

Episode 47: The Million Dollar Podcast

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SPEAKERS

Kathrin Zenkina



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 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 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 manifestationbabe.com and I am super excited to be recording this podcast right now while live streaming because I have something huge to celebrate today. And I know that I've already made a post about this in my Facebook group, as well as Instagram. So if you're following me there, you've probably already heard the news. But it is official on Friday night, Brennan and I were sitting at a cafe and we were actually working because you know, as an entrepreneur, as a business owner, you might have to work odd hours in order to finish product projects and products. So we were at a cafe at around like 9 pm on Friday when I randomly decided because I knew we were really really close to the mark and I decided to finally check in on our finances and our stats because we have been using PayPal since the very beginning of manifestation babe and so PayPal has these incredible metrics, it has these incredible graphs and shows you where your customers come from and how much money you've made in a certain time period and

shows it in comparison to last year and so we use PayPal payments Pro or PayPal as our payments processor and so it has every single statistic since the very beginning of manifestation babe and I knew we were close but finally it hit me where I was just like hold on a second, as I'm gearing up to finally bring you the delayed SEO report for April. It finally dawned on me to just you know, out of curiosity have we hit the million-dollar mark yet? And it was official, we went over it. So as of Friday, and probably a couple of weeks before then because we're a little bit over. Manifestation babe finally hit the million-dollar mark now I'm getting a ton of congratulations and I'm so excited and so grateful for you guys and I just want you to know that without you and your support, without you being in my group and just contributing to the energy without you being on my podcast, just listening to my words without you being on Instagram and even just double tapping on my images and leaving a comment and then being able to come into my courses like rich babe and manifestation babe academy that I'm launching on Friday that I'm so freakin excited about because it's probably the bombest thing I've created yet. And just like even the masterclasses in my books, especially just without you guys, I would not be where I am today. My team wouldn't be where they are today. And so thank you. Thank you. Thank you so much for your support. Backtracking to what I was talking about, so we hit the million-dollar mark, and this is what I meant to say. I'm getting a lot of questions like, oh, Kathrin, is it for the year of 2018? So far and no, it's in total. Since the very first day, I created my very first course and purchased the domain name of manifestation babe, we have made \$1 million slightly over now. And just to give you guys a little point of reference before I share with you guys a story because I know so many of you are curious. There's a lot of people who have just come across manifestation babe or just kind of learning about who I am. Who is this guy, Brennan, on my social media? And what is this group about? What is this Instagram page about? And, you know, what are these courses about? What's this podcast about? So I want to go back and share with you guys especially for the female entrepreneurs out there who are wanting to build something similar to what I have done, I want to share with you kind of the beginning, the highs, the lows and where we are today and make a kind of like a vocal CEO report right of where we started and where we are now. So a lot of people are asking me, just to give you a point of reference we made and I say we because I know it's not just me, I know that it's a team effort. It's a worldwide effort. I include you guys when I say we, we made \$9,000 total in 2016 right? So that's when I just started it. Then in 2017, we made 600,000. So to go from 9000 to 600,000 is a massive freaking jump. So as you can imagine, I was freaking excited. And it sounds like an overnight success. But I'll share with you guys actually, in this podcast, how much it wasn't overnight. It took years and years and my BFF Stephanie who I am meeting up with on Thursday, she's on the live stream right now I see her and she's been there when I was crying when no one believed in me, when I was sick and tired of my own bullshit, she was there for me. She witnessed it so she knows it was not an overnight success but it kind of seemed like it right going from \$9,000 to \$600,000. Not many people witnessed that in

