

Episode 44: This Little Habit That's SCREWING UP Your Succes...

Mon, 7/20 6:08PM 35:43

SUMMARY KEYWORDS

book, manifestation, people, babe, hear, information, basic, feel, money, mindset, life, instagram, habit, manifest, podcast episode, listen, job, results, friendships, starting

SPEAKERS

Kathrin Zenkina, Brennan

K Kathrin Zenkina 00:15

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 as 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. Hello gorgeous souls. It is Kathrin from manifestationbabe.com and I am so excited to be recording a podcast episode today while live streaming, my favorite thing to do, because I love watching your guys' live interactions. And I know those of you who are listening to the podcast, I can't really see what you're doing. I mean, I can't see on a live stream either, but at least I can see your guys' reactions and emojis and it's really fun. So this morning I have my cup of coffee and my Rich Babe mug that has lipstick all over it but I really love this mug because it reminds me - and this is kind of the basis of this podcast episode. I really want to talk about basics, repetition and a little habit that is screwing up your success. On a subconscious level, you might not even be aware of it. It might be such a habit that you don't even notice when you do it, but this is something that I noticed three years ago, just about when I really

dove deep into my personal development journey, that there's probably two phrases, but they're basically the same thing, that I hear from a lot of unsuccessful people, and a phrase that I almost never hear from successful people. And this is the very reason why I get asked a lot "Kathrin, why do you go to the same seminars? How many UPWs can you go to?" I've been to three and I'm going to my fourth in July. "How many times do you need to go to date with destiny? How many certifications do you need to hear the same information over and over again? How many courses are you going to take? How many times have you read *Outwitting The Devil* by Napoleon Hill? How many times have you listened to the same podcast episodes, the same audio books and the same basic information over and over and over again? Why do you remind yourself of the same affirmations, like money is an unlimited resource and it is always flowing my way?" Even though I already believe this to my core, I believe this affirmation, yet I still put it on a mug, drink from this mug every single morning, and I absorb the information I receive. I decided three years ago that I will never be too good for basic information, that I will never be too much of an expert to hear the same information from different experts over and over again. When I go to a seminar and I hear an example of some super basic information right like "Mindset is responsible for your success", or "Success is 90% psychology or 99% psychology and 1% mechanics or whatever that Tony Robbins says. Or is it 80% 20%? I believe it's 99% and one, but I think Tony says 80% 20%. Why I am okay with hearing that information over and over again and I never think it's a waste of money. There's a habit that's screwing up your success. And it's the habit of saying, I know, or I already know that. And a lot of us are not even aware when we do it, but because I promised myself three years ago that I'll never say this phrase, I will never say I know, I'll never say I already know that. I hear it from other people all the time. The thing is that so many people read a book once or they will watch a live stream once or they will watch or listen to a podcast once or go to a seminar once and the second time that they hear this information, they say immediately "Oh, I don't need to hear that. I already know that." The thing is that you don't actually already know something until you have results in that area, until you are already exactly where you want to be accomplishing the things that you've set out to accomplish, until you can say the information back to the person, actually show that it's actually giving you results in your life. And for me, until I'm a billionaire and have achieved everything on my vision board and everything that I've ever wanted, I refuse to say I already know that because if I did already know, then those results would show up in my life. So I have a question for you, do you have this habit? And when are you committed to stopping it? And did this resonate with you? Because maybe you are one of those people who when you hear, when you listen to one manifestation teacher and you listen to another manifestation teacher or maybe you go to Tony Robbins and then you hear the same same information from someone else, you're like, oh, I already know that I don't need to hear it. The thing is that your subconscious, first and foremost, needs to hear the same information over and over again. So if you've heard something once, or if you read

