

Episode 43: Drop the EITHER OR Mentality

Kathrin Zenkina

0:15

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 your ass kicked to the next level then you've come to the right place. I hope you enjoy today's episode. Now let's begin.

Kathrin Zenkin

1:12

Hello gorgeous souls. It is Kathrin from manifestationbabe.com and first and foremost, I wanted to just quickly say that I felt inspired to record a podcast and I'm one of those people where I don't care what the conditions are like I have trained myself, to do business, to record podcasts, to go to the gym, to accomplish things, whether it is perfect timing or not. And I feel like we're recording this podcast right now while my neighbors are blasting music, literally and it's not even that loud you guys, because I went outside. It's alright. They're probably a bunch of younger people, younger kids. It's Saturday morning, you want to get hifey, whatever you want to do, but it's like when people put those speakers, or I guess you would call them subwoofers or whatever, I'm not familiar with sound systems, you know how it's like in some people's trunks and when you turn on the music, the bass literally shakes the whole car, and it makes this vibration that just sounds like nails on a chalkboard. Literally, my walls right now are doing that. So it's not so much the volume but more the vibration that just drives me insane. But I'm gonna go ahead and record this anyway, I'm using a microphone that's not catching as much sound around me and more capturing the sound that's right in front of me, so hopefully you can hear me okay, and hopefully it's not going to distract you either. Anyway, so it is Saturday morning and I felt inspired to record a podcast based around something that I actually had to work through this week. As you know, like this podcast, my live streams, my social media, everything that I do is a reflection of legit things that I have had to work through myself because there is no way in hell I could come up with this much content or this much information if I did not have to go through the trenches myself. And I'm so passionate about Manifestation Babe and its mission in teaching others to manifest. Teaching others how to keep themselves in a high vibration no matter what life throws at them and help them be more abundant with money and develop an abundance mindset just in general with the entire universe and everything in it. Because this is the stuff that I had to learn. I struggled with it and I had to learn how to go from a scarcity mindset to an abundance mindset and go from depression and anxiety to being happy most of the time. These are all things that I had to learn things that I had to overcome. So many of my podcasts come from direct breakthroughs that I have personally had and/or help my clients with and helped my students with, whether it's in Rich Babe

Academy or Manifestation Babe Academy or any of my smaller courses. So last week, I guess I don't know if you would call it this week or last week, but a couple of days ago, I was having a bit of a moment and it's funny because it was definitely PMS induced. So I was feeling a little moody and I can just feel my ego getting in the way and Brennan knows when my ego's getting in the way. And he really pulls out his masculine energy on me because my ego is so masculine and it needs a more powerful masculine energy to overpower it. And sometimes to the outside perspective it looks like Brennan and I are about to kill each other because it's literally like my ego is so pissed off at him. And his higher self is trying to push down my ego and it's like these two masculine energies just butting heads and going at each other. And finally, Brennan and I sat down, because we decided that we needed to talk through some stuff and he gave me a breakthrough. He literally recognized a limiting belief that was giving me so much stress that I wasn't even seeing because it sounded so ridiculous by the time he pointed it out to me. So I had this limiting belief that started to come up. Now that we are in Los Angeles, we are focusing on building the business, focusing on launching Manifestation Babe Academy, we're doing a five-day challenge and we just spent all day yesterday filming it, we're just going hard for the next two months to really set our team up and set ourselves up. We're giving our team all of these projects to do. We have recommended/required reading for them; we're just going hard and really structuring our team to get behind us and to get behind the vision, and also be self sufficient, independent and dive deep into other projects that Brennan and I are not necessarily fully in, so we are guiding the project, but they're really on their own just figuring out, so empowering our team. And at the same time, I started to get down on myself and I had this limiting belief pop up being like, "Oh crap, either we can have a successful business and a structured team, because most successful companies have headquarters and they're stuck in one place and they have an office and their structure and people are in one place, or we can travel the world, but if we travel the world, we can't have that structure. We can't really be the CEOs that we want to be. We can't really be the leaders." And I just got so stressed out and it was so funny because now I look back and I'm like, "Wait a frickin second, the last two years of Manifestation Babe, or at least the last year since I actually started hiring people, we had already both the successful business and structure team and we were traveling the world." And so I was like, "What the hell is going on here?" And I started to think how many human beings automatically stress out because they start to limit themselves and they fall into this false belief system around, "You can have this or that, either this or that, but you cannot have both." And immediately it just clicked for me. I'm like, "What the hell? I can have both! It is totally possible to have both. There are people out there who are both traveling the world like crazy and also owners of really successful companies. What is going on here?" So of course I was my ego, but it also brought me back to a story that I want to share with you guys. It's something that I've never really thought too much of but I feel like it relates to this podcast episode and it relates to the topic of how you really can have both and how we are taught and conditioned and we are led to believe that you can either have, for instance, wealth or happiness. You can either have free time and enjoy yourself or you can have success because success means you have no free time. There was this psychic and I'm not going to name names because I honestly don't remember who it was, but I had a reading done because I'm this reading freak and I love getting readings done and I love connecting with energy healers and people who can read into energy and all that good stuff. Because that's part of my woowoo coming out because I feel like I have this logical part of me that helps me really condense these complex spiritual principles into simple terminology. And

