

Episode 161: Bringing diversity to the Spirituality/Wellness...


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SPEAKERS

Brittany Harris, Kathrin Zenkina

 K Kathrin Zenkina 00:14

Welcome to the Manifestation Babe Podcast. My name is Kathrin Zenkina, and I'm a manifestation expert, master mindset coach, and a multiple seven-figure entrepreneur. I'm obsessed with helping you achieve everything that you once thought was impossible. If you're looking to massively uplevel your life, your finances, your relationships, your productivity, and success, you have come to the right place. My goal in this podcast is to help you see the infinite potential within yourself to be, do, and have anything that your heart desires. Think of this podcast as your weekly dose of mindset development to help you maximize who you are and where you're going. Leave it to me to provide you with tools, resources, strategies, and teachings that you need to manifest a reality wilder than your wildest dreams. I know we're about to have so much fun together, so thank you so much for pushing play today. And now, let's begin. Hello gorgeous souls and welcome back to the Manifestation Babe Podcast. Today I have a very special guest by the name of Brittany Harris. Brittany Harris is someone that was kind enough to share with me personally in the DMs over this weekend some of her beliefs about the spirituality and wellness industry that must change in order for there to be more diversity and for black women to feel like they are well-represented. Again, this conversation started with us in the DMs over the weekend. I immediately felt inspired and called to ask if I could bring Brittany onto the podcast so that she can share her ideas, beliefs, insights, and action steps that we - especially as white women in this industry, and all industries, of course -

can take to create a better, more diverse, anti-racist world. Brittany, thank you so much for being here on the podcast. Words cannot describe my appreciation for you taking the time to open this dialogue with me.

B

Brittany Harris 02:19

Thank you so much, Kathrin, for having me. I'm a huge follower and fan of your work. So, I was beyond grateful to come on your platform and share a conversation that I think definitely needs to be had about the spirituality and wellness industry. So, thank you for having me.

K

Kathrin Zenkina 02:40

Brittany, before we dive into some of the topics today, can you just share with us a little bit about what it is that you do and how you even got started in the wellness, coaching and spirituality industry? What inspired you to take the path that you've currently taken?

B

Brittany Harris 02:56

So, my education - I'm a Master's in Health Care Administration. While job searching, when I got out of grad school, I was approached by an MLM company. I started as a client just to get results for myself. I was not in the healthiest space, and so from there, I got introduced to wellness coaching. I started strictly focusing on helping people get in the best shape of their lives and just lose weight, gain weight, and all those types of things. And then just out of impatience for the way that my career was moving in that area, I started looking for other things to do. So, I got the opportunity to fulfill a lifelong dream of becoming a flight attendant. So, I went off and did that for a few years.

K

Kathrin Zenkina 03:49

Awesome.

B

Brittany Harris 03:51

I know! So, on paper, I am still a professional flight attendant. I've always had this calling to help people. I knew being a flight attendant wasn't the end goal, it was just a means to an end that I had been putting on my vision board for years - that I wanted to travel the world, and all this - and what better way to do it than for free? So, I started that, but I always had this itch to get back into the coaching industry. One of the best things that came out of being a Wellness Coach was me learning what personal development was,

how to get my mindset found and just really explore my spirituality with myself, and learning about my higher-self, and all of that. So, that created a good foundation for me. And then, a few years ago, I went through a really rough time and had a really bad depressive episode. So, I was looking for a new therapist and my therapist was also a life coach. So, she introduced me to the Life Coach School by Brooke Castillo, and I started digging into that. That was in 2017, and that it was like a light bulb went off.

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Kathrin Zenkina 05:08

Fun fact: I just wanted to share that I'm literally taking the Life Coach School this year, and I love Brooke Castillo.

B

Brittany Harris 05:12

I know!

K

Kathrin Zenkina 05:13

I just want another certification, just for shits and giggles.

B

Brittany Harris 05:20

I mean, even just listening to her and following her work, it's like, "Yep, I want to follow that lady because she's going to get my life all the way together." And she did! Between her and my therapist, I really got to a good place. I was introduced to you at that time through somebody that I followed; they reposted something of yours, and I started following your work. You really helped me get back into a manifestation space and back into a space where I believe in spirituality. Again, I've always been a Christian and a churchgoer, but because of my religious background, my relationship with God has been distant. He's up there, and he talks down. Being a black woman, one of the things in the black community that is a stigma, is spirituality and the woo. "You're not following Christ, and you can go to church for that." But in that period starting in 2017, I was able to break away from all of that and really decide what works for me and what relationship I wanted to have with God, the universe, the divine, or whatever you resonate with. I was able to manifest certain things in my life by following your practices and listening to your Podcast, Brooke, my therapist, and my own work. Then I came to a point where I was like, "What if I can do this? I want to help other people do this." Finding my voice and what works for me in my spirituality and in my belief, intertwining the fact that I can be follower of Christ but still be very involved in what's considered the "woo-woo world," that I had to share that with other women. So, I had a very divine given download one night while I was on a

layover. Grayson Guidance, which is my life coaching company, came from that - and that's a whole other story that would probably be another episode of how that came about.

K

Kathrin Zenkina 07:28

Can you share just a little tiny bit?