something once, or if you've seen something once, you don't actually already know. If you don't have results, you don't actually already know. And the thing is that this has become a habit. And it's become so subconscious that people have become so reactionary and I hear it all the freaking time. When I listen to conversations in restaurants where people are giving advice to each other automatically. It's like I already know that. I hear women talking about their husbands and giving each other relationship advice on how to handle things, or I hear, you know, between coaches and clients, I'll hear the client saying, "But I already know that" and the thing is that you don't ever really know. And I never heard this phrase from super successful people because they know that they don't know unless they already have results, unless they are physically taking action, living it and everything that they know has already shown up into their physical reality, they don't actually know and this is why I go back to the basics of manifestation all the time. This is why I listen to the same audios, the same books, watched The Secret probably 20 times now, I have read Outwitting The Devil, maybe 10 times. And I'm not afraid to repeat the same information because I don't know unless I can literally write the book myself. I don't know unless I'm actually experiencing these things, this information that I'm learning in my physical reality already. Unless I can show myself that I already know. And the thing is that there'll never be a point in time where you will actually know because there's always growth. There's always that next level, even taking on the basics, even using the basic information. Why I'm so passionate about sharing the Five-Day Manifestation Babe Challenge even if it might be basic information to some, or maybe it's brand new information to others, or maybe people need a refresher, is because the moment you're not afraid to go back to the basics, the moment you're not afraid to relearn old information, the moment you stop saying, I already know that and you just sit your ass down and apply it and try it again and repeat it and repeat it, that's how you become an expert. And that's when you can actually gain the credibility of saying "I already know that", is when you can show the results and when you can teach it yourself. Does that make sense, guys? So do you guys have this habit? And if you do, did this podcast episode resonate with you? Is this something that you need to stop saying yourself? Is this a habit that you know you need to let go of? And if it is, screenshot the screen right now as you're listening, tag me on Instagram and let me know what you thought of this episode. And if you are not yet in the Five-Day Manifestation Babe Challenge, then I would like to invite you to come and learn how to bring one of your desires in just five days and go back to the basics and prove to yourself that you really are a co-creator of your reality and I'm also giving away three prizes. So I'm giving away two cash prizes one of \$500, one of \$100 and one of a fun mug like this, except a mug that no one else has yet including me because I'm going to design it for you. And it's going to be a lot of fun stuff. So if you're interested in signing up go to manifestationbabechallenge.com and I will see you there. I love you guys so much. Have an amazing incredible day. Mwah. Bye. Okay, you guys so I stopped recording but then I continued on with a little Q&A session with my live streamers on Instagram and Facebook

and I realized that there's some really good information that came out. So actually, even though the sound is going to be less quality because I turned the microphone off, which I wish I didn't, I should have just recorded all of it, but hopefully you get some value out of it. I share a little bit about my book journey and kind of how that's gone. And I answer a couple of questions that I believe might be of value to you. So there might be a couple of pauses, just FYI. So if you're interested in continuing on and hearing a little bit about my book and hearing me answer a couple of questions that I received during the livestream, it's gonna be super casual. Just me hanging out kind of audio. Definitely enjoy the next piece. Give me some emojis. Give me some comments. Give me some hearts on Instagram if you're still on and feel free to ask me questions. I have some time. So this is something that I will be sharing later on my podcast, but for those of you who are on live with me, I wanted to share with you a little bit because I know people have been asking about the book that I'm writing currently and the book that I have plans to release in October around my birthday and kind of my progress around that. And I want to be honest with you guys, and share a little information about that and kind of the journey of starting projects and then realizing that perhaps you might not be resonating fully with that project, and why it's okay to stop resonating with it and why sometimes it is okay to let go of things that are no longer serving you. Because if they're no longer serving you, they might not end up serving the person that you were writing the book for, or creating the course for or creating the project for. So a couple months ago, I started a book, which was for female entrepreneurs. It was all about my journey around my business and how I've been able to grow Manifestation Babe from having negative money to a seven-figure company in just two years, and helping other female entrepreneurs create a similar business and really the mindset that goes behind it. And it's funny because on my wall right now, about, let's say, four to six weeks into writing this book, I was speaking, well actually, I only got as far as creating the outline for the book. And so about five weeks into creating this extensive long outline, this outline is like 20 pages, was essentially pretty much the book already written except, you know, I just have to share stories and expand on details and I remember having a phone call with my outliner and I was just like, I have so much resistance right now. I don't want to get on this call. I don't know what it is, but I feel like I need to take a break because my retreat was coming up and then I was speaking at an event and I was also going to Singapore for Brennan's birthday. And there's just so much going on to where I thought, "I don't know, I feel like I need a prep." And my outliner's telling me, "Kathrin you don't need a prep, this information's already in your mind, what do you need to prep for?" And I tell her, "I don't know. I feel like I need to sit down." And she says, "Why do you feel like you need to create the outline before our calls when we're doing that together? Just get on the freakin call" and I was like, "I don't know." So she started asking me really great questions. She was being a coach to me. And we came to realize that the book that I'm writing, because my intention is to make this amazing book and hopefully have it be a bestseller, a New York Times bestseller, I want to

