

Episode 40: 5 Things They Don't Tell You About The Path To Success

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.

Hello gorgeous souls! It is Kathrin from manifestationbabe.com and I am so excited to be recording another podcast via livestream. Hello you guys those of you who are watching! Welcome to those of you who are listening to the podcast! I'm so excited to record another episode because I keep promising you guys and promising myself to be more consistent and so this is part of my promise, is that I get so many DM's, so many comments, so many messages of just like Kathrin, where and when is the next podcast coming out, so really blessed and honored that you guys love these episodes so much. So I wanted to record an episode today and by the way, I am still so freaking jet lagged, it's insane. I remember coming back from Bali last year, and we went to Bali and then we flew back and I had a live event. Literally two days after I flew back from Bali. So 48 hours later, I had to be speaking from literally 9:00 AM to 5:00 PM, with a dinner and then again the next day, and I am so incapable of getting out of bed before 10:00 AM right now, it's actually kind of sad and I'm just trying to wake myself up at 7:00 AM so that I can go to bed at a reasonable time because now I've become a night owl. So I'm just kind of confused and kind of struggling. So any advice on how to overcome jet lag about five days after I'm already back in the United States would be greatly appreciated. So which is why I didn't hop on live this morning and it's actually afternoon now so sorry, you guys. I wanted to record an episode on something super important now, as someone who's been on this crazy, wild of a journey in the last two years, I'm teaching you about mindset, teaching you about manifestation, teaching you about money mindset, teaching you on positivity, helping you become a happier, healthier, wealthier, best version of yourself. I feel like this is an important topic to talk about because it just shows you that you really need to have a mindset of steel, whether you are just starting out whether you are on the path to success, so you're like somewhere in between, or you are already successful, life requires you to have a mindset of steel all day long. So it's interesting because I had a client session today and I was talking about how there are always ups and downs in life, there's always going to be seasons and cycles whether you're an entrepreneur or not, just in life in general in relationships, in life, in business and health and wealth, like there's always going to be ups and downs, but as long as you are constantly improving yourself and working on yourself, those those downs aren't necessarily as low as they used to be, which is a beautiful thing. There's a lot of people that come to me and they're like Kathrin, how come, you have this belief that every time something good happens right away, something bad has to happen. And I remind people that that's just a belief and although life has seasons and cycles, the lows aren't going to be as low as your other lows as long as you're constantly improving and working on yourself gaining awareness and focusing on

how you can become a better version of yourself and working on your mindset, especially creating that mindset around certainty, that mindset around success being inevitable. A lot of people ask me like Kathrin, what's the number one belief that has helped you the most in business? And for me, it's proceeding as if success is effing inevitable, where it doesn't matter what happens, what someone says, whose opinion affects me, it doesn't matter what, season or cycle, my business I'm in, doesn't matter if I'm having a good day or a bad day, I know that the end result, I'm going to be successful. Success is absolutely inevitable. Thank you so much Celia, I just saw your comment. She said, I look glowing. Thank you! So anyway, I wanted to really talk today about the five things that they don't tell you on the path to success. So this is information that wasn't expressed to me, wasn't told to me and maybe it was, but it's something that I had to experience myself and I know that it doesn't matter where you are in your business, it doesn't matter where you are in life where you are in your journey that you will inevitably experience these things, but it doesn't mean that these are bad things necessarily. It might seem a little bit negative, and it might be more of one of my negative podcasts, kind of focusing on the negative things and negative aspects of success, but really what I want to do is I want to coach you and I want to train you and I want to help you see the positive upside, the positive perspective and show you that even though these things happen you can still be successful, you can still be happy, you can still be fulfilled, you can still have, be do and have everything that you want in life. So the number one thing, let's just dive right in, the number one thing that I have on my list because I did make a list and I compiled it over the last week because I've been having one of those weeks where it's like knock down after knock down after knock out after negative news after negative news. And it's funny because human beings have amnesia in these times, have you ever been in that, I call it being in a tunnel, where you can't see the light ahead of you and you're just in this dark place, you're kind of going through this low point and you just have amnesia about all the good times in your life. You just have amnesia that there's a high after a low, you just completely forget about it. And the thing is that I want to remind you guys that I am having one of those weeks and even though I'm having one of those weeks, I have to still remind myself that the up is right around the corner. Okay, so number one thing about the five things that they don't tell you on the path to success is number 1, you're going to get unsolicited advice 24/7, unsolicited opinions, unsolicited advice, and it won't ever get easier to get hate or negative comments, but you will have a higher awareness when you do. What I mean by this is I seriously have been growing. Manifestation babe has also been a lesson in human psychology, not because I coach people on their psychology, but really just seeing how people interact online, how people behave, how people express themselves, how people share their opinions, how people take out their judgments on other people and it's been fascinating to me, and I've learned that as you become more visible, as you become more successful, it has nothing to do with you. It's just the fact that you've become a bigger target. It's just the fact that someone out there who is hurt, who feels like they need to justify themselves, who feel like they need to attack someone, who feel like they need to just project their feelings about themselves at other people, because you are growing in your following, in your message, in your voice, because you are getting bigger per say, you just become a wider target and so when people are looking at someone to just throw unsolicited advice at or someone to just share their opinion with, whether it's a positive one or a negative one, and I get a lot of positive feedback, let me let me just start by saying that the majority of the feedback that I get, the majority of the DMS I get