their first year of business. And then so far in 2018, we've already hit what we hit in 2017. So it's May right now, almost mid-May, almost June. So we're about 600,000 and I have huge freaking goals. I am declaring 2018 to be \$2 million a year. So that's where we're at right now. Now I want to take it back and before I hopped on to this podcast I hooked up my microphone and hooked up my phone and my iPad and got myself ready. I was like, okay, how far back do I want to take this? How long is this podcast going to be? How long am I going to talk for? What am I going to share? And I just got so jittery and excited so excuse my energy and excuse my jitters. I kind of wrote down some notes of just important kind of what they are called, not landmarks. What is that word? Important like points, let's just call it points, in my business. The highs, the lows, what happened, what really took us off, what you know dipped us, what took away from us, what added to us, I just want to share it all just from like a female entrepreneur to female entrepreneur and I know that manifestation babe, although probably in the very beginning was geared more towards female entrepreneurs I've kind of expanded and I now work with all females. Stay at home moms, entrepreneurs, corporate women doesn't matter. I want to help the whole wide world manifest all the streams. But from female entrepreneur to another I'm sure you're gonna be really interested just to hear my story. So let's get started. Two years ago, actually, two years ago, I was on the path. So let's bring it back to five years ago. Five years ago, I was a college student and I was on the path to becoming a doctor. My mom really wanted me to become a doctor, I was really just encouraged. And my mom calls it brainwashing jokingly, which is kind of true because every single day whenever her friends would ask, oh, what's Kathrin? You know, she's in high school, and now she's about to apply to college. What is she going to do? My mom immediately goes, "Doctor!" so I just kind of adopted this identity of doctors. And so, yeah, that was pretty much it. And I wanted to go into dermatology, because I have been money motivated my entire life coming from extreme poverty and hardship and watching my parents struggle, and just like all the crazy stuff that happened in my early childhood, I became real money motivated. I knew that I'm going to be a millionaire or a billionaire in my lifetime, I'm going to be able to give back to my family and I knew that the more resources I had, the more I could give. I knew that instinctively, intuitively from a very early age. I never saw money as evil, but I did have a crappy money mindset because money was always scarce. I never had enough and I had a hard time believing I was worthy and deserving of it. But so on this medical school track, I decided I'm going to become a dermatologist because most of them make between \$300,000 to \$500,000 a year. That sounded fantastic to me. I felt like that was a great start. And so I was like, alright, we're gonna do this. And then I kind of transitioned into plastic surgery because I figured out that I was more creative because I was a competitive ballroom dancer my entire life. I was also an artist. Growing up, I used to paint. I used to love doing all these creative things. Long before I was conditioned to be a left-brain thinker. I was very right-brained as a child as most of us are. And so I was like, okay, so let me stick with the doctor, but then also add on this creative

component as well as money. Okay, plastic surgery. That's what I'm gonna do. I'm going to become a plastic surgeon. They make about a million dollars. Right, let's do this. And so that was really my path. And I was gung ho about this path. I was getting really good grades I was studying, I was also going to the gym regularly, keeping my mind right, I remember following a ketogenic diet in college that really kept my mental clarity sharp because I knew that I had to be the top two percentile in order for me to get accepted into something like dermatology or plastic surgery. So that was my plan. Then, as I got obsessed with fitness because I've struggled my entire life with my body image, I was always striving to look good and look fit and look lean. And so in college, I was like, alright, good grades, let's add another layer on top of that, I also want to look good and feel great. So I was really, really into fitness. And while I was into fitness, I came across an MLM called Beachbody. And it was introduced to me via Stephanie who is now my BFF and one of the biggest supporters in my business and in my life just an incredible, incredible friend. She's also an emergency medicine physician. And it's so funny because she was one of the people at this hard time in my life that was like Kathrin, you are just wasting your potential becoming a doctor. You do not want to become a doctor. You don't want to go through medical school if it's not your dream, if it's not your passion because it was for her, it was her passion and she has now branched out into her doing her own thing, but using you know, Dr. Stephanie Burgos as her name and also using that as a way to grow her platform and also offering wellness suggestions and all that stuff as a doctor, so she was telling me no, Kathrin, you don't want to. So anyway, I came across Beachbody via her on Instagram and that was the very first time I was ever introduced to this concept of online business. And I remember I became obsessed. I remember the moment I signed up for Beachbody all my grades just slipped down the toilet because instead of being in class studying, instead of being in class and learning and paying attention to what's going on, instead of studying at home, I was on Google and YouTube and taking courses on how do you grow an online business? How do you grow a Facebook following? How do you grow? What's an algorithm? How do you edit images? How do you use things like canva.com and all this stuff? So I always joke that I say I have my business degree and marketing degree from Google and YouTube university because my actual degree is in biology, which has nothing to do with manifestation babe, nothing to do with an online business, nothing to do with being a motivational influencer, whatever you want to call me. So I just became so freaking obsessed and backtracked about 10 years ago, it was the very first time that I came across manifestation. So the law of attraction manifests. That was something that I was secretly obsessed with on the side. So while I was becoming a doctor, while I was, you know, trying to be the scientific nerd and you know, cutting up dissecting all these animals and taking organic chemistry and physics and doing all these complex things, I was also reading a lot of personal development books. I was always reading things on the manifestation law of attraction. It was always one of my obsessions, but I never really actually applied it. I applied it to little small things and yes, I manifested some epic travel