see it in places like Barnes and Noble and all these amazing places, I want it to be really really good and I knew that it would get pressed, I knew that it would blow up, I knew that it would be an amazing book. The thing was that I didn't want to be known as a business coach because I never intended on starting Manifestation Babe to teach business, I never intended on starting Manifestation Babe to be a business coach. I never intended on starting Manifestation Babe to talk strategy and talk algorithms and how to grow your Instagram and how to grow this and how to grow that, even though I've dug into that and I can and I know but the thing is, that that's not my passion. My passion has always been manifestation. How I changed my entire life, how I started to take action, mindset, money mindset. Stuff like Rich Babe Academy is my heart and soul and passion, which is why so many people go through that course and get such good results because my heart and passion is in it. Then Manifestation Babe Academy is my next heart and soul and passion and I've had these sticky notes on my wall for the last year literally. I have these sticky notes and because I have two cameras set up right now I can't really just turn it around but these sticky notes, I probably have like 50 of them on there, and they're pink and they all have a topic on them just basically a topic of a story or topic of a chapter or topic of just a point that I want to make and I realized the whole time that there's been this book inside of me this entire time. Something like Manifestation Babe Academy. That's the core essence of what manifestation is about. That's why I'm so excited to be launching Manifestation Babe Academy where you can get your MBA manifesting because that's the core of what I've always been teaching. I don't know why I've taught everything around it, but the very core of what I'm all about, the very core of what's changed my life. Rich Babe is basically MBA except really focused on money mindset, and it goes very deep into money mindset because I feel like that's a separate discussion because of the conditioning that we have around money. But MBA is the very, very core and then I was looking at the sticky notes and I was like - and my outliner Claire, she was like, "Kathrin, are you on this book because you're avoiding writing the book that you actually want to write?" And I realize "Holy effing shit, I have been avoiding that book." And I know, I realized that the reason why I've been avoiding that book is because I want to make it so good because I feel like it's gonna be The book of what manifestation is all about. I want to name it Manifestation Babe. I don't know what the subtitle is, but I know that that's what the book is going to be called. And it's really going to be very, very simple, actionable. I want to take law of attraction and make it actionable for people. It's not going to be just a bunch of theory and a bunch of concepts and just a bunch of facts and stuff that I see in a lot of law of attraction books. The whole book is about how I made manifestation actionable in my life and how people can too. And it's going to be not even that long, maybe 125-150 pages. And so I have been so afraid to write that book because it's like, oh, this has to be perfect. And so I got into perfectionistic mode. Long story short, I finally decided that that's the book that I'm going to go for. I decided to completely scrap the other book. And hopefully, my goal is that October 15th, my birthday, that book is still