in emails, I am so blessed to say that they have been very, very positive, but it's been one of those weeks and from time to time, I will get negative comments, I will get just unsolicited advice about like my diet, and how I look and the fact that I look tired, and the fact that what I'm doing is my business and what my posts look like, my graphic design, my photos, just like a non stop unsolicited advice about how I can improve myself and be better and it's almost as if people forget that you are a human being. It's like the bigger you get, the more of a target for perfection you become because it's like people have amnesia that you are also a human being. They look at your following number, they look at your income, they look at your financial success, they look at your success period, and all of a sudden they have amnesia, that you are just a human being too and that becomes a problem where if you don't have this mindset of steel, all of a sudden you feel this pressure to be perfect. You feel all this pressure to filter yourself, you feel all this pressure to do all the shit that you hate, because you feel like you have to be doing it for these people. You feel like all of a sudden your diet is wrong, just because you're not a vegan, or you feel like you know, whatever it is, is wrong, because you're not as passionate about something as other people are passionate about, or you feel like, your business shouldn't be this successful because you haven't had a professional photoshoot until like two years into your business and so all these people just throw their projections at you. And all of a sudden you feel this pressure and amnesia about yourself that you are also just a human being. And I wanted to mention this point, because I don't care where you are in your journey, I want you to know that even if you have millions of dollars, millions of followers, if you are featured on Huffington Post and Oprah, knows your name, and all these amazing things, that you are still allowed to be a human being. And I think the biggest mistake that we make is we put people on pedestals, we put people, we put other human beings, people who have a right to be wrong, sometimes people who have a right to make mistakes, people who have a right to have their own opinion, when we put them on pedestals, all of a sudden, we feel like, oh, they're not worthy of our attention anymore. Oh, they're not worthy of success anymore. They're not worthy of being a human being. And if you get enough of that messaging, when you don't have a mindset of steel, when you don't know your worth and your value, just innately with or without the following, with or without the money, then you tend to kind of retract and hold back your message and hold back your truth and you start to filter yourself. And the reason why you even grew this following, the reason why you even are where you are, is because you were yourself unfiltered. You got yourself to where you are in a specific way and the only way you can fuck it up is by allowing other people's advice and opinions to bring you down. And people are always going to think that they can do better. Let me tell you how much unsolicited advice I have received about my Facebook group. Those of you who are in my Facebook group watching me right now, you guys have no idea how much hate, how many negative comments, how much advice on how to run it that came from people who have never even opened up a Facebook group themselves. You have to remind yourself that the only way you can judge another human being which is never, is if you have directly walked in their shoes, and it is impossible to walk in someone else's shoes because no matter how many similarities you have, you'll never be them. You'll never experience life through their unique perspective and so therefore it is never right to judge another human being ever! So that's point number one, is that something they don't tell you, something that you learn on your own on this journey of success is that it's gonna just become a bigger target to people, but it has nothing to do with you, it has nothing to do with your worth, it

has nothing to do with your level of success, it has nothing to do with who you are, has nothing to do with your humaneness, it just has everything to do with the fact that you're just growing. You're evolving. You might threaten some people, some people might you're more likely to trigger something in someone else. And that's just the truth of it.