in college, but then I thought you know, instead of just manifesting your travel, why not manifest a fuck ton of money and then be able to afford travel and other things, right? So I had a horrible money mindset and so I could never apply manifestation to money and other things and I was just fearful and I had this past of being bullied in middle school and being bullied in high school, never believing myself, being called the shy, introverted girl who never spoke up, who never said anything. I hated group environments. I was just locked up in the shell. And so I was always afraid to put myself out there. I was always afraid to take action and so I never really applied anything. While doing Beachbody though, I became obsessed with the mindset element. I remember hearing all the time, Oh, you got to do your 10 minutes of personal development every single day in order to be successful. And I remember saying, fuck that. I'm going to do three hours, four hours, five hours. I would listen to every freaking book. I would read every freaking book, I'd listen to every podcast, I'd be on YouTube. If I had a second of silence to myself, I would immediately turn on personal development. It just became an obsession. And I remember as I'm growing Beachbody, which the biggest I probably ever grew, it was like \$1500 a month. So this carries me into why I was so unfulfilled and why I was so stressed out just because I had a lot of my eating disorder and my horrible body image kind of connected with that business. And I remember being under this false impression that the only way I will succeed is if I have this perfect body, and I look amazing, and I stick with my workouts and I stick with my eating plan. And of course, we're all human beings, and we're never perfect. And so I felt like I could never be successful. And it just turned into a huge journey of stress, and I was really unfulfilled. But I remember about four months before I quit Beachbody, which is nothing. This is nothing about Beachbody. There's nothing wrong with Beachbody. There's nothing wrong with MLM's. In fact, I think MLM's are a genius business model. But this is just my journey. Just so you guys know, it's a full disclaimer. I remember four months before when I was growing my team and I was just so motivated to make something happen, I remember I wanted to inspire people to move people, I started to feed a little manifestation and I started to feed a little law of attraction into it. I remember doing team calls and talking about vision and vision boarding, and how do you manifest more customers, how do you manifest a team, what do you do with this team, how do you become a leader. You know, saying your affirmations and positive self-talk and the power of identity and all this stuff, and on and on. I used to apply to my team calls, and I remember my team would always look at me like I was freaking crazy, like, what is she talking about? Just teach us a strategy, Kathrin! Why are you going so far down this magic theory, right? It's like, oh, yeah, like there's a magic wand in your mind. And you can create whatever you want in your reality, and this is how success happens. And so I felt a little discouraged there but nonetheless, I kept going. And then I came across I remember, I don't remember how I remember it came across a couple of people on Facebook, who were all coaches, not like fitness coaches, not like you know whatever I've known up until this point, but just coaches. People who coached others on their

mindsets. And I remember seeing pictures of them and I remember reading their posts and I remember just looking at their content and seeing how successful they were and just being like, wait for a frickin second hold on. I can do the mindset and inspirational and motivational things, but I don't have to do the fitness they like. Wait, what? And I remember all of them had courses. They all had courses or they all had one on one packages. And so I was like, hold on a second, I have essentially been creating courses up until this point because every Thursday I remember this team call night when I would really put my team together and get them on a zoom call and then preach to them about the manifestation law of attraction without any enthusiasm and return. And I remember being like, hold on a second they like to sell these things that I'm already doing. And all of a sudden, everything just clicked. And I remember, maybe a week or two went by, and I was in my bedroom, so this is where manifestation babe really happened, I was in my bedroom and I had this realization that I'm really struggling in my business and I'm not making money. I'm \$25,000 in debt because backtrack to 2015 let's say six months prior, I invested into two Tony Robbins events that put me into debt. And it was because this voice said, Kathrin, you need to do it. You need to really go big. Invest in yourself, take risks and your life will pay you back. Life will pay you back more than you invested in these two events just trust me. And I remember hearing this voice and being alright, this is kind of crazy. That was the very first time I actually started listening to my intuition was around this time. So fast forward six months. I realized, I'm broke, I'm still living at home with my parents. I'm living in Seattle, I'm miserable. I broke up with my ex about six months ago. So there's nothing keeping me up here. Brennan and I just started dating, but it wasn't really going anywhere, because we had no idea what to expect, because I had plans to move to LA and he had no plans to move to LA. So Brennan and I just started dating, he actually, he's gonna hate me for saying this, but he actually kept me a secret from his family, from his sister, from his friends, as nobody knew about me. And so I just felt so like angry at Brennan. And then I realized that my business is not going anywhere and I'm just miserable. And I remember having this moment and I remember understanding that I'm obsessed with manifestation, but I'm not applying it myself and my life isn't showing what I intellectually know. And so I remember just snapping one day and having this enough is enough moment where I just had this download of like a conversation that I had with myself, where I literally talked myself into something I called my game. And I called it my one year game, or by the end of the year, I don't remember what the exact agreement was, I just remember being like, by the end of the year, I'm going to proceed in my life as if success is inevitable because I also remember coming across the Tony Robbins quote, which I don't remember exactly what the quote said, but it said something like proceed in your life as if your success is inevitable. So I was like, okay, alright, I'm just gonna pretend like my success is inevitable. I'm going to take risks, I'm going to go forward with my life as if the law of attraction is so freaking real and manifestation fully works. And I'm going to apply it to money, and I believe I deserve it