going to be launched on time. So it's gonna be a different book around the same time. I want to do a whole book tour. I want to do a whole book signing tour around the United States, maybe worldwide. Who knows where we're going to travel around that time, and just do the whole shabang. So I'm fully committing, I am so ready, you guys, and I feel zero resistance whatsoever. It's just right now, my mind is like this, with so much information. I don't even know what to put in this book because that's the thing, that's called "the expert's curse", right? You have so much information that you don't even know where to begin, you don't even know how to start, which is nice because I have a team to help me and I have a team to help me break it down. I have a team to help me organize and dig out information and talk to me for hours and hours on the phone. So just wanted to share that little piece with you guys. I don't know why I stopped recording the podcast, because I feel like this is good information, but whatever. So okay, let me scroll up and see if there's any comments. Hi, guys. I have like 15 minutes to be on. So I'll answer a couple of questions. If anyone notices, when you listen to a book, three different times, you hear three new pieces of information because our minds are processing one piece of information or reading and not - very good point, Mandy, especially when I go to an event like UPW which is basic for me right now. And it's gonna be my fourth time going in July because I'm bringing another member of team MB, Londa, and we're gonna meet our friend Zack there, and my best friend Stephanie is going to be there. And just like a whole bunch of amazing people. I think Lauren's gonna be there too. Just a lot of amazing people. It's become the party of personal development. But I've heard this information so often that when I listen to Tony, on the second time, the third time, it's almost like it's a brand new seminar to me. It's like, "Oh my God, I've never heard that before." Or if I did, "Oh my god, it never click the way that it clicked until now." So it's a really really cool phenomenon. And that's why it's so powerful to stop saying, "I already know that or I've already seen it or I've already done it." Boom, because you really have nothing. If you're not seeing results, you really haven't. You really don't know. Thank you. Q: How do you have such glowing skin? A: I think it's because of my high fat diet. I think it's because I'm not afraid to eat butter. In fact, I eat butter on its own. I'm not afraid of high fat food, especially avocados. I'm avocado-themed. So I really do think it's tied to the fat in my diet. Because outside of that, I don't use any special like skincare products. I use Clinique, just a basic cleaning system. And that's about it. So, thank you. Q: How long have you been practicing your manifestation lifestyle? What area of life has benefited the most? A: Definitely the area of money for me and I have been fully just in action mode and fully living. The law of attraction, manifestation, all the 12 laws of the universe, since March of 2016. You guys know that I started Manifestation Babe because I needed accountability, right? You guys do realize that my whole company was founded on the principle that I needed to light a fire under my ass. I needed to start taking action. And I created an Instagram account to help me to share stories, to share quotes, things that inspire me, and for other people who were into this stuff too. And that is how my whole life changed,

