Episode 26: Your Peers Define Your Future

Welcome to the Manifestation Babe podcast. My name is Kathrin Zenkina. And I'm a master mindset coach and success strategist for entrepreneurial babes just like you. I absolutely love helping you uplevel your life, your business, your finances, and helping you see the infinite potential within yourself to be, do and have anything that you want. It is my duty and obsession to give you the tools, the resources, strategies and teaching, you need to manifest the reality of your wildest dreams. Think of this podcast is your daily dose of personal development to maximize your impact, your influence and your income. If you're ready to get you're asked to take to the next level then you've come to the right place. I hope you enjoy today's episode. Now let's begin.

Hey gorgeous souls. It is Kathrin from manifestation babe.com and I am here in my hotel room after day one of the greatness mastermind with Lewis Howes. Coming back into my hotel room, I have like about, I want to say 45 minutes until now and our dinner, and I was super inspired to come back to the room and kind of meditate and reground myself. A little bit of that introverted energy kind of came up out of me. And so I decided to go back to my hotel room, get regrounded, do a little meditation, do a little affirmations that I do when I am always around groups of people, which seems like in the last year, I am always around large groups of people, it's just part of about up leveling. It's part of growing my social media, my visibility and intentionally putting myself in larger peer groups and kind of ease masterminds, right. So for those of you who don't know, I know I've recorded a couple episodes beforehand and even I know I've done a live stream when I initially just got into the greatness mastermind with Lewis Howes as well as Platinum partnership with Tony Robbins and just so much excitement has been happening. And I wanted to talk about the importance of peer groups because I think so few people truly understand what it means to hang out with people who are playing a bigger game, and the importance of the people that you surround yourself with and honestly, why it's also important to surround yourself with people who scare the living shit out of you. So a little bit of a backstory I wanted to give you guys and today's day one of the mastermind. Last night was the kickoff dinner and today was day one, and I do have a little bit of a backstory because I was going to record a podcast before, but I wanted to kind of go through at least part of the mastermind in order to really marinate this episode. And so my thoughts, my feelings have kind of shifted and changed and I do have some new insights. So I felt like this was perfect timing. So when I initially got into the mastermind, which is with, I want to say between 35 and 40 of these big time players, these multiple high six figures. So Lewis does not take anyone in who makes us less than half a million a year, up to several several million and he hand picks the people who get in and at first, you know, being super grateful that I even got in that I was even picked, because I can only imagine the amount of applicants that he got, I felt so freaking excited and I was like, "Oh my God! This is so cool just to be around these people!" You know, I can only imagine the connections that come out of here and then I was added into the Facebook group. And when I got into the Facebook group, what was interesting is that because so many members from last year, I want to say about 20 something members from last year, resigned up for this year, the group was the same as last year. And so when I got into the group with all the other newbies, which my best friend Stephanie Burgos is in there as well, which is

super helpful. Why is my doorbell ringing right now? I think that's Stephanie. Hold on one second. I'm going to edit that out of my podcast anyway.