B

Brittany Harris 07:30

Yeah. So, I had just finished a Super Moon Intention Setting Ceremony. I was on a layover and I requested a room that was facing where I knew the moon would be; so, I didn't have to go outside and all this stuff in the middle of the night. So, I finished everything and I'm writing my intentions and what I want to release, and all of that stuff. I closed my notebook and I laid in the bed to go to sleep. Then, I just started hearing this track of what I needed to do; and so, I reached for my notebook and started scribbling. When I woke up the next morning, it said, "You're going to help women, grace, and guidance." What else was on that paper? It was three things. It was, "You're going to help women, grace and guidance, and it's all going to happen -" or something like that. I have it written down in one of my notebooks, hidden away. So, I was like, "Okay, cool, whatever." I went to Bible study two weeks later, and one of the girls who I'm really good friends with - I was sharing something, and she just kept staring at me. I was wondering, "Do I have something on my face? What's wrong?" She came up to me at the end, and she said, "I didn't want to interrupt you talking, but God kept telling me that I needed to speak up, and if I don't tell you this, I don't know what's going to happen. God said that you were supposed to help women get to where you are; you're going to be on video, TV, and you need to do it." I said, "That's interesting." And then I shared with her what happened when I went to sleep. She said, "Well, I don't know what to tell you, but it looks like you're starting a business." And then I actually started a business.

K

Kathrin Zenkina 09:17

How long ago was that moment again?

B

Brittany Harris 09:19

That was in August of - hang on. Let me look at my phone because I have it written down somewhere...

K Kathrin Zenkina 09:27
I love that you have all this written down.

B Brittany Harris 09:29
Yeah, I write everything down. I got a download this morning that I wrote down, and it makes no sense, but apparently, I'm going back to school.

K Kathrin Zenkina 09:38
That's what people don't get. They think that it has to make logical sense. But it makes sense when you move on a little bit, and then look back in the future - looking back on the past.

B Brittany Harris 09:50
Right? Oh man, where is it? Oh, here it is. So, it first started on January 1, 2019.

K Kathrin Zenkina 09:59
Mm-hmm (affirmative). Amazing.

B Brittany Harris 10:02
Then, February 6 at midnight. So, it was 12:34 in the morning, which - if you add the numbers up - it equals seven. And the Angel Number of seven is 'spiritual awakening' and 'spiritual enlightenment.'

K Kathrin Zenkina 10:18
Oh my god, that's so amazing. So, that was only a year ago?

B Brittany Harris 10:22
Yeah. I had been hearing it for like six months prior and just ignoring. And then I got slapped in the face in February. And so, I launched the company on Instagram on 11/11/20.

K Kathrin Zenkina 10:39

Amazing! 11/11/20. That's November 11, 2020, but that hasn't happened yet.

B Brittany Harris 10:45
Oh, wait, no, sorry. 11/11/19.

K Kathrin Zenkina 10:48
Got it, okay.

B Brittany Harris 10:49
11/11/19. I was like, wait, that doesn't sound right either.

K Kathrin Zenkina 10:51
I was thinking, "Are we time traveling right now? I'm very confused on what year it is. Hold on, one second. Did 11/11/20 pass?"

B Brittany Harris 10:58
I feel like 2020 has been 12 years long anyway, so, probably not impossible.

K Kathrin Zenkina 11:05
Seriously, though. Well, Brittany, I love hearing your entire story. We talked in the DMs and had a whole discussion - paragraphs for each other. You were talking about how you got a nudge recently, while watching a training from a mentor of both of ours, that you're being guided right now to niche even further; to speak and serve to a community of millennial black women. You shared some of your beliefs and insights that you have, and some of your findings. Do you have any new findings since this nudge? You mentioned how you have struggled to find if this is even possible, since there's so little representation of black women as top leaders in the Spiritual Coaching industry. You mentioned how a few limiting beliefs came up for you, and I'm pretty sure that you're not the only one with these limiting beliefs. Do you mind sharing what those were, and sharing your experience in working through some of these fears around niching yourself down in your business?

B Brittany Harris 12:10

Absolutely. So, when I first got into the spirituality realm, and just working for myself; out of habit, black women - and I believe all people of color - always look for someone that looks like us. Our minds tell us, "I know that a white woman can achieve this because there are thousands of white women that have achieved this. But there aren't very many black women or women of color in this space. So, is it really possible for me - a black woman - to fit into that space?" I didn't find very many. Because of my upbringing and things that have happened in my childhood, I look at everybody. I was in predominantly white elementary school, middle school, high school, and college. I've always been the "one of," or the "few of," so I didn't mind trying to fit into that space. But there is always that subconscious belief of, "You are never going to make it this far," or "that far." So, when I started the business, I didn't want to completely niche down to just black women; I did not think that it was possible to serve just black women and reach the level of success of someone, say, like yourself, or Gabby Bernstein; where I'm on TED talks and on these huge platforms, speaking. Everything has been happening in society where we've had another - I hate to call them "round," but it's like they happen in waves - another wave of black men and women being killed by the police. So, I had this nudge, it started. I'm the kind of person that God and the universe has to be like, "Hello, we're talking to you." It practically tapped me on the shoulder and said, "I am speaking to you, right there. Yes, I'm looking at you." I need a million signs before I will say yes. You and James Wedmore did three days on How to Niche Down and Magnetize Your Business. It was a class that you guys were offering. I wanted to take it, but I was like, "Na-ah, because I don't want to hear that right now. I've already niched down, I'm going to help women - that's enough, I don't need to go any further. But then everything started kind of ramping up in our nation, and I thought, "Okay, I think I'm being spoken to, and I need to listen." I had a conversation with a good friend of mine who helps me with my PR, branding, and marketing. I shot her a text saying, "I think I'm going to have to; I don't have a choice." It's funny how the universe will send you what you need to see, over and over again. For me, that was the, "Hey you, I'm talking to you." I had seen so many people in the business coaching arena who were talking about niching down - all at once. I was wondering, "What is going on? EVERYBODY is talking about this. Chill out, people are fine where they are!" And then, I realized, as a black woman, there aren't any voices that look like me for me to turn to; to say, "I've done this. Now, you can do it too." You teach - which I'm so grateful for - a very, very powerful bridge to your manifestation. I use that in myself when I'm looking at the industry as a whole; I say, "Well, if they can do it - it might not seem possible for me - but if they can do it, they're creating a path for me. It may not be a direct path, but it's still a path." And that's something very difficult to overcome. I don't think it's singular to this industry. I think, for black children and black people as a whole, that it's across the board. It was really hard for us to think that we could be president until Barack Obama became president. But even still, he's the only one. "It's possible for him, but is it possible for me?"