I'm so grateful that I do have a little bit of that analytical brain that helps me do that, but I don't lead my life with my analytical brain because if I lead my life with my analytical brain I would never follow my intuition. So that's my really woowoo side of me that loves cards and loves crystals and love psychics and readings and all that good stuff whether or not it makes sense or not, to my soul it always it always makes sense, right? To my intuition, this stuff is fun. It makes sense. It's always led me and guided me down the right path, but here's the thing that happens with psychics. So I love psychics, there's nothing against psychics because I believe that we're all psychic. We all have clairvoyance, clearaudience - however the right terminology is. So all of your senses, you can have heightened senses and I believe that we are all psychic, we all are to tap into the same force, the same powers, the same energy that all of these psychics can tap into. The thing is that I wish more psychics would understand that perhaps when there's a negative kind of energy or negative message or a negative something going on in that person's energy field, that they were a little more careful with how they expressed that message to the sitter, I guess is what you technically would call the person getting the reading, right? So I wish that more psychics would understand the power of the subconscious mind and how if you tell someone something and they really trust you, because here's the thing, I'm going on all sorts of tangents, but I promise they're going to make sense. So when you have a doctor in a white coat, you know that white coat that doctors wear, that is a form of hypnosis. When a patient hears something from a person in a white coat like a doctor, they immediately take it as truth because they're putting all their trust into that person's education, their knowledge, their status who they are in society. And so if the doctor says oh you're gonna feel worse or, you're gonna die in five days, you're getting sick, you're this and you're that whatever the diagnosis is, they immediately absorb it into their subconscious mind and it becomes part of their identity. Sometimes I wish more psychics would understand that when you share a message with someone, you want to make sure you have some sort of positive spin on it because whatever you say, they are trusting you. And whatever you say they're gonna take in as truth and so if you say, oh, you're gonna go broke this year, even if - you know because there is freewill right and so whatever. Oh my God, this is another tangent. So whatever psychics see in your energy field is just a representation of your energy at that time. It is not even the truth. It is not even exactly what's going to happen. You know, 6 months to 12 months from now, because you can always change it, you have free will. And this is going back to the story that I'm going to share with you. So the psychic started to tell me that unless I heal something or unless I do something or unless I bring attention to this, which is a great message, because it means I can heal it, I can bring attention to it, I can change it. But it really scared the shit out of me because I started to see I started to manifest some of this.

Kathrin Zenkina

12:33

She or he I don't remember told me that I'll never be both. So this is part of my karma this year, right? Or this year in this lifetime are part of the thing that I'm working through in this lifetime, that I can either be both financially successful, or, here it comes, or happy in a relationship at the same time. Happy in a relationship. I can't. I will never have both my finances and my relationship in a good place at the same time. So I'll always be financially struggling while I'm happy in my relationship. So Brennan and I are really happy things are