So when I got into the Facebook group, or maybe I won't because this is real life to be honest. But I got into the Facebook group, all the posts from the previous year were in there and I started to you know, scroll through like, hey I'm just curious who's in here and then I realized a lot of people that I'm fucking a huge fan of are in there and people who have been following through their whole journey. One girl has like 500,000 followers on Instagram. She's really big in the fitness world. Her name is Amanda Buchi. Some of you might know her. I've been following her since she had 2000 followers. And so I've been watching so many of these people grow and they have inspired me so much, whether in my current business or my previous business which was more fitness based. There's a lot of people who have been so inspirational to me and I would scroll, scroll, seroll, see the names, see the names. And as I saw more names and saw more posts, and especially last year where people are like talking about these 10 member teams, 10 people teams, 20 people teams, 76 people sequences and their email funnels and just all these crazy things, how they have a podcast director, and how they're hosting their own masterminds and have these like 10,000 people speaking engagements, and I'm just felt like a tiny ass fish in a huge ass ocean. And of course, my ego kind of freaked out and I was like, Oh my God, am I even ready for this? Like, I always come from like, a very giving background. And so I'm always like, how can I help people? That's what I do for a living. I help people. You know, master their mindsets and gather the tools and the resources that they need and the strategies never to make their lives easier and to be able to build a very successful online business, that's my passion as well as money mindset. All the freaking manifestation money mindset tips that I can possibly share. I share and so I'm always like, how can I help people? How can I give? And coming across this group initially I was like, I have nothing against, like, I am a baby entrepreneur in here. This is so crazy. And immediately I was like, fuck! I was so intimidated and I felt so uncomfortable. I was actually kind of dreading the first weekend because I was like, dude, first of all 20 of them are going to be friends with each other. So coming from an introverted background, I'm a little bit less introverted than I used to be, but I do have those energetic tendencies. And so coming from that background, I was like, okay, so I kind of have to like, insert myself into the friend circles, you know, and the things that I'm going to talk about, it's not going to impress anyone because everyone's playing such a larger game than me. And then I remembered a super important principle, and a principle that actually made me successful. And the principle is, surround yourself with people who make you uncomfortable with their success. Surround yourself with people who intimidate you. Surround yourself with people who are playing such a big game, that you almost feel like you're an outsider. That you almost feel like you don't belong in the group. And it's in that moment that you actually do belong in the group. So Stephanie, who's my roommate who, at this hotel, we're in a mastermind together, and I didn't want to drive through traffic in LA, so I got a hotel with her and we're just being roommates and having fun. She actually got me into my entrepreneurial pursuits. And at the time, she was the one who was making about a couple hundred thousand dollars a year when I was \$25,000 in debt, broke and living with my parents at home. And I remember that it was by me surrounding myself with Stephanie constantly, and putting Stephanie at the forefront of my peer group, I think Aside from Tony Robbins on audio, and aside from all my YouTube people

that I used to watch, which is so funny, because I actually know these people now in person. and it's just amazing how life always comes full circle, but I always held Stephanie at the forefront of my peer group and she was my biggest mentor because I knew that her success would eventually kind of osmotically make its way to me because if I was consciously surrounding myself with people who played a much bigger game than I did in my life, I would eventually learn the habits, the techniques, the mindset tricks, kind of their thought processes, I would know how they talk, how they talk to themselves, how they think, what their habits are. what time they wake up in the morning, what time they go to bed, like success leaves, fucking clues. And success is not something that's a magic airy fairy formula. There's actually a science to achievement, like Tony Robbins always talks about science of achievement, and art of fulfillment. So being actually fulfilled and happy with what you do, that's an art. That's a balance between doing the things that you love, doing the things that you do well and actually liking what you're doing. But there is a science to achievement guys like, when you follow other successful people pay close attention to the things that they do. The people that they talk to, their habits, their strategies, but nothing is a frickin accident. Everything is done intentionally and on purpose. And so Stephanie was kind of the person that always gave me this bigger vision. And it was because of this bigger vision that she helped me with, I was able to step into that successful version of myself. And so immediately reminded myself that, and I thought you know why I'm gonna step into this room, I might be a little bit of the baby, which is kind of funny because a lot of these big time entrepreneurs got a lot of feedback from me on how to grow a large Facebook community because I know one has a 40,000 person group, and they were just floored with me and so thank you guys so much for being in this group because you guys gave me the content that I needed to really impress these people. It's just kind of funny. But anyway, I knew that by me surrounding myself with people Lewis Howes and Gabby Bernstein came in today and then Jeff Walker who's like this product launch like genius and knows all about funnels and how to launch products and there's a ton more people coming in tomorrow, but just surrounding myself with those people, and even if they intimidate me, and even if I don't feel like I match up to them, that's a great thing. Because if I were at their level, I would not be able to learn anything. And the key to these masterminds and the key to finding the right peer group is to be able to learn from one another, and people are human beings. That's another thing I always have to remind myself. People are people and they want to connect. So if you ever find yourself, kind of surrounding yourself with other successful people don't get intimidated because those people that you're surrounding yourself with, they want to connect with one another as well, they are looking for that love and that connection. And even if you might not necessarily be able to give them anything they still want someone to talk to. And it's amazing how many people, Stephanie's not in here and she'll probably agree with me, how many people in that room have the exact same struggles. It doesn't matter what level everyone was at, I kept hearing the same freaking struggle, Lewis "I need strategies.", "Guys, I need strategies.", "Anyone who can help me with strategies?", "Guys, I need help with funnels.", "Guys, I need help with team building.", "Guys, I need help with outsourcing.", "Guys, I'm getting burned out.", it's like everyone had the same theme and it just brought everything back to "Oh my God, everyone's a human being and we all have struggles. We all have challenges. It doesn't matter where you are on your path. We can all benefit from each other." And that was just such a beautiful thing to witness.