K

Kathrin Zenkina 16:39

Right, because it's so few in so many.

B

Brittany Harris 16:43

Exactly. And so, trying to overcome that and trying to reframe that thought into something that is believable for the subconscious of a black woman is something that I'm still struggling with. It's something that I work on and I have to consciously work on when I'm sitting down and I'm writing my goals. I have it down - which I'm sure most of your listeners of color do; we have it down where we can write it, put it on a vision board, and continue to say it - but the part that makes it stick is believing it. And that's where it gets tricky. It's difficult to believe all the time.

K

Kathrin Zenkina 17:32

Right. Do you mind sharing some of the bridging that you have done so far, personally? And any tips that you can share that have helped you to some degree be able to make that bridge, where you are starting to believe that it is possible? I want to dive, obviously, much deeper into this on what we can do in this industry as a whole, especially us white women, how we can help with that. For the women of color listening, if you could provide them with some sort of insights or tools that are tangible or have helped you at least.

B

Brittany Harris 18:09

For me, what has helped is to find the non-cookie-cutter white woman to follow. For me, that's you. Because you're so open and transparent about your life, I know about your history, I know about how you got to where you are, and it hasn't been a silver spoon that hasn't been an easy path; and so, while our struggles are different and not equal, you still have had to struggle to get where you are. So, I would strongly encourage any woman of color or black woman that's listening to find leaders that are in the industry that you want to be in, that have not had it easy. It doesn't negate the fact that they're not a person of color or that they're not a black person; but it does help your subconscious to recognize struggle to struggle, and difficulty to difficulty. That's been really huge for me. It's easy for us to throw our hands up and say, "It's not going to happen for me," when the person that you're looking to for guidance or for the footsteps to follow behind has a rich parent, a rich uncle, or if they've come from a life of privilege. Another thing that has helped me is saying, "I might not see it now and it might take a little bit longer, but it is still possible for me." My bridges are not perfect - I'm still working on how to get that wording right so that it clicks in my subconscious. But I don't shy away from trying to figure it out. I think a lot of

people of color just give up. I did it in the MLM that I was in. I just stopped because I was like, "This is not working. It's not for me. It's never going to happen for me. It's going to take me twice as long. I can go use my degree and make the same kind of money, or have the same kind of success, knowing that it's still going to be the same work and the same struggle." It's something about when you're in business for yourself and you're trying to make these big dreams happen, it's a lot easier to give up on that. And so, my advice would be to just keep going. One thing that I had to do was change how my friends around me spoke - my black friends and my friends of color. I don't allow any of my friends to call themselves broke; I don't allow any of my friends to say, "I have a negative mindset about money." If they do, don't talk to me about it; those conversations are off-limits, because I know what my subconscious already believes and what it feeds into. So, once you identify what your subconscious already believes to be true and what it feeds into, then it's on you to get that stuff from around you. If you don't, then you're screwing yourself and you have no one to blame at that point, but yourself. Your friends are going to be your friends, and they're going to say what they want to say; but it's up to you to cut the conversation. I have told girlfriends to shut the fuck up, to stop talking; I've walked away, and they get mad at me. They say, "Well, we can't talk about that around breeding." I'm like, "You're god damn right, because in my house, THIS is what we talk about. This is where I'm going." I speak that stuff to myself all the time. I live in Studio City, California, and I live around million-dollar homes. I walk around and I look at every single house that is for sale; and I say, "I don't like this about that house. I don't like that about that house. But I love this house. And I like this one." I'm designing the house that I want; I am feeding myself with - regardless of their color, at this point, because that's not going to change overnight. We're not going to wake up tomorrow with a thousand seven-figure business owners that are black, or a person of color, in the spirituality realm. But what I can do is take the nuggets and the lessons that I'm learning from the white women that are in that space, and apply it to my life so that I can say to myself repeatedly throughout the day, "I am going to be up there with them. They are going to be my friends; they're going to be my peers; and they will be coming to me for advice." You just have to keep repeating that to yourself.

K

Kathrin Zenkina 22:56

Yes. Oh my god, I love all the insights that you shared. I wanted to speak on a very obvious gap in the bridge that, of course, we as white women can absolutely do our part with - and we have so much to contribute to this. It's been so eye-opening. I was talking to Brittany, privately before we started recording this, how I, for the longest time, did not understand white privilege. I've heard the term so many times in the last couple of years, and I just didn't understand it because I thought what it meant was that the reason that - you know how we apply everything for ourselves, so I gave it meaning to myself. I used to