and I'm worthy. And I'm going to pretend every single day that life is happening for me, not to me. And around this time, I had this idea of creating a separate Instagram account. This is before I even knew what manifestation babe was or my plan of creating courses and coaching and running high-level retreats and all this stuff. Long before then I remember having this inspired idea to make an Instagram account to hold me accountable. I was like I need to be inspired, I need to follow other people who are doing what I'm doing, I need to surround myself with the law of attraction. Obsessed people like me, I need to surround myself with millionaires and billionaires. So I created an account and I remember sitting there and being like, let's see. A lot of people ask why manifestation babe, so this is not something that just pops in my head but it kind of came from a previous Instagram handle that I used to have which was fit russian babe and that was like my fitness account maybe a year or two years right when I started Beachbody so two years before manifestation babe, and I remember coming for some reason that week, three people told me Kathrin, I loved your fit Russian babe handle. I love that you had a babe in it. I don't know. There's just something about babe and you remind me of a babe. And so I don't know why you changed it and I was like, why are you telling me this two years down the line? How is this helpful? One and two, like, okay, that's interesting. And so that week I was like, hi manifestation babe alright. So I made an Instagram account. And then it's funny because my memory says about a week, but when I go back to my very first post, my very first post is actually about a month and a week before I created my first course when I needed a domain name. So let's just say a couple of weeks later, I'm in my bedroom and Brennan is at work because Brennan worked a 9-5 and this is when I decided I'm not going to go to medical school. I'm going to be at home. I'm going to build my business and so I was pretty much home between 9-5 by myself. And so Brennan would spend like the weekends over my parents. And sometimes random evenings on the weekdays. I remember being in my bedroom, and it just hit me. I don't know where it came from. It's just like it was the most unexplainable feeling. It was the most unexplainable, just crystal clear message and channel information that I've ever experienced in my life, where I remember being on my laptop, which is funny because I still have the same laptop to this day. And I remember being on my laptop and opening up keynote, which is like the MacBook version of PowerPoint for those of you who are unfamiliar, and I opened up the PowerPoint or Keynote and out of nowhere, guys, like in 10 minutes flat, I'm not even over exaggerating, I pumped out 100 slides. Just boom, boom, boom. And of course, it took me 10 minutes without fancy pictures, without fancy fonts, without fancy bullet points, just literally pumping out. And like my mind knew exactly where to put information and all of a sudden by the end of it, I created this manifestation one on one course. And I was like looking at it and I was like, oh my god, this is a course, this is a freaking course. Okay, what the hell do I do with this thing? So I guess it's called a divine download. Thank you, Amy. So I remember going online and literally googling how do you build a website? How do you upload? How do you record thick? I was just like, how to blank whatever I need. I'm