Now, my third point before I end this podcast because I do have a dinner to catch. I know a lot of people ask Kathrin how do you find a cure group? You're hanging out with these high level players, you're making all these connections that did not happen by accident. It didn't happen by magic. And even though Stephanie and I did pay a great chunk of change to be in this group, and this mastermind, initially, you know, when starting out, we didn't have the kind of money that we now have in order to invest in these kinds of masterminds. But you don't have to wait until you're successful because obviously, without the peer group, you can't really be successful in the first place. So how do you find a peer group? I get this guestion asked all the freaking time. So first and foremost, I always talk about the circle five, and that comes from Jim Rohn, who is one of Tony's biggest mentors. And he talks about how you're the average of the five people you surround yourself the most with and I take that shit so seriously. I make sure that my top five are people who I want to be like, who I want to share values with belief systems, because guys, it works like osmosis. Like whoever you hang out with, you're going to become the average. Everything's kind of like everything's going to spread out evenly. And so if you are always the richest person in the room and the most successful person in the room, or knows the most amount of information, all that is kind of kind of going to leak out of you across the other people. So you want to surround yourself with a dynamic group of people and people you who actually want to absorb the energy of or absorb the ideas of or the belief systems of, or just values and habits and systems and all these amazing things. And so, I keep my five. I take my five super seriously and people are like, well, Katherin, I don't have any friends in real life first and foremost, or I'm a stay at home mom, or all my friends are negative and they think it's an excuse to just stop right there. And I think, wait a fucking second, I've always been an introvert. That's kind of how I have identified myself as and I don't do that shit anymore. I don't call myself an introvert. I say I have introverted tendencies because I don't want to live in that identity anymore. I want to be this outgoing person. I want to be this high energy kind of really loving to connect with people. That's my new identity. So I'm very careful with my language. But when I used to have more introverted tendencies, I essentially had no friends, my friends would literally be either people online or I would just be so dissatisfied with real life people that I went on the internet and started to connect with Tony Robbins on YouTube. And then I would go and find someone else on YouTube. And then I find an author I really love so it'd be basically Dr. Wayne Dyer, Gabby Bernstein, Tony Robbins, and Stephanie was my real life friend, and just a couple other people. And those are my five that I surround myself the most with. And guess what? Those five people have really peak mindsets. Those five people are successful, they're fulfilled, they're happy. And so therefore, I started to absorb that energy and I started to become a bigger, better version of myself. Now, you're probably thinking, okay, Kathrin that's great, but I actually want to hang out with people in real life. And so what I say to those people is that the internet is filled with people. And I promise you that all successful people want to connect. And all successful people are looking for a mastermind. They are looking for their peer group. They're looking for new people to connect with. And as long as you set the intention, so universe, I want to connect with high level people. Guess what? Whatever you ask for, is delivered. And so as soon as you set the intention, I want to connect with this person, I want to connect with that person, and let me tell you this guys, this is freaking crazy. Let's bring it back to manifestation. I set the intention in 2018, that I would connect with certain people of a certain