think, "I just don't get it because I have struggles, I've been through poverty, my parents are immigrants, and so many hardships that I have seen personally." I have trauma in my past and all of this crap. I couldn't accept the fact that there are so many people out there, or just the belief or concept of white privilege is that I got here just because of the color of my skin. And then, finally, it clicked for me - and I shared this on the podcast right before this one - that white privilege isn't saying that white people don't have struggles' white privilege says that the color of your skin is not one of the things that contributed to your struggles. And that's something that black, Indigenous, people of color - women and men - do struggle with. That's a gap that is contributing to this belief system of "We can't be at the top." I have a question for you. I'm taking lots of action right now, privately, behind the scenes, and stuff I'm not even posting on social media. I'm trying to be really careful; I don't want to make it seem like all of a sudden, this white girl cares. I really want to BE the work, not just talk about the work. So, there are a lot of stuff that go on behind the scenes with my team. We just hired someone who can comment for our team and help us create a more inclusive environment, message, hiring process, and all of these things. We are also switching around where we are donating money for our next couple of launches, and a variety of other things. One of them is also highlighting a lot more black, Indigenous, and women of color on our platform. To everyone who's listening. I'm so sorry I didn't do this earlier. This is something I am personally committed to. I was curious to hear from you, Brittany, what is something tangible that you think we can all do to bring more black women into the expert position of those who teach spiritual concepts? Is it simply bringing that diversity to our platforms, as white women who have massive platforms and who have benefited from the privilege that gave them that opportunity? Or is it so much deeper than that? What do you think from your perspective?

B

Brittany Harris 26:04

So, I think that's kind of a twofold thing. So, the first thing is what you're doing - which I 1,000 percent applaud you on - is bringing awareness to the black, Indigenous, and people of color's faces in the spaces where they are not recognized, just by announcing it to your audience. Right now, they are the unknown. We live in an age where no one is really going to listen to the person that only has 200 followers, because "You're new to this, you don't know what you're talking about. I'm going to listen to this person that has 150,000 followers, or a million followers because they're the experts -" even though they look like the person with 200 followers. That's something that I am working really hard to combat; it's that there's this ugly duckling in the communities of black people or people of color, that we kind of distrust our own until they've proven themselves; or they've gotten the gold stamp of approval from the white community. So, that's something that definitely needs to be dismantled as well. But, by the white women in the community sharing these platforms, you're kind of giving your gold stamp to say, "No, I trust this person, I believe

this person, and you should follow this person as well." So, I think that is absolutely the first step: to find ways to expose these women and men that are in this space to your existing communities, and really putting your support behind them. Things like this: having me or other women of color on your podcast, having them write the foreword for a book, or something. It may seem small, but anything that gives what they're saying or what they're doing validity in the white community. We're in an age where that still does matter, and it's still necessary and needed. I think the deeper portion of that is on both sides of the spectrum. So, it's on me to get the certifications behind my name that I need that gives me the confidence to speak in the spaces that I want to be in - because I can't come ill-prepared. Because I'm a black woman, I have to come overly-prepared for the space that I'm being welcomed into. One, to prove it to my own people that I deserve to be there and that they should listen to me; and two, to prove to the people who don't look like me that I deserve to be there and that I deserve the respect, the same monetary gains, the same notoriety, the same publicity, and popularity. So, there's that, but it's on me to make sure that I get into the courses that I need to get into and get the certifications that I feel like I need. But then, to go along with that, it's up to white America to make sure that those spaces are accessible for the people of color. We can't really afford a \$13,000 certification course; I want to take it, but I don't have the funds to do that. Even with the payment plan, it's still not feasible. That's not to say that we deserve a handout, a discount, or anything like that; but the industry as a whole has this elevated priced ticket, for lack of better words. Because it's so up "here" (and I'm motioning my hands up in the air) but it's up in the higher echelons. I keep forgetting I'm on podcasts sometimes.

K

Kathrin Zenkina 29:52

It's okay, I do the same thing. If people only knew how much I talk with my hands during a podcast, like I'm trying to show you guys what I'm talking about.

B

Brittany Harris 30:01

I want you to feel my energy! Anyway, it's up in the upper echelons. And that's great, but this goes back to the education gap - another episode within itself of why there are so few people that have higher degrees of education, because it's not feasible. No matter how much you want it, you're either going to sit in debt - that's me - sit in student loan debt so that you can get it to prove that you deserve to be there, or you try to do all the work without it and get that distrust the whole way up. So, I don't really have an answer for how we bring those things back down to where they're affordable or where they're accessible, without saying "You need to give black people a discount," or "You need to give people of color a discount." That's not that's not the answer; we are not asking for any type of handouts; we are willing to do the work to get where we need to get. But it's very difficult

for me to say, "Come trust me as a life coach," when I'm up against 10 white women that have an LP, one to five Master's, and all of these certifications behind their name. As a consumer, when I'm looking at it, I'm one of those consumers that thinks about where I am getting the most value for my money, and where I am going to get the most benefit and the most precise direction for what I'm trying to do. Sometimes that is with the person that's more certified; so then that leaves out the people of color that are trying to build these seven-figure businesses, but we can't get there without the assistance of our white counterparts just leaving a crack in the door. So, if that means you launch your program twice a year, and one of those prices are reduced for everybody, then you open the doors for people to get in. I took several courses during COVID because the price was lowered, because it was COVID. They were courses that I had been eyeing for years, but I couldn't afford, because I had other priorities that needed to come first.

K

Kathrin Zenkina 32:13

That is very eye-opening, Brittany. Thank you for sharing that, because that's something that I have been thinking a lot about in the last week. I've seen it two or three times in the last year, where people have offered special pricing for marginalized communities. I was asking my team member and my integrator, Londa, yesterday because we hired a consultant to come on. We have a million questions for her, of course; she's a woman of color - she's a black woman - and she will be helping us create a more inclusive environment, internally and externally. It won't be just the front facing, "Look at us, this is what we're doing" - but really taking a hard look at like how we run things internally as well. One of the questions I proposed that I really want to know from a black woman, is that, is that part of the solution? Or is that offensive, to offer special pricing for marginalized communities, where you're charging white women, let's say, 2,000 for a program; and then you're creating a special pricing - like let's say it's 50%, so \$1,000 for a program. I'm just speaking for my own programs, I don't know what prices you guys have; but my prices are two grand and one grand, for now. But anyway, does that help? Is it offensive? For some reason, for me, I struggle with this because am I saying, "Hey, I don't think that you could ever afford this," or is that actually helpful? Is it actually helpful to say, "You know what? You have been oppressed for hundreds of years, and you deserve as much help and as much of a head start as freakin' possible for the next 400,000 or 500,000 years. Can you just shine some light, from your own perspective? I've never been able to ask this question, and I'm sure a lot of us white women have this question.