like, okay, so I need to, like, record this somehow. So how do you record a keynote? And then I was like, alright, what do I do with this? Oh, I need to upload it somewhere. So I'm like, how do you host a video, and I just went like how to and I remember my first website is the ugliest piece of crap I've ever seen in my entire life. And what if I think about it right now I cringe and I hope no one ever comes across this old website. I think there's like a way to put your website into a time machine or whatever, but it looked like a different stage. It was really, really ugly. And my slides I remember I recorded, it was about 90 minutes long and I priced it at I remember 40 bucks and I was like, okay, let me while I'm building my Beachbody thing, I will also sell this manifestation course because this is what I love. This is what I've been talking about for 10 years now, this is what I'm finally starting to understand. By this time, I just started to see results, right? I put myself under that experiment. And I just started to see results. And so I put my course out there. And of course, every day I was splitting my time between. Let me see where MB is going. And let me see your Beachbody. Going fast forward to about July I realized I created something else that received a ton of great feedback. And while I was at the annual Beachbody event, which is called Beachbody summit, I realized that Beachbody is not my passion. And I skip this step because I remember between this I moved to Los Angeles and so someone just commented I saw I really quickly really briefly don't remember exactly who someone said they remember me moving to LA. Yes when I moved to Los Angeles, it was around May. And my whole life went to crap. Like, I mean crap. I made my income in Beachbody halved within a week and kept having every single week until it went down to \$100 a week. How do you survive off of \$100 a week? So of course, I couldn't provide for myself, I couldn't afford rent. I was pretty miserable. I was frustrated. I was really stressed out and so I moved in with my dad. And then things with my dad didn't work out so then I moved in with my grandma and I lived on her couch for five months. So this is why I'm living on my grandma's couch. I go to the Beachbody summit and I realized like this is just not my passion. I started having those same feelings that I had for medical school two years prior, and something just felt wrong and anytime I felt any of it I pictured manifestation babe, just the vision or the mission of one day being able to make this my full-time job, my full time living, even be able to make like 2000\$ a month with it. I mean that should excite me. And so I just decided to just drop everything. I remember I just completely stopped posting on my fitness account on Instagram. I just stopped giving a crap about my team Facebook group or the fitness Facebook group that I had. Probably had like around 100 members and I thought that was like bawling. I thought a Facebook group with 100 members was like, oh shit, I'm rolling in dough, this is so successful, which is so funny that manifestation babe is at 50,000 or 45,000 members in the Facebook group. So anyway, I was at 100 and I was like, oh, this is a huge risk, but you know what, I can't do it anymore. So around this time, I just decided to fling myself even deeper. I remember investing in courses. I remember buying every freaking thing about launching, anything about email lists, anything about social media growth, just investing. I remember hiring

coaches or at least buying their courses or programs, something to keep my mindset right while also teaching myself the skills on how to get better at doing the stuff that I'm already doing just so I can keep growing, keep expanding, keep growing in numbers and all this stuff. And I really just flung myself forward and I spent 18 hour days you guys. It sounds like I say 18 hours just to choose that number, but literally, I remember my bedtime would be from 12 to 6 am. So I go to bed at midnight, and then I wake up at 6 am so if you subtract six hours a night asleep, and then the rest is literally me working because I worked a 9-5 job to support myself because in LA I was living on my grandma's couch, I still also needed money because I didn't expect for me to just feed off of her and I needed something to give me that sanity, which was we'll create a podcast for people who are going from working full time to having a side hustle to wanting to take their side hustle full time and the right versus the wrong way that in my opinion is the way to do it, so I'll create a podcast on that separately. But anyway, I needed some sanity, I needed some sort of income flow so I don't feel like I'm making a huge mistake. And so I'm working full time and then in the mornings, on my lunch break in the evenings I am building manifestation babe whatever that meant, whether it was new courses, which around September, October, November, I started pumping out new courses, content every single day, just value value value. It was a really tough six months you guys I had nothing to show for it. And that entire year from March when I made my very first manifestation course to like December 29 of 2016 made \$9,000 total which streamed in from 10 people People would buy my manifestation course one month and then like 12 people would buy my \$1 program and then you know, a couple of people bought this new program that I launched in October, which cost about \$400, which is like, holy shit, who am I to charge \$400 at that time? So it all added up to \$9,000. But you still cannot live off of \$9,000 and I remember being like, alright, it was a really tough month, but every single day, I remember having this faith that one day, it's gonna make sense. That one day it's going to pay off that one day I know that I'm building this snowball and carrying up this mountain and the mountain is not forever, I knew that the mountain stops at some point you're going to reach the peak and it's just going to avalanche down and I remember holding on to this metaphor every single day while I kept adding value and kept adding value and kept adding value and kept adding value. every freaking day. And then came New Year's Eve. That changed my life. And that was New Year's Eve between 2016 to 2017. And why I say it changed my life is because keep in mind you guys this entire time in 2016, so from May of 2016 to February of 2017, Brennan is unemployed. So when we moved in together in October of 2016, I was the one supporting both of us. So I was literally paying our bills, buying groceries if we were to eat out which was like a hashtag never, maybe on my birthday, maybe on his birthday, right? Maybe I remember driving not flying, but driving up to Seattle so we can see our family for three days driving 20 hours up and 20 hours down just to stay there for three days in Sierra family because we literally had no money. I wiped out my savings account to take Brendon in it up in November of 2016. So it was