caliber, just certain people that are making a huge impact in the world. I didn't care about their money, I didn't care about their following. I just wanted people who are making a huge difference, making a huge impact and who are well known in the world for making that kind of impact. And I started to write in my journal. Thank you for my introduction to blank. Thank you so much for my feature on blank. Thank you so much for my acceptance into the greatness mastermind. Thank you so much for my feature on xx podcast. And let me tell you, all of these things started to manifest, I set the intention that 2018 was a year of networking for me and the year of connecting with high level people, and the universe delivers. And another secret I wanted to share with you guys is when you come across a person, and let me tell you, there's a lot of people who make mistakes, and as I grow my business, and as my email inbox gets busier and busier, I hear from my team, which is now Brennan, how a lot of people tend to approach me when they're trying to make a connection and a lot of people make mistakes. And I know Lewis Howes talks a lot about this on his podcast. A lot of people come in with an ego driven intention of wanting to connect with this person because this connection with this person is going to make me better or bigger or make me more visible. Instead of this is how I highly recommend, and this is how most influencers who do it right connect.

You always want to find a person who inspires you and just support them. Just leave them a compliment, just like their things. Comment on their things, engage with them, send them a message of a compliment. Tell them how much you love their book, tell them how much you love their podcast, tell them whatever it is that you want to tell them. Leave a genuine comment and just give them some genuine support and then stop right there, because if you keep going, what essentially is gonna happen is like, "Oh, yeah. I love you. I love your living. I'll do this for me." And when you connect with them, they have no idea who the hell you are. And they are so busy that asking them for a cup of coffee or asking them to leave you something or write something for you or do something for you, they barely have time for their lives, so what makes you so special that they're going to go out of their way, ignore their family, ignore their responsibilities, ignore their current clients and customers and decide to help you. And so when you start building connections, guys, these are just like friendships. When you try to build a peer group with a higher level crowd, you have to just make a genuine connection. When you go out on the street, and you meet people or you meet people out to dinner, do you start pitching yourself right away? Hopefully not. Hopefully, you're saying, "Hey, how are you? What are you up to? What do you do? Oh my god, that's so cool." And you just see where the conversation goes. And if it doesn't go anywhere, that's okay. Make another connection. And maybe on the third connection, you talk about an opportunity that you might have or the two of you might collaborate. Does that make sense? And so check out what they're up to, support them, leave them a genuine comment and start to build a friendship. You guys, these are real life people. And they want to have friendships, if you're a genuine person who just wants to give, who wants to help them, you know, be a giver, not a getter. Be a constant giver of advice and just share freely. b]Believe in abundance. Believe that there's nothing holding you back and that everything is always going to come back to you tenfold. So maybe if it's not this person who you helped and gave advice to and gave help to, maybe it's another person of the same caliber or even bigger, or someone similar, who actually decides to support you in return. So you can never have these expectations that, you know, I helped you on this person, you need to give

back to me. It can always come from outside sources. So believe that everything's always going to come back to you and don't rush this process. It took me years to find my peer group. It took me years to kind of join in on these high level masterminds, and join in on these high level peer groups and collaborate with these people who are huge influencers and have lots of followers and are making a huge impact in the world and making lots of money. It didn't just happen overnight. It happened with genuine connection, and setting the intention to find them and just doing my own damn thing. The amount of times that I pay attention to the outside world, outside of what's on my to do list and what's on my journey and what's important to me you guys is almost nothing. I don't pay attention to what's so and so's doing, or this person, or checking on that person's feed, or looking at that person's newsfeed because I respect my time so much that I use my time wisely, and I funnel it all into my mission. And you guys, there's nothing more inspiring to someone than someone on this huge mission who wants to make a huge difference in the world, who wants to make an impact, who wants to benefit the world and be a giver and keep giving value that stuff gets noticed. The more time you just spend on funneling your energy into the things that matter, the more people will notice because people, even the big people, they all feel inspiration. They all know what it looks like when you have drive. They all can get inspired by you because we're just human beings. We all want love and connection and we all love fascinating people. So that's just kind of how my methods have been so far. And then another thing that you can do is join a high level mastermind. So if you have the cash laying around, or you want to make the investment, which I'm all about making investments, whether I have the cash or not like I always make it work. And so joining high level masterminds, you know, paying the fee, filling out the application, that's always an option. That's always going to put you in a room of people that you normally won't find all together at once anywhere else. And also create your own little get together. Create your own little mastermind, and even if it's not necessarily filled with everyone that you think will directly benefit you in the beginning, you never know who those people know. And you never know what those people are going to be up to within four or five years and how they're actually going to help you because you helped them. And so gather your own little group of successful people or people who want to be successful entrepreneurs who are on the mission and even if they're starting out, barely making \$1,000 a month, that's okay because the fact that they want to be in a mastermind, the fact that they want to be surrounded by the right people means that there's drive there and guess what? Guess where drive, plus law of attraction plus ambition plus a little bit of work does? I don't believe that success comes from hard work, but it definitely comes from a good work ethic. So I always include that you got to have a little bit of work, a lot of action. And you know, all the other pieces all that together, you never know where these people are going to be within four or five years including you. So don't ever undermine anyone and don't ever undermine your success. Don't ever look down on someone because you just never know.