B

Brittany Harris 34:09

I think it all comes from the messaging and the intention behind it. You can tell when someone is pitying you or putting you in a charity case box. I think as people, you can feel

that. As a black woman, it's no different; you know when somebody is trying to shade you, and you can politely say, "Thanks, but no thanks," and move the hell on. I don't know if I'm allowed to say this, but I'm going say it anyway. I took the MBA in April BECAUSE you offered special pricing in ways to pay in two installments to be in the program. I had been dying to take it since 2017, and all I felt was grateful because it was something that was on my list and on my vision board. I wanted to take this because this was going to make my life better. I think, as black people, we have to stop looking at everything as someone taking pity on us. I want to be careful and clear about how I say that. I don't find it offensive for someone to offer us something at a lower price. It's something that we demanded and that would better our lives. I don't think that it's offensive; I think that it is helpful, in the sense that it creates an opportunity for us that we would not have otherwise had. I equate it to a Scholarship Program in college. You get a scholarship to help you, and for some kids that's the only way that they go to school, because they got a scholarship; if they don't get a scholarship, they don't go to school. That's how I look at it when these programs - especially in the spirituality, wellness mindset arena - are discounted. I look at them as, "That's an opportunity for me to be able to do something to better my life, to get me to a place where I can then look back and help somebody else." But that all comes from the intention of the person creating the course. If they're coming from a space of "Black people and poor people, they can't afford this; so, let's give them a deal." I'm going to feel that when I look at your messaging, because your messaging is going to say, "I feel bad for you, little black girl. Let me help you out;" versus the mindset of saying, "I know what I charge; I know my worth as a coach; I know my value as a coach; but I also know that there are people that want to take this class, that could receive that value, that could receive that help, that might not be there just yet. Maybe my course will help give them the download or the a-ha! moment that they need to come join me and purchase all of my future courses at its regular price. You never know what that discount - if you want to say, like Open and Close parentheses - that discount, or whatever -

K

Kathrin Zenkina 37:17

Special pricing, promotion, something. You can name it whatever it is.

B

Brittany Harris 37:22

Whatever you want, right. Whatever makes you sleep at night.

K

Kathrin Zenkina 37:24

I think even naming it something more empowering than discount would make it -

B

Brittany Harris 37:28

It would make a world of a difference. People see the word discount, and they think, "What do you mean? I don't need a discount. I have a well-paying job." And it's like, yes, you absolutely do. But is it in your budget and your realm of possibility to add an additional, two, three, or four thousand dollars to come out of your account right now? Then we dip into the space of that it's not just black people; there are people of color that are in that space; there are white people that want to take these courses that aren't able to, or it's not financially possible for them at the moment. But I think for the community that we're discussing today, and for black women and people of color, that a lot more women that are in this space who are in the shadows would be able to come out of that and join you all at the table, if they had access to some of these classes that they don't have access to right now.

K

Kathrin Zenkina 38:27

Yeah. Those classes, courses, certifications, and programs are actually helping build that bridge. Now I'm seeing such a different perspective, and I just wanted to thank you for this because it's amazing. I'm so grateful that you're on this podcast, today, opening this dialogue with me. Now, I'm understanding, "We helped build a bridge, and then those women go out to impact more women of color, black women, and Indigenous women, and then that's another way that we can reshape this industry."

B

Brittany Harris 39:00

Right. There was a quote that was circulating the internet this weekend that said, "When black women -" and I think you might have reposted it - but "When black women make more money, society as a whole is lifted." I don't think most people understand the burden that black women, in particular, hold on their shoulders. We're dealing with our own inner work, shadow work, our own racism issues, our own microaggressions at work, out in the grocery store, out in the world; if they're a mother, they're holding that space for their children; if they have a spouse, a boyfriend, or a partner, they're holding space for that. They're holding space for their brothers, their uncles, or their cousins. This is why I am now very confident and clear that this is where I am needed; it's because black women hold a lot on our shoulders. There are very few people there to take care of us. But when we rise as a people, our people rise. Yes, we yield to the man of our life for the guidance for our family, but we are right beside that person, and a lot of us are single. So, we're doing all of this on our own. We hold space for a lot of people. And then we have to figure out our own shit, and how to deal with our own shit. But we're trying to lift a community that isn't always there for us. And so, when you start to elevate and empower the black woman, and put her in a space of financial abundance, financial freedom, time freedom, mental

freedom, and just clear space for her, then she can pick up everybody that she's holding. These are our children, our men, our community, our white friends, or our friends of color. At the frontline of every single debate, regardless of orientation, nationality, race, or gender, there are black women standing beside everybody. And so, we push everybody forward. We make everybody be better. So, that's why I think it's really important that people in this industry, if you want to consider yourself a Spiritual, Mindset, or Wellness Coach, or if you exist in this space and you're not paying attention to the black women in your community, then you're doing a disservice to yourself and the industry. If you want to erase it all, we have to be included in that conversation. And you have to figure out a way to make space on the side of you for us.