because I kept myself accountable. I lit a fire under my ass and I told myself, not another day, not another moment, not another minute, not another second, like this shit has to change right now, which is how my book is gonna start obviously. Q: The most impactful books for you that you read over and over again. A: For me, it's been *Outwitting The Devil* by Napoleon Hill, as well as *Thank and Grow Rich* by Napoleon Hill, as well as *The Science Of Getting Rich* by Wallace D. Wattles. I like these make-up questions. Okay. Q: Unrelated to manifestation, but how do you get such good eyebrows? A: Anastasia brow gel, that stuff is the shit. It's just a gel and I just put a clear gel over, that's all that I do. I use a special brush, I use Anastasia brow gel and that's it. And my best friend taught me how to do it maybe five years ago and so I've been using the same product now for five years, I don't sway away. In fact when I do get my makeup done by makeup artists, most of the time I asked if I can do my eyebrows myself just because I've had the same look with my eyebrows for the last five, literally five, years and I can't do any other shape. Any other shape makes me look really weird, any other color makes me look weird. Q: Entrepreneurs can't escape the fact that we are business people. A: That's very very true. I just don't want to be known as a business coach. Q: Never stop recording until you close down video - A: That's the best stuff. Okay, maybe I'll just upload the audio from my phone and tell the podcasters that it might be crappy audio after a certain point. It's actually not that bad. It's not crappy. Okay, hold on. Let me catch up on Facebook. Hi, Facebook people. If you guys are not in my Facebook group, those of you on Instagram, get in there because it's amazing stuff and the support in there has been amazing. And if you ever have a question on manifestation, someone in my group knows the answer. Anytime I see a post go up in my Facebook group, a whole lot of responses come in to that person to support them, to help them and to answer their question. It's like everyone puts their minds together. And I've never seen a more powerful women empowering women and women supporting women energy than I have in my facebook group, and it obviously helps that there's over 44,000 really high vibe women in there so it's really good energy. But if you ever need support, if you ever feel lost, and you want to talk to someone, go to my Facebook group, it's Manifestation Babes, plural, you'll see the right one because it has like 44.7k. People, don't get overwhelmed with the size of it because I know that sounds like, "Oh my God, like you know, there's so many posts and there's so much going on," but I promise you that you will find your little circle within my group. I see friendship circles, people who see that their friend posted and they'll comment, they'll respond and there's just little circles within there of just high vibe friendships. Also one of my friends Laurie Harder, if you guys don't follow her, I believe her handle is just @loriharder. She released her book today and I'm super proud of her. It's called *A Tribe Called bliss*. Get it on Amazon, get it on your Barnes and Noble, I think it's released today officially worldwide or at least nationwide. And it's all about creating your tribe of women, of really finding your friendships, breaking through superficial friendships and actually creating tribes of women, empowering women, women supporting women. So that's a really great resource for you. If you don't know where to

start, you feel isolated, you feel lonely, and you want to find your kind of manifesting crew or your personal development crew or your positivity crew or whatever you want to call it. So definitely get her book too. "I was just on T. Harv's event." I love T Harv. I love his book *Secrets Of The Millionaire Mind*. Thank you for sharing that. Yes that's another point. That's a really good point, that you also do close yourself off to new information. It's like, you're putting up a wall of nothing else can seep in after this point. As soon as you say I know, it's like, wall goes up. So, really good point. Direct links to the five-day challenge. Again, you can sign up for it on manifestationbabechallenge.com. So it's super simple manifestationbabechallenge.com. This is where you can get signed up for the five-day challenge and please get your booty signed up because I know a lot of people forget. And then when the challenge is starting to happen and there's so much excitement and people are using the hashtag and they're seeing everyone's posts. I'm closing it on Sunday, May 13th, so once I close it, you cannot get in late. So once you start seeing the day ones and day twos and day threes happen, all of a sudden you're like oh no, I missed it. So do not miss out. Just get your booty signed up right now and you'll get an email with a welcome email, a welcome video and it's all recorded videos every single day for five days and the videos are no longer than 10 minutes. The longest one is 10 minutes long. On average, it's between four to seven minutes long so it's super actionable, easy to listen to. Make it part of your morning routine. The actions are simple to take and you definitely don't want to miss out. So manifestationbabechallenge.com. Q: Meeting up with a friend later. He's having a bad day as he just got kicked out of college for bad grades. A: Oh, no, that's really tough. Q: Do you have any pointers or tips on how I can help him through it and improve? A: My tip really would be, especially if it's something that's fresh, is just to be a really good friend to him. To just to be a good listener, just to be a source of support for him and just to be someone who can just listen and just wish the best for him and just remind him that everything happens for a reason. Maybe he was not meant for college, maybe he will start a business or maybe he's meant for something else or maybe there's a different career path for him that doesn't require a college education. So just remind him that the best is only yet to come. And the universe has his back fully and Brennan actually got kicked out of college for bad grades. First semester, he came back. Q: So what's your advice?

B

Brennan 29:06

A: I would just say to tell them that getting kicked out is just another example of saying, getting told no. And if you're a person who accepts no as an answer, you're not gonna end up with a whole lot, but to tell him that if he wants to go back, he should - I'm a CEO of a company that I don't use my education for.