And that is my episode for today. So I am going to go to dinner now. Please let me know how you enjoy this episode. Go ahead and screenshot your phone and tag me If you enjoyed it, let me know your thoughts. Those of you are watching me on live stream, I'm sorry for some reason your comments aren't showing up and I'm sure they're there because I'm seeing all the followers and all the viewers coming on and I just don't see comments or emojis. So leave me a comment on how much you enjoyed this, what you learned, who your peer group is or why

you're ready to form a peer group of your own? You can find your own mastermind within the manifestation babes group. Also, if you are on iTunes, I would love if you left mirror review the feedback is what keeps me going, the feedback is what gets me in front of the microphone in front of my phone during these little bits of time that I have to keep giving you guys this free valuable content. And the last thing I wanted to mention is those of you who are in the rich babe challenge this week, oh my god, I get to pick a winner tonight. So after the mastermind, I will be dming and announcing the thousand dollar winner which is super exciting. And also segwaving it from that into the fact that the rich babe program closes for this round next Friday. So if you are not yet in this Rich Bay Brown, guys this is the money program to end all money programs. I know that there are a lot of people out there who tried to split up all their advice into several different programs and once you're done with the program they say, but don't you want to know everything? Get into the next program. but don't you want to know everything? There's stuff that I haven't told you yet. Get into the next program. And I don't believe that. The way that I do my programs is I give you freaking everything. So if 2018 is the year that you want to take your money to the next freaking level, that you want to break through six figure seven figure, I don't care what your number is, if you're ready to release the limiting beliefs that hold you back, if you're ready to release those perceived blocks, and just completely annihilate them and just get into this resistance, free vibration around money, kind of where I am right now. Where I started and where I am now are completely different worlds and the thing that bridges the two together was my rich babe program. It's my rich babe process. I am such a believer in it, it's changing lives. It's doing incredible things. Everyone that I've talked to about my rich babe program at this mastermind have been totally impressed. So I know it's good stuff, I know it's changing lives, it's changing the world. My mission is to have 600 women go through the program this year because I believe that when good women earn good money, they do great things, which is Chris Carter's little phrase that he has on his "For the Love of Money" podcast, which is also highly recommended and he's in this mastermind. I just truly believe that when good people have good money, they do incredible things. They become philanthropists. They become the people who take care of one another. They become the people who use money to fund other opportunities and to fund and to support families and Christmases and do all these amazing things with money and I know that you can't just give all your money away. So obviously it comes into your happiness levels and imagine what life would be like if you never stressed around money again. Imagine what life would be like if you never had to worry about paying another fucking bill again. Or you just knew that the money was always there. The money was always in the account and you had financial freedom for the first time in your life. So if that's something that's speaking to you, go to the show notes right now and sign up, don't even think about it. I promise you guys it is worth it. I teach it live every single round. And so you get my live energy, you get live Q&As and it's just really good stuff. And for those of you on the live stream, I will post it in the comments as well as the caption of this video. Alright guys, now I really have to go. So thank you so much for listening, and I'll see you next time. Bye.

Thank you so much for tuning in 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 the good stuff coming. If you aren't already following me on social media, come soak up some extra inspiration on Instagram by searching @manifestationbabe or by 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.