K

Kathrin Zenkina 41:59

That is a massive ripple effect. Wow. Incredible, Brittany. I'm just super curious, because you did mention something - a topic that I actually don't know what the difference is. Can you share a little bit about the difference between women of color and black women in the industry?

B

Brittany Harris 42:19

Yeah. So, I won't call anybody by name, but there are women of color - Indian women, Asian women, and I'm trying to think of my Instagram feed off the top of my head. The best way that I have found to describe it is "non-black women." So, there are a lot of non-black faces in the industry. And that is amazing. I applaud that because those women give a glimmer of hope for black women that if a person of color, an Asian, an Indian-American, or a Muslim woman can do it, then I can do it. But then there are black people. The struggle of people of color - just to give you guys a little bit of frame of reference in this, I'll speak about this country. People of color - so non-black people: Native Americans, Hispanic, Latino, Asian, Pacific Islanders, and that that realm of ethnicity - receive racism, hate, and discrimination because they're not white. But it's not quite the same as a Black American. Black Americans were the slaves; we built this country in many parts of it: plantations, and all of that history. If you're unaware of that, I strongly suggest that you look it up. There's a bunch of books that Kathrin has put up on her podcast. If you take a look at it, you can get an understanding of the differentiation. In some cases - not all, because we can never group any one race as an all thing - but in some cases, there are times where, say, a white-owned company will choose anybody, but the black person. That might afford an opportunity to an Asian woman or a Latino woman, whereas the black woman, it's absolutely "Hell no, we don't want you." In this this industry, there has been a space that has been created for women of color, but not black faces. I don't think it was done intentionally, but it was done. There are aggressions and a sector of racism

that is exclusively reserved for black people. The KKK, those type of negative, hate-field organizations that target straight black people. And then we also received that from our people of color. There are certain groups in that category that don't want their children to intermix with black people; they don't want to have anything to do with black people. I've been kicked out of Asian-owned stores because I'm black; I've been kicked out of white stores. I've had Latino women say very nasty things to me because I'm a black woman. It's like, "Wait a minute, aren't we supposed to be on the same team because we're all "not white?" So, aren't we supposed to band together? But because the black person in America has just been dropped to the bottom of the totem pole, it's kind of like this scramble of everybody else trying to distance themselves as far as they can from the bottom. I think that's a byproduct of racism because White America has created this stigma around black people, and we've become kind of untouchable - like nobody wants to touch it. That bleeds over into all industries. In this industry, where it's built on love, light, and positivity, we need to be the first to say, "Enough of this. We are not going to have this," because we're preaching something that we're not necessarily doing.

K

Kathrin Zenkina 46:30

Right, yes. Something I mentioned in my previous podcast/newsletter - I recorded a podcast with some additional thoughts, but I also read my newsletter that I wrote over the weekend. One thing I said is that light work and shadow work are one in the same. You are using light to shine into areas that we are so afraid to look into, but until we look into it, it's not like it's going to go away. It doesn't go away just because we turned a blind eye. I think that a huge misconception in the manifestation world is that it's all about turning a blind eye and just focusing on love and light. The way - at least how I practice it, or how I started to practice it, and when I really started to teach it in a way that made sense to me that was completely in alignment with my values - is that manifestation is about the creating the world that you want to live in. That includes you looking at all the injustices in the world, looking at all the things that are not love and light, and choosing to bring love and light to those areas. It's not just about, "Let me focus on the love and light." It's, how can YOU be the love and light and bring that love and light to people, places, things, and issues that need it the most. That right there is a huge reason, especially if you're right now listening to this, all the books and resources that I shared in the newsletter in the previous podcast, do that inner work and see where you still have biases that are preventing you from seeing the racism that's happening, every single day. As Brittany and I were talking before this episode, she mentioned having an experience at a restaurant, and you were with a white friend, right? She didn't see what Brittany saw because our eyes aren't trained to see it. So, if we can just train our eyes to see it, the same way we train our eyes to look for abundance, money, success, and all these incredible things that are awesome that I've been talking about for years now on this

podcast. What if we train our eyes to not be so afraid to look at the injustices, so that we can shine a light? Because people are struggling and suffering. There's so much trauma here to uncover, and in order for us to lift up everybody, we have to uplift black lives. I have seen so much about "All lives matter." I also, again, and I've admitted this 10 times already. I'm ridiculously uneducated when it comes to this topic. This is why I'm diving into getting as educated as possible. It makes complete sense. All lives can't matter, unless black lives matter. Let's say that we are bringing awareness to Breast Cancer. That's like someone saying, "But what about brain cancer?" Yes, they're all important, but right now we're bringing awareness to - what did I say? Breast cancer, there we go. But right now, there are women with breast cancer that are hurting, and so we're bringing our attention, love, and light to that. We're uplifting women who have gone through that. It's the same thing that goes here. Right now, the black community is extremely hurt, and so yes, all lives do matter, but not until black lives matter. It's been such an eye-opening past two weeks for me. Brittany, I'm so grateful for you being here. I'm so grateful for you sharing this with us, and I'm so grateful for you being so open, so transparent, and just coming into this space with love and compassion for us all, in educating ourselves and trying to help as best as we possibly can. I'm just curious, if you were to give us one tip or one word of advice to us white women to be the best allies that we can possibly be to black women at this time, what would it be?

B

Brittany Harris 50:25

Oh, let's see. One piece of advice.

K

Kathrin Zenkina 50:29

Or you can give 10.