Kathrin Zenkina 29:31

Okay, so Brennan says getting kicked out is kind of like getting a no in life and and no, it's just a no and a no might mean not right now and so never take no as an answer and he said that even though he got kicked out with bad grades, he's now a CEO of a company that's doing really really well so you just never know what's gonna happen and sometimes you - and if he doesn't use his college - I don't use my college degree. My God. I don't use my college degree at all. There's no frickin biology that I use, I mean, I use the biology of the brain and the mind and stuff to help me, but I don't speak biology with manifestation. So I don't use my college degree either. Q: Any advice when you feel stuck? A: Yes, start moving. Feeling stuck is almost like stagnant energy. So if you ever feel stuck, go out on a walk, go out on a workout. There's a reason why authors and writers and people who have writer's block will actually take a walk to feel inspired again, to get moving, get that energy moving, get inspiration and creativity moving. So I highly recommend exercise. When I feel stuck, I will actually jump up and down for like a minute or two and immediately I feel that energy circulating again and that stuckness energy just kind of leaves my body and I feel really good all over again. The Facebook group, for those of you who are asking and super excited about joining, it's Manifestation Babes on Facebook. If you go to the Facebook bar and even if you just type manifestation, I'm pretty sure my group is one of the first to pop up under that word, but if you just type in Manifestation Babes with a plural, like s, because there's a lot of us in there, and it's a community, that's the right group. Q: Any ideas connecting some of these money concepts to those of us with corporate jobs? My salary is set. A: That's just a story you keep telling yourself. Q: I know winning the lottery isn't my only way of manifesting money. A: Okay, first, I thought you said that it is. So I was like, "Oh oh, that's a story." Q: But I'm kind of stuck. A: Yes, it's understandable. Just know that even if you have a corporate job, you never know. You can get a raise. There's always compensation. There's always bonuses. There's always a way to convince your boss to give you a commission. There's so many different ways that you can enhance. As you keep bringing value to your boss, as you keep bringing more value to your company, that immediately will increase your income. And if it doesn't, if your boss is not giving you the raise that you deserved, you can always go get another job with a higher salary, there's also bonuses that might come through, there's also side hustles that you can start. You can monetize a passion on the side. So there's no such thing as "My salary is set, or I can't manifest money because I have a corporate job." If that's true, then that's such a box of mindset that you're never going to be inspired to try harder. You're never going to be inspired to learn a new skill. You're never going to be inspired to bring more to the table if you think that everything's set and done. So, you know, it's not. So even if you have a corporate job, there's still so many money manifestation opportunities out there for you. You'll never get what you don't ask for. Q: What's the best way to visualize your dream job, if nothing seems appealing? A: It's the same thing with visualizing anything. Think about your ideal day and think about what you would do. The

ideal job for you. I don't know how to explain this because I don't know what you want. So whatever it is that you want, what do you want to do for a living? How do you want to get paid? How do you see this environment? How do you want to interact with your co-workers? How do you want to interact? Do you want to be the boss? Or do you want to have an amazing boss? How do you want to feel in your job? What does it look like when you wake up every single morning? How do you feel? Do you feel excited to go to work? How much are you getting paid? How inspired do you feel? What's the level of creativity? What are you actually physically doing? What does your office look like? There's so many details that you can unfold. So just ask yourself, what does my ideal dream job look like? Don't limit yourself by thinking about jobs that you've already had. Don't limit yourself by thinking of the jobs that you think you can get. Just go into that area of, if life was perfect, if I had a magic wand, if there was a magic genie, what would it look like? Is that helpful to you? Okay, I love you guys so much. I have to go because I have a call, I need to prep for my call. I need to get my thoughts organized around this new book, start this new journey. I'm kind of nervous. I mean, today's literally just a Northstar document which just means, Who is this book for? Who's the audience? What's the point? And all this stuff. But I need to get my thoughts together. So I'm gonna go ahead and do that. I love you guys so so freaking much and I will see you in the next Q&A or podcast episode. 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 @manifestation babe 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.