really, really tough. And Brennan saved up because he was working catering jobs. So yes, there was some sort of money coming in but I would say that you guys like 100 bucks a week, maybe sometimes even less, rarely even more. And so there was some sort of money and he was as helpful as he could be. And we were very patient with each other. And those six months, I mean that was like one of the first six months of where we really started the relationship. So our relationship really started on both of us being completely broke, which is awesome, because now we get to enjoy your success together. And there's never a question of are you with me only because I'm successful? No question at all. And we just grew such a foundation of love and support and trust and honesty, and just so many great things came out of that. So I'm forever grateful for that moment. But Brennan saved up all the money he had to take me to Las Vegas for New Year's Eve. And he had just enough money to literally cover the hotel and maybe some of the food. And I remember that I saved up some of my money from my job and whatever I made for manifestation babe. And I agree that in my head was like I really want to go on this helicopter ride, and I really want to go do this, and I really want to do that, and then I'll take us out for a nice new year's eve dinner. And so I had these plans that whatever he can't cover, but I still credit this as Brennan's gift to me for our anniversary for New Year's Eve. And so on New Year's Eve, I was launching digital course babe, which is, by this time by creating three courses, everyone was asking me, Kathrin, how did you create these courses? I can tell, you're not really using a program, you're not really really using as a platform, you're doing it yourself, but this is really cool how do you do it? So I got enough of those questions and I decided to release a how do you build course and also, how do you grow your Instagram because, by this point, I had about 18,000 followers on Instagram. So everyone's like wow it grew so fast, how'd you do it? So alright, let me create some courses. So I just launched them and I remember it was my first launch, I had no idea what the hell I was doing, but I was like, okay when you launch, you talk a lot about your course and then you email your list and you talk a lot about the course and emails and so I was really excited. And so I planned out these emails by adding a ton of value. And it's similar to how I email now, if you ever get an email in a newsletter, if you're subscribed to one of my email newsletters and you get an email from me, you'll probably notice that I don't just throw things at you. It's always backed up by a ton of value. So it's something that I send to you to inspire you. And if you want to take it to the next level with me, then I always give you a PS, here's how to take it to the next level. And so that's similar to how I did my very first launch, and of course, a couple of emails saying, it's closing and I'm raising the price in 24 hours and all this stuff. So this is when I really got comfortable selling things. And that New Jersey weekend from Friday till Monday, I made \$4,000 and I lost my shit. I thought I won the fucking lottery. I thought I won the jackpot. I remember looking at my phone with my PayPal just blowing up. And I think it was priced like 197. And I remember getting all of these like notifications like 197 197 197 197. And with each one that came in, I was like Brennan, let's go on the helicopter. Brennan, fuck that