B

Brittany Harris 50:32

Okay, let's see. So, I think "listening." Listening is probably the top on my list. Not just listening to respond, because we have a tendency as people, when we're listening, to be thinking of what we want to say next. We also want to highlight what we've done that's in agreement with whatever the person is saying. If you're having this conversation with someone that you love and trust, that is black, they already know your heart. They already know what you're doing. They've already seen it. They've already seen your pose. They know. What you're sitting there having a conversation about, is for you to just listen with open ears, and an open heart; to say, "I want to hear about your experiences." Just like we were sharing, candidly, earlier before we got on today. Just listen. There's a lot that happens that white women, and white people in general, don't know that happened, that

your black friends will not tell you about, unless you ask, or unless they've just had enough. And so, if you listen to what they're saying, then go back and think about that. Think about how you may have done some things or may have seen some things. Then go back to the conversation and say, "I've processed what you said. Let's talk about how I can help and what action steps I can take." I cannot tell you the amount of times I've had someone that I've known for a while jump in my DMs over the last week and say, "Tell me what to do. Tell me what I can do." Big mistake. It's not on me. There is Google; there is Siri or Alexa.

K

Kathrin Zenkina 52:30

And this goes to anything - like anything. "How to build a business," "How to do this."

B

Brittany Harris 52:35

Look it up!

K

Kathrin Zenkina 52:36

We are living in the age of content overwhelm. Yes, I so appreciate you being here because I can get personal experience from you, but I'm not expecting you to educate everyone. Please do not bombard Brittany in her DMS and ask for questions. Please do not do that. I'm going to put that disclaimer out there. Give her the space. Go and support her and go pay her for her work, reach out and offer some love and positivity, of course, but don't ask questions that can easily be Google-able or that you can read in a book that's already been written.

B

Brittany Harris 53:10

And I'm not opposed to open conversations. I've seen a couple of my friends that have explicitly said to their white friends on their social media, "Hey guys, I love you. I know your heart. I know who you are, and I am open to conversation. What I'm not open to is schooling you or taking you back to history class. There's a huge difference between 'let's talk about what you've read' and 'let me pull out my whiteboard and draw it out for you.'" I think that's number one: do your own research, and then listen. Listen to the people in your life. Do not mitigate or try to mitigate what they're saying to you because you don't understand it or because you haven't seen it. Just listen. That opens the door of the conversation, because then that allows me as a black woman to relax and say, "Okay, I can share this with you. I don't know if you know what you just asked for, and you're probably going to cry and be broken-hearted, and you probably are not going to have a

very good day after we finished talking." But you have opened the door that I can now lower my guard a little bit. I had somebody challenge this thought, and I'll take you guys through it really briefly. I had someone on my Facebook that I've known for probably 20+ years. I've known him since Middle School. He came on one of my statuses and said, "It sounds like you just want to hate all white people."

K

Kathrin Zenkina 54:41

Oh, geez.

B

Brittany Harris 54:42

I said, "So, because I'm sharing my experience of when I was 10 or 11 and was called the N-word for the first time, you got out of that I hate all white people. Good job on reading comprehension. You definitely paid attention when we were in school."

K

Kathrin Zenkina 55:00

Go back to Middle School.

B

Brittany Harris 55:02

Go back, and just start all over again. I shared that experience on my Facebook because I wanted my friends that were listening to understand that at a very young age, I was taught to distrust white people. That doesn't mean that I never trust white people. It means that I approach every interaction with a white person with a guard up or with my hand out, and I have to feel you out first. I don't really know how you're going to behave because - not all white people are like that, but there are more than you would believe. There are more that are, that come up to me and say, "Can you afford that car?" or "How did you afford that car?" "How do you afford to live in that neighborhood?" It's little things like that, that will completely shut a black person down from sharing their experience. While you may see it as a harmless question that you might ask every person in your life - which is inappropriate, by the way, if you do that, it's very tacky - but there are people that ask that to everybody. But then there are people that only ask those type of questions to people of color - and to black people. So, you have to understand that we come into situations guarded because we're afraid. Because there's an underlying record player going in our mind, whether we want to acknowledge it or not. But there's an underlying record that says, "This could go left at any moment. This could go left. You're not safe. This could be a problem." So, to all the coaches out there that are listening and have black students, keep in mind that yes, they're fighting the battle of trying to

reprogram whatever you're teaching in your course, but they're also trying to shut up that voice in their subconscious. And then, they show up happy, professional, love and light. And on the surface, they look like nothing is wrong. But we walk out of our doors saying a prayer of protection over every single person in our lives. We walk out of the door being definitely afraid of the police. We walk out of the door with this notion of "Am I going to go in a park and try to birdwatch, and have the police call on me because I'm black?" There are little things like that are constantly running in the subconscious of your black friends, and your brown friends for that matter. But your black friends are afraid that that's going to happen. If you've ever met a black person, and they're very nice and polite. It's a great experience, and you walk away and say, "That was a really nice person. This was fun this." And then you say, "Let's meet up," and they never initiate meeting up. It's because they want to see, "Are you going to be the person that I met? Or are you like those other people? Are you just trying to find another black friend so that you can, in moments like this, say 'but I have a black friend!'" I think I kind of veered off from where you were steering our conversation, but I hope that this helps in just seeing that when you're speaking to your black friends or you're trying to make black friends, and if you don't have black friends, you need to get some quick. Listening is step one 0 and let me try to redirect myself. Listening is step one. Step two would be, like you said, Kathrin, to really take the time to look at your own biases. It may not be something as blatant as calling the police on someone but choosing not to drive in a certain neighborhood because it's only black people. That's a bias. Choosing to cross the street when you see two black men walking together on the sidewalk. That's a bias. Side-eyeing someone because they're in an interracial relationship, and you don't approve. That's a bias. There are all of these little things that we don't necessarily notice. Even better, when commenting to your black friend that wears her hair in a natural way and say, "Oh my God, your hair so pretty. How'd you get it like that?"