going well well. At the same time, there's going to be some sort of financial struggle. Or things are gonna go well, bank account on fleek like everything great, money flow everywhere, but we're going to be fighting at the same time all the time. And I thank God having the mindset knowledge as I do now, and the awareness that I have now about freewill and how this isn't necessarily the truth, I got so pissed off. I was like, there's no way in hell that this is going to be my truth and it immediately brought me back into just thinking about the conditioning that we have in society about either or mentalities like you can either have this or you can have that and how most people would just take this in as truth and then end up manifesting it because it's seeped into their subconscious, they have agreed to it. And now, they're always going to be either financially struggling and happy in the relationship or financially happy and struggling in their relationship. And I just remember declaring bullshit. I don't know if you're like me where someone tells you you can't do something or that's not possible, you just set out on this mission to change it, you set out on this mission to not necessarily prove them wrong, but more like prove that it's not the truth for you. And so I remember I was like, there's no way in hell, no one can tell me what the truth is. I get to decide what the truth is, I have free will and if I want something, I can have it. That is the power of manifestation. That is the power of, I believe the law that relates to this is the law of perpetual transmutation of energy, how we create things out of nothing, and we have the power to take nothing and turn it into something thing, and how there's just so much conditioning and so many of these messages and how so much in our life we take in as truth and we don't even remember the source. It could be something we heard at Costco when we were five years old or we were walking down an aisle, and we overheard a conversation. And that sentence that we heard just stuck with us, it's something that just triggered us and it stuck with us. And we're now 30, 40, 50 years old, and we are living that statement, and don't even realize that we just took on a statement and decided it was our truth and then ended up manifesting it. And so going back to the psychic story, I just remember being like hell no, that is not my truth. The universe is limitless and you can have everything that you choose to have. There is no either or. If there was an either or truth in this universe, it would not be a unlimited universe. And it is a limitless universe. And so therefore, it's not either or; you can have both. And I guess my message today is that if you want both wealth and happiness, you can have that. You can have both the free time and the successful business. You can have both the health and enjoy eating out. And I believe I'm a great example of that because I've been eating out for - until this week now that we're in LA for the next 10 weeks. Brennan's actually been cooking, so that's great. I'm not very domesticated. I'm really good at running the business. I'm really good at working. I'm really good at creating, but cooking and cleaning, definitely not my thing and don't really have time for it. But anyway, for the last year, we've been eating out breakfast, lunch and dinner every single day all over the world and we're still extremely healthy. So proof right there. You can have both. You can have both the social life and the me time. I know a lot of introverts or people who identify with introvertedness, they freak out thinking, oh my God, I'm an introvert that means I can never have friends, I can never have a social life. It's like no, there's so much time in the world, there's so many days of the week, why not spend one day of the week with people and one day, two days a week by yourself, and then vice versa and switch off. You can have both the social life and tons of friends around you, and also enjoy your life, enjoy your time. I think about how many introverts stressed out about that and stressed out about losing friends because they want alone time, or not having alone time because they feel that they need to have all these

friends in their life and all these connections and they really connect their self worth to their network and you know, all this stuff, but it's like, no, you can have both. Or you can have both the success and also the sanity. I don't know how many people believe that you can be successful and have this crazy, chaotic life. Or you can have no success but have a calm and peaceful very rhythmic routine, "every single day is the same day" life. You can find sanity and success if that's what you choose to find. You can also - and this is a really big one - you can also be both responsible and have fun and let loose from time to time. There's a lot of people that believe that you know, once you start a company, once you start a business and once you start becoming successful that people are watching you like a hawk and you can't go out with your friends anymore and go out and have a drink and go out and have a party or go to Vegas from time to time or whatever. And, you know, once you start doing that, once you start having a little fun, you think, "My business is gonna slip and my money is gonna slip and everything's just gonna slip away from me because I'm not being responsible." And it's like, no, it's bullshit too. You can be both responsible, and have fun. I want you guys to start playing the And game. It is not the Either Or game; it is the And game. I want you guys to make that your word of the weekend or your word of the day or your Word of the Week or your word of the year, that anytime you ever feel this limiting belief come up that it's like, oh, I have to choose between this or that. It's like no, you can have both. And that's not to say that sometimes you're gonna have to choose either or, in the short term. I don't remember which podcast episode number this is, but I do have a podcast episode. It's called "How much do you need to sacrifice to be successful?" I believe that's the exact title but I know there's sacrifice in the title. So go look for it, it's just a couple of episodes back. And in that podcast episode, I talked about how sometimes you need to sacrifice things like Netflix. You can both be super productive and watch Netflix, but maybe while you're learning how to be productive, you have to sacrifice your Netflix. You have to sacrifice this so that later on in life, you can have both and maybe you want to travel the world, you want to go explore, you want to fly first class, you want to have these experiences, you want to try food from all over the world, you want to see the Eiffel Tower and Machu Picchu and all these amazing places in the world, but right now you kind of have to sacrifice that And for the short term, because you have to learn how to build the business. First you've got to master cash flow, you've got to master investments, you've got to master hiring the staff so people can run the company for you and then maybe within a year or two or three or five, it doesn't matter, you can then have both. But I want you guys, when you're setting goals for yourself, when you're setting these affirmations, these positive, empowering beliefs, I really want you to remember to make sure they are And beliefs, that everything, the rules that you create for your life, the affirmations that you create for your life, what you decide to create in your life, that you are always focusing on the abundance that you can have both, because that is what is aligned with your truth. That is what is aligned with your higher self. Not the either Or. And so thankfully Brennan talked me through, where I was like, "Oh my God, I'm just going crazy. That's not my truth." And it just brought so much peace back to me just having this awareness and then realizing that me deciding that hell no, it's not going to be an Either Or, either I'm financially successful, and I'm happy in my relationship, or I'm going to be happy in my relationship or financially broke. Since then, you guys, it's always been amazing. I have had both financial success and a super happy relationship. So I have proven to myself that I have both, where Brendan and I are doing really well financially and also in our relationship. We're having a blast, are traveling the world, we're playing games, we're laughing, we are getting along so well, we're