Number two, you have to have consistent tunnel vision because there are a million and a half things happening around you all the time. The number one advice that I give to follow business owners and people who are on just on this journey of impacting as many people as they possibly can, on this journey of becoming these influencers, people who want to change the world, people who want to inspire others, people who want to start a company, whatever it is, the biggest piece of advice that I share with them is you have to have tunnel vision, you have to stop watching other people's lives. You have to stop engaging in conversations, and Facebook posts and other Facebook groups and some people just spend hours and hours and so much energy looking at other people's websites, looking at other people's stories, looking at other people's Facebook posts and there's nothing wrong with that action itself because I have a lot of friends and really cool people whose stories I watch, whose websites I visit, because I actually want to buy their programs and who inspire me and I use them as inspiration or use them as someone I can support, but a lot of people get so involved in every single conversation, every single comment, every single story, every single post, every single thing, and just every single email and everything that happens and that you have to remind yourself that you need to have tunnel vision. Especially for me personally, I now have a team to help me with my tunnel vision, but sometimes me being an imperfect human being, I literally will start asking them to wait, what happened? Who said what? She did what? Who did? Like I would just start asking a million questions and have them shut the hell up, this is not your business. And it's so true for me to be able to show up every single day in as positive of a mood as possible and to show up as a leader and to show up high vibration every single day. I have to have tunnel vision. Sometimes it's not any of my business to get involved in a DM that triggered me. It's not my business to get involved in comparing myself to other people. It's not in any of my business to feel like I'm in competition with another woman or I'm in competition with another business owner. It's not any of my business to not have tunnel vision and there's just like a million things that are always going to be going on. And Marie Forleo said something really impactful yesterday, not necessarily yesterday because it was like a very old Marie TV episode, but I watched it yesterday and she said that you're not an entrepreneur, if you can't handle the fact that there's gonna be a problem every day. You're not a real entrepreneur. If you can't handle the fact that there's going to be something that irritates you every fucking day. There's going to be something that throws you off your game. There's going to be something that just gets under your skin. There's going to be something that happens, an angry customer, an angry email, someone's always going to be unhappy with you and that is a part of doing business. You cannot please everyone, you have to keep evolving. And this is actually going into point five, which I want to transition into point five right now because it's so related. Point number five is that you'll actually stop resonating with people as you evolve and you can't pay attention to who still follows you, you must evolve anyway. And what I mean by this is that there's a lot of people that I remember used to follow me and used to support my work and used to be like my biggest contributor in my facebook group, and used to be like my biggest contributor on just like commenting on all my Instagram posts, and I'll randomly come across them and realize that they unfollowed me, or I'll

come across them and realize that they no longer resonate with my message. They no longer resonate with who I am, for some reason they stopped liking me. I've even been blocked by people. There's friends that I used to have, who I literally cannot find on social media anymore. And when I do it shows basically, you know, when you're blocked on Instagram, on Facebook, it's a little more challenging because you can't even find their name, and if you pay attention to that shit, you won't evolve, you have to keep evolving. Anyway, you have to understand that as you evolve, you're going to become less of an energetic match for some people, and as you grow, you're going to grow into new relationships, you're going to grow into new connections, you're going to impact higher level people, higher vibrational level people, as you raise your vibration, and that's just like a natural part of business. Again, it's a natural part of growth and so a lot of people will download the app that shows you who unfollowed you in the last seven days and why did they unfollow you, why did this person stop talking to me? Why does this person no longer like me? I've gotten messages basically saying like, oh, Kathrin you've changed, I used to love you in the beginning, but I no longer resonate with you, blah, blah, blah. And it's so easy to get caught up in that. But you have to have tunnel vision against that too, you have to understand that in the grand scheme of things, you are growing, your people are growing, your business is growing, your following is growing, your impact is growing. And if you look at every single little person that's common gone, you're gonna get so sucked into just that's just gonna drain all your energy and you have to understand that you're obligated to keep evolving, because there are so many other souls that you need to impact and the only way that you can impact them is if you keep evolving. If you keep raising your vibration and allowing you the universe to create space, I always see the universe as creating space. So every time I lose a connection, every time I lose a follower, lose a customer, lose a relationship, I know that the universe is creating space for 10 times more. So for every person that leaves my life, I'm creating space for 10 more people. 10 more people who are aligned with me, who I resonate with, who I can help, who I can impact who I can serve, who I can become friends with. That is point number five. Going back, I have two more points.