restaurant, let's go to this restaurant, and let's upgrade our rooms. I was just so excited to actually just reward ourselves for all the shit that we went through in the last six months and I was just so excited. I felt like a rock star and I felt unstoppable. And all of a sudden that was the very beginning of that avalanche effect, where I tell entrepreneurs all the time that you are going to be rolling up the snowball up a hill and it might feel like forever and there are no guarantees. I can't tell you, you can't tell yourself, no one can tell you how long this mountain goes up for, but at some point, you hit the tipping point, and you're going to roll and the snowball is just going to turn into an avalanche and you're going to go down and it's just like success comes so fast you don't even know what happened. It's like a blur almost. And I also heard this from Bob Proctor too. I remember listening to Bob Proctor, one of his old seminars, the very first couple months that I started manifestation babe and he was always like, you know, I was always told that when you hit that tipping point, I call it tipping point of like, all of your belief, all of your affirmations, all of your personal development, all of your mindset work finally hits a tipping point and all of a sudden, it just goes down the other side and it happens really fast. So I finally experienced that and I was like, Oh my god, Bob Proctor you're the man, you were right. So that was amazing. And then I think I made \$7,000 that following January. And you guys know how the whole year went, but I still want to keep sharing with you. All the milestones that happened. That's the word I was looking for at the beginning; milestones. Because I, surprisingly, I'm only about halfway through. So hopefully you guys are enjoying this and I'm not boring you too much. So in about February of 2017, I realized that yes, I'm putting myself out there. Yes, I'm making money. But I'm still holding myself back because I have this fear of speaking to people. I have this fear of allowing my voice to be heard. I never did a live stream except maybe like once or twice. And I never did. I never had a podcast. People don't really know me and my personality. They knew my pictures, they knew my captions, they knew my emails, my writing, yes, whatever, but they don't really know me. And I've always been told that when you're your authentic self and your business, that's when people just flood into your life because they are looking for another human being to relate to. So I took this advice and I decided to start a Facebook group. I think I opened it a couple of months before I officially committed to it, but I remember committing to this Facebook group, which is now a manifestation babes on Facebook with 45,000 members, so we have officially been in business in the Facebook group world for about a year in two months, which is crazy, but I decided so I realized I was still working full time. I was making about 7000 and 5000 then you know, another 7000 the following month, and I decided that I was going to start the series called coffee chat because every single day before I started work, I would be at this counter thing that I have, that we bought from Target when we first moved into this apartment, and this is right when I first moved to our apartment, the studio apartment that Brennan and I share now. Before then we were living for free from October to June, beginning of February at my step grandma's apartment, which I'm so grateful to my family. Let us look at living

rent-free, you just have to pay utilities and cable and internet and that stuff, which at that time was still a huge amount of money for us. And so we finally moved into our own apartment. I was like, oh my god, I get to decorate however I want, it gets to be high vibing to staging, I get to do cool things, too. I have essential oils everywhere. And everything's organized the way I wanted. So I was really excited. And I remember spending between 8 am and 8:30 am every single morning, drinking my coffee, and just scrolling through social media. Well, you guys know how much of a time suck social media can be. So I had this idea, I was like, I'm just drinking coffee, what if in order to show my personality in order to show who I am I started this series called the coffee chat? And all I'm going to do is I'm going to push the live stream button. I have no idea what I'm going to talk about, but I'm just going to talk to my girls while holding coffee, which I really realized I haven't taken a sip of yet but that's because I am just talking a lot. So I remember doing this live stream and topics would just come every day. Had a new topic every single day. I just had more and more to talk about people would ask questions or groups were growing, it just really took off. And this is when people really started to get to know me. So female entrepreneurs or entrepreneurs in general out there, if you are not seeing the kind of money that you desire, if you're not seeing the kind of signups that you desire, if you're not seeing the impact and the influence that you desire, start talking to your audience. Just be yourself. Share your story, share stupid stories, share random things, share random thoughts, but just talk because people just want to get to know you. Yes, it's cool. You run a business. You can help people with their life. Yes, it's cool. You can help people in their business, but they also want to know who you are. And so if you're not doing that yet, if you're not being vulnerable, and if you're putting on 20 pounds of makeup before you ever take a picture of yourself or a video, I'm telling you, your audience will love the day that you just show up with like your hair like this and like no makeup on, you're just fresh out of bed and you show up just because you want to help people because when they see that it's just about them and not about you, it's like the whole game changes. And that really took off manifestation babe because people started to trust me, and the trust factor started to grow at a hyperspeed. And that is what really started to contribute to the snowball effect of the \$600,000 year. Okay, so in April, now let me just share with you these milestones, in April I hired my first people. I hired a couple that started to help me manage my freaking business because there's so much going on. Then I realized that I needed a personal assistant, not a personal assistant but more of an assistant that does even more basic work for me. So then I hired my first assistant around May. I launched my very first book in June, which I am so grateful for the female that I hired in April because she is the one who put in the idea to turn my email course into an Ebook. And then luckily, the day before she mentioned this, I was watching this course, because I'm always taking courses and I'm always learning, I took this course on how to self publish an actual print book. And then I was like, wait for a second when I was talking, let's publish an actual book because I know how to do it. And so we got super excited. We