K

Kathrin Zenkina 59:18

Born this way, baby.

B

Brittany Harris 59:21

I wet it. That's my answer, "I wet it this morning," or "I washed it." I'll say one of those two. Just little things like that. They may seem harmless, but it's not harmless, because I was told by my job that I could wear my hair in my natural state because it's not professional. It becomes a continuation of this story that may not have been created by the person in front of you, but it's a story that was created by someone that looks like them; I don't know you well enough to know your intention behind your question, no matter how nice you say it. Those are the two big things that I would say are really important. The third

one is, like you said, do your own research. There's so much out there, especially right now, of where to turn to get the basics. There's a lot of history that's not taught in our classrooms. When you start to, there are movies that you can watch, books that you can read, podcasts that you can go to, seminars online that you can watch, websites, and a plethora of information. It's on White America to do that research. If we want anything to change, that has got to change; the blissful ignorance of what's happened in this country over the last 400 or 500 years.

K

Kathrin Zenkina 60:55

Yeah. There's so much history and so many layers to this, you guys. This is a start of a conversation. It's definitely not the end. It goes so much deeper than this. For anyone who is feeling overwhelmed, feeling like "Oh my god, I didn't know this about myself. I have so much to look into. Where do I start?" Start anywhere. I would suggest, like you mentioned in number one, listening. Listening is number one. Number two, everything that you mentioned is stuff that I dedicate myself to going to, to listen, to research, to look into things, and to really pay attention to what's going on. Anywhere you start, you guys, is a start, and we must all start. I think that being so paralyzed by this overwhelming world that's always existed. It's always been here. It's always been running in the background and the foreground. Just because we haven't seen it, doesn't mean that it hasn't been there. Just starting anywhere is going to create and manifest a better planet for all of us. It's going to manifest a better world for all of us, as long as you are just willing to start somewhere. Brittany, this has been such a beautiful conversation. Where can we find out more about you? Where can we go to support you? Where can we go to follow you? Where can we go to read more about your work and all this incredible stuff? Where do you hang out?

B

Brittany Harris 62:17

I mostly hang out on Instagram. You can find me at @Grace.Guidance.Coaching. My email address is the same, just add @gmail. And that's pretty much where I live. I do want to add one thing, I'll share one last thing with everybody listening and that I shared with you before the call. So, like Kathrin said, if you're feeling overwhelmed, that's okay. Lean into that overwhelm, take a breath, and acknowledge the fact that you woke up and you recognize that there's a problem and you want to try to fix it. So, give yourself grace. I've seen a lot of white people beating themselves up saying, "Oh my god, I cannot believe it. I did not realize that this is going on. I can't believe it. I'm so mad at myself." I would encourage you guys to just give yourself grace and say, "Okay, I didn't see it. I wasn't trained to see it. I wasn't looking for it. And I'm sorry, and I am going to do better." And that's okay. Then, you start. But don't come from this place of wanting to tear yourself

down, because you did not see it. Why would you? It didn't affect you. It did, but it didn't. It didn't affect your immediate space or your immediate life, so you didn't see it, and that's okay. I forgive you for that, and I'm sure the black community forgives you for that, because you're trying to do better. Once you once you make that commitment to yourself, and to the black and brown people in your life, that you want to do better, then let it go. That's what you did in the past, and this is what I'm doing moving forward. I just wanted to make sure that we end it, or at least that we, we got that out before we end it. I don't want anybody leaving here today feeling beat down or mad on themselves. That's not what I'm asking for as a black woman, and I don't think that that is what the black community is asking for.

K

Kathrin Zenkina 64:26

I love that. Thank you for that message. Based on the premise of how when you disempower yourself, how are you expected to empower other people? So, you have to be in an empowered position, and still give yourself the grace and love in order to give grace and love to other people. Brittany, you said your Instagram is @Grace.GuidanceCoaching

B

Brittany Harris 64:49

Yes.

K

Kathrin Zenkina 64:49

Okay. Everybody who's listening to this episode, take a screenshot and tag Brittany (@Grace.GuidanceCoaching) and please send her lots of love. Again, don't bombard her for your education, but a tag is so appreciated. Center as much love as possible, because, I know it's not an easy conversation, but it's such a needed conversation. I feel honored to have you on my podcast today. Thank you so much for everything that you do.

B

Brittany Harris 65:15

Oh my gosh, thank you so much. All gratitude and graciousness go to you. Thank you for having me. Thank you for opening the door for this conversation. I know that you have more of these plans so that this is an ongoing thing. On behalf of the black women that are trying to break into this space, I say thank you, because we're not going to be able to stand next to you if these doors aren't open. So, I'm so grateful. Thank you all for listening and for coming into this with open hearts and open spaces and wanting to change the world. Our kids don't have to live in this world if we do the work now. So, to all of you listening, thank you guys so much for all the love that y'all are going to be sending to

them. I'm quite sure I'm about to be overwhelmed, because your people listen in the best way possible. Your people listen, honey. I am grateful for all of you that are coming my way. I'm planning some amazing content for you guys. I'm just I'm ready for the ride, so I hope you guys are too.



Kathrin Zenkina 66:16

Yay. Thank you guys so much for listening to this episode and I will catch you in the next one. Bye. Thank you so much for tuning into today's episode. If you absolutely loved what you heard today, be sure to share it with me by leaving a review on iTunes so that I can keep up the good stuff coming your way. If you aren't already following me on social media, come soak up the extra inspiration on Instagram by searching @ManifestationBabe, or visiting my website at ManifestationBabe.com. I love and adore you so much, and cannot wait to connect with you in the next episode. In the meantime, go out there and manifest the magic.