So point number three of the five things they don't tell you on the path to success is, this one's a biggie, your time becomes extremely valuable. I shit you not, I've never valued my time more than I do right now. I never understood when successful entrepreneurs would be like, you have to have boundaries with your time, your time is money, your time has value, your time is valuable, and you cannot just give away your time just because you have to be really intentional with it and that doesn't mean don't talk to people who don't pay you, that's not what I mean. It just means you have to really value your time enough to ask yourself is this relationship a plus plus relationship? One of my coaches, who's my NLP coach, always says relationships are either plus plus, plus minus or minus plus or minus minus. One person is either giving while the other is taking, or you're taking while the other person's giving, or both of you are taking, and those are all very just non serving relationships. There's also that relationship of plus plus relationships. And so what I mean by your time becomes very valuable is that you only have time for plus plus relationships. You don't have time for bullshit anymore. And here's the thing that happens with this, is one of the things that I didn't know and that I've started to experience is that you're gonna have people who start testing your boundaries. Have you ever put up a boundary? Have you ever had a conversation or cut a cord with someone and set a boundary even on an energetic level, and in that moment, is when they decided to test that boundary?

Have you guys ever experienced that? Because that happens all the time when I set a new energetic boundary, all of a sudden I have just this huge, massive group of people who just don't respect the boundary. They decide to test a boundary. It's almost like the universe saying how 100% certain are you about setting this boundary? And something happens also as you grow and as you become more successful, is that there's going to be friends who feel especially entitled to your time just because you guys are friends. And I've come across people who have made like one connection with me in person or maybe two connections, but we're not necessarily like BFFs or not necessarily friends. It's just we were really kind to each other, we created this connection, we become acquaintances, but all of a sudden they feel extremely entitled to my time, they feel extremely entitled to a free coaching session or free value or for me to just give them everything that I have, just because I've made that connection. And I see it as the universe testing that boundary asking you how serious are you in creating this boundary which is point number three. And point number four is you will be tired and go through cycles and go through seasons and sometimes you might be exhausted because the energy expenditure is insane, especially when I am in a marathon, which I have been in one for the last six months. I am finishing my marathon on Wednesday. What I mean by this is not literally running 26 miles, what I mean is that I have been non fucking stop since August, I would say of last year, where I went from event to event to travel to travel to event to my own event to speaking to training to certification to event after event. And I literally have my last event of this season until mid July, which is actually an event I'm really excited for. It's called She's building her Empire hosted by Stacey Tushaw, and I am one of the speakers at that event. So it's like my last kind of event before I can give myself an opportunity to relax and rejuvenate and focus back on courses, focus back on my audience, focus back on giving value and giving content because especially in the full month of April, I have been so focused on serving my Bali girls, which takes out two weeks , two entire weeks for every retreat that I host, even though the retreat is just seven days long. There's a lot of prep work there's travel. Flying to Bali takes 20 hours, 22 hours if you count the stop and then you know getting accustomed to the timezone and then laying everything out and making sure my content on point and thinking about how I can best serve them and my team and all these things that we have to set up making sure the villa's good, we have drivers and people are going to get picked up from the airport on time. And then after their treat then it's like there's this downtime period of me just like staring at the ceiling and being like holy shit that took so much energy out of me, which is surprisingly the last retreat, energized me, but I still needed a mental break, obviously. So takes up two weeks of my time and then goes to Singapore and preps for this event, all this stuff. It's just like so much stuff, one after another after another. And I've come to realize that this is just a part of doing business and I'm in a cycle and season of what you would call hustle. And there's going to be a cycle and a season of what you would call flow and just relaxing and getting back into just the basics, the very basics of why did I sign up for this, why did I do this. It's because I have a passion for teaching manifestation. It's because I have a passion for talking about money mindset. I have a passion for helping women take back their earning power, and to develop their relationships around money in a positive way. And that's just like the basics of everything that I've ever started with manifestation babe, but getting up into this point and sometimes getting up until this point of just realizing why you are doing this in the first place might require some crazy energy expenditure. And that's just a part of success, and that's just part of the path you have to learn

sometimes through exhaustion, and confusion and having breakdowns. What is it that you want to do versus what is it that you no longer want to do? What is it that you want to say yes to versus what is it that you want to say no to and sometimes through exhaustion and through mistakes, through breakdowns, through mental breakdowns, through crying through all this negative stuff, that actually is very positive because it's serving you and polarity is always serving you. And polarity is always showing you what you do want, versus what you don't want. You're still going to experience through this path of success, everything that you don't want, so that you get crystal clear on where you actually want to spend your time and energy. It took me about six months to recognize what I actually wanted my business to look like. The last six months I've really recognized what my business model is, where I wanted to spend my time, how I wanted to spend my time, what I wanted to do and how much money I want to make doing all these things. And it took me a while to realize that I don't always want to be go, go, go! I want seasons of go, go, go that are much shorter. And I want equal seasons of me just resting and rejuvenating and just doing my thing and being who I am. And obviously it took a really long season of about 18 months for me to be go, go, go all the time in order for me to receive enough polarity, enough exhaustion, enough tiredness to recognize like hey, actually, I just want to launch things and do these amazing things and really be go, go, go, and serve people at my highest level for about a month, and then be able to take the next month off, and then come back to it after the next month and then be able to take another month off. And when I travel, it's not necessarily being go, go, go, while I'm traveling because that exhausts me, but actually being at home and having a consistent schedule for that month and then being able to travel. So you have to go through these seasons and cycles to learn what it is that you want. There is no guidebook, there is no rulebook, this is not something that I can just share with you and tell you how you're going to feel when you're going to feel it and how you can avoid it. It's something that you have to experience yourself. It's something that you have to go through yourself in order to recognize, okay, this is what I want. This is what I don't want, and I believe that that's a beautiful, beautiful thing.

Okay, so that's pretty much all I have for today my five points of five things that they don't tell you on the path to success. My intention here is not to share with you all the negative things about success, or share all the negative parts of the path to success, what I'm here to share with you guys is to empower you and shift your perspective so that you don't expect these things, but you just know that yes, they are normal. You are completely normal to be frustrated and triggered and to be a human being and to be tired sometimes, and to have people test your boundaries. It doesn't mean that you're lacking in any way, shape or form, it just means that you are being a normal human being who is growing, who's on the path to success and you're just one of the people who really know that they were meant for more and this is your path, and you're so excited about it. And sometimes you might hit those weeks where it just seems like everything's going wrong, and it's completely normal. That's my message for you guys today, that everything is completely normal. So I hope this helped you. Let me know by either screenshotting my podcast right now and sending me a DM or a tag and just letting me know if this is helpful. If you're watching this live with me right now via Instagram or my facebook group, let me know in the comments if this is helpful, just so I get feedback, and I'm able to then tailor my podcast to more and more customizable topics based on exactly what you guys need to hear and when you need to hear it. And the last thing I wanted to say before I go is I still have

my 12 universal laws masterclass on sale for just \$8. And that is my master class, where I teach you how to really hone in on your manifesting powers through all 12 universal laws of the universe. Most people just take the law of attraction literally, and they think that there's only the law of attraction, and that is why they get so frustrated with manifestation. That's why they get so frustrated with the time lag and worrying about the how and all these things that people typically get frustrated about when it comes to manifestation. And so in this masterclass, I show you the whole wire spectrum and I share with you how you can apply all 12 laws and the entire spectrum to really be able to become a world class manifesting master. So that masterclass I'm actually raising the price at the end of April, because it's just so shit cheap for the value that I give in there so if you want to take advantage of that, I'm gonna post the link on Facebook. The link is in my bio on Instagram or if you just go to manifestationbabe.com under courses, you'll see the 12 universal laws masterclass. And I'll make another post as well because I highly I've been receiving so much amazing feedback from it ,that it just makes total and complete sense and it's helped people so much and even though most of us, me especially, I've known this stuff on an intuitive level, but I just didn't know how to quantify and qualify it like I didn't know why sometimes shit hit the fan. I didn't necessarily know why. Physical action is a really loud alarm. I didn't know exactly why physical action is necessary for manifestation and why we have polarity especially why we have the seasons and cycles because I always took law of attraction. So literally I thought like attracts like, why am I receiving polarity? Why am I getting what I don't want and so this is a masterclass to really explain that to you, those of you who are listening to the podcast? I'll also link this in the show notes and hope you take advantage of this masterclass before the price goes up. Okay, I love you guys so freaking much and hope you have a fantastic day. Bye. Thank you so much for tuning in today's episode. If you absolutely love what you've 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 at [manifestation babe](http://manifestationbabe.com) 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.