launched it in June and this was actually the moment when I quit my job because I realized I was making like 18 to \$20,000. Was it 18? 20? Around something like that. Around this time while I was working part-time on my job now and making like \$1,000 a month, spending 10 times more time at work than I was with my business making opposite incomes and I was like, hold on, something's not making sense. So when I went to spirit junkie masterclass with Stephanie it was in New York and it was on June.,I remember choosing that as my quit date, and that was also going to be my book launch date. So I walked out of my job, went to spirit junkie, masterclass, launched my book, and then that really took off as well. Then I planned to host on my very first retreat in Bali, which I have never been to Bali before, I don't even know how to plan a retreat, but I said, screw it. Let me build the sales page and let's see who comes. And that's pretty much like, especially to female entrepreneurs out there or, again, entrepreneurs in general, like put your shit out there, just put it out there and just trust that all the moving pieces are gonna fall together as soon as you make that decision. So I got a bunch of girls to sign up for the Bali retreat. And of course, we planned that and that happened in November. But before that, I also launched rich babe because, by this point, I was growing my income so fast I had to share with women what was the secret behind my income growing so fast, and that's what rich babe is now. It's a money mindset, a program that I'm launching in August, for those of you who might be interested in the next round, because it's really, really good. The results have been crazy in the last round in January and March. And then we're relaunching it in August, but rich babe was like, okay, how the EFF am I doing this? How is this happening so fast? What's my mindset? What are my rituals? What are my routines? How am I looking at this? How do I see money? How have I transformed my relationship with money? Also, this is a fun story. So it's a little bit out of order, I don't remember exactly which order the book versus this came, versus rich babe versus whatever, because again, 2017 was a blur of just amazingness, a ton of hard work, a ton of hustle mixes flow, a ton of listening to my guidance, a ton of implementation, a ton of tears and laughter and just everything in between, so it was a bit of a blur, but it was also a very successful blur. I remember driving from Vegas after meeting up with my team in Las Vegas, I was driving back to LA. And Brennan was working his job because he finally got hired in February. And as I'm driving, and I get a lot of downloads while I'm driving like on really straight roads, so when I take road trips, I just hear this voice that just starts going. It just starts talking to me, telling me things, giving me ideas, telling me where to go next, what the future is going to look like, what the future holds, what I should do, what I shouldn't do, it's really wild. So that was the very first time I heard this voice speak to me while driving and by a voice, I literally mean my higher self. So don't feel like there's a ghost in my car or anything creepy like that, or anything weird. So I am driving and all of a sudden, it says call Brennan right now and tell him to quit his job and you will see the kind of business that you've always wanted to see. And mind you guys, I'm already successful by this point, you know, to most standards. And so I was like, Oh, the business that I really want okay, what

is that? Oh my God, this sounds exciting. And then I was like, okay universe, this is kind of a big deal to just tell my boyfriend, who worked for an entire year on securing his job and he just got hired four months ago. And for me to be like, oh, just kidding, you need to quit your job now, that's a little insane. And I remember saying that out loud as I'm driving by myself. And I was like, if you are serious, if you're dead serious, and I'm not just imagining this, hallucinating it, or whatever. I need a triple-digit right now and I need it within 10 seconds because you guys know, I see triple digits all the time. It's nothing new. Sometimes I only consider it a real sign when I need confirmation if I see it within like 10 to 30 seconds. And so I was like, I need to see it in 10 seconds or I'm not believing it and not believing you and that thought just ended. I remember looking at my GPS because I was like, oh, how far are we from LA? And it showed 111 miles. So I was like, okay, the universe is serious. And I stopped at a Starbucks and I called Brennan and I was like Brennan, you need to quit your job because I'm getting a download from the universe that if you quit your job, we will get to travel a lot and by traveling a lot that's going to build our credibility and it's going to help inspire me and motivate me, and we're really going to grow together and the universe promised the business that I've always wanted and he did not have it. He was like, Kathrin, you are crazy. You are absolutely crazy. Again, for those of you who are dealing with a spouse, or dealing with a family or a friend, or someone important to you, who's looking at you like you're crazy, Brennan and I are adding a bonus that you can't get anywhere else into the manifestation babe academy which is launching this Friday, where we will literally give you a how to get your stuff on board as manifestation without preaching to them because I never preached to run in, but we will share with you tips, tricks and strategies on how to slowly get them to open up their minds to it and slowly start to manