you can create super aligned business systems and processes that work for you, and cut your work in half. So, it's a completely free workshop that I am super excited to host. And since, as you guys know, I like to keep things fun, I am giving away a \$1,000 business grant this time which you can use to invest into your own business, however way you want; as well as a \$500 Apple Store gift card; and a pile of my favorite business books that have been handpicked by me and my team; so business books that have changed my life as well as my team's life, which is

really fun and awesome. You guys can sign up for this free workshop at [ManifestationBabe.com/magnetize](https://ManifestationBabe.com/magnetize), or you can also find it in the show notes below. It's going to be so much fun, it's going to be epic. If you guys have been enjoying these episodes, if you're an online entrepreneur, you have to be there. Definitely share this with anyone else that you know who's an entrepreneur who wants to learn how to create a magnetic business. Again, we're talking about magnets here; when you can harness your magnet and make it as big as possible, you can only imagine what it is that you attract into your life. So, it's going to be awesome. I love you guys so much, and I will catch you guys in the Workshop, as well as the next episode. 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](https://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.