progressing in our engagement and we just booked our wedding yesterday or actually earlier in the week, but they confirmed yesterday, we booked the venue to our wedding and we're doing well financially; we can have both, because that is what I decided. And so you get to decide to have both too.

Kathrin Zenkina

22:22

Allright, I love you guys so much. Before I turn off this podcast, disconnect my microphone, I wanted to remind you that I am doing a five-day challenge on May 14 and it's called The Manifestation Babe Challenge. And in the challenge basically I am taking you through my five-day no fail process where I will show you how you can prove to yourself that the law of attraction works and you can manifest a desire in just five days. And I am super excited about the challenge especially because not only is it great for beginners and advanced and intermediate people, but also, it's going to lead you right into my new course, Manifestation Babe Academy which I will be announcing during the challenge. So the challenge is to help you really gain back those basics and really understand the basics and get you back on track. So maybe you've gone off track or maybe you are doing really well but you want to get your friends into manifesting and so allow me to take them through the basics. And then at the end of the five days, I am opening up Manifestation Babe Academy and I'm so excited about this academy. And also whether or not you join manifestation babe academy, it's not required, you can just go through the challenge too. but I highly recommend going through Manifestation Babe Academy, which is what I am launching on June 2nd, and I'm so stoked about this course because in there I'm actually going to be sharing some manifesting secrets that I have never shared anywhere else ever, like ever you guys. I think I've shared it with Brennan. I think I've shared it with a couple of people in my mastermind, but nobody else ever on the interwebs have I shared some of these manifesting secret,s things that I actually practice in my daily life, things I actually believe to work really well but I haven't shared them yet because I want to keep it to - it's more of an advanced manifestation. It's more like, it's gonna go way over your head, if you're just beginning or you're just getting into this. And so I'm leaving it for Week Four of the Manifestation Babe Academy. And also, for Manifestation Babe Academy, Brennan and I are actually creating a bonus. So everyone who is a founding member of MBA, you gotta love that acronym, MBA, will actually get a private Q&A call with Brennan and I all about how to get your partner on board for manifestation. So if your partner's kind of looking at you like, "Oh my God, you're crazy, I don't understand this," Brennan is someone who was that guy who was looking at me like, "Oh my God, you're crazy. I don't understand this, what's going on." And now he's like fully on board. So we're going to do a Q&A call, especially for the couples or maybe you're single and you just want to prepare for, first of all, you can always manifest someone who's also into manifestation, but if you don't, and you start dating someone amazing, and they're not quite understanding it, this is the perfect call for you, which will be a bonus. But anyway, five-day challenge, I am doing a giveaway. So whether or not you go into MBA, I don't care, I know it is right for the people who are just so ready to take their manifesting skills to highest level, who are ready to become world-class manifestors and literally get everything and anything that they want. But for the challenge, I'm giving away some cash prizes, so just for participating all five days one lucky member, one lucky participant will win \$500, one lucky participant will win \$100 cash, and the third one will win a Manifestation Babe

branded mug. So get your booty signed up at manifestationbabechallenge.com and I cannot wait to spend five days with you talking about my favorite topic in the whole wide world and really mastering this shit, so I'm super excited. All right, I love you so freaking much. Also, if this episode helped you in any way shape or form, if this episode inspired you, if maybe perhaps you had an Either Or mentality and now you just got this new awareness where you're like, "Oh my God, I'm limiting myself, like that's so crazy I should stop limiting myself," take a screenshot of this episode, tag me on Instagram @manifestationbabe and let me know what you thought of the episode. Let me know if it helped you and if it really, really helped you, feel free to leave me a review. I'm also doing a review giveaway where after we surpass the first thousand reviews, I'm picking one lucky reviewer to win a pair of rose gold Beats headphones. So if you're interested in that, go ahead and leave a review. Let me know what you think of the podcast, share it with your friends and I would super duper appreciate it. Alright, love you guys so much and hope you have a fantastic, fantastic weekend. Bye.

Kathrin Zenkina
27:31

Thank you so much for tuning in today's episode. If you absolutely loved 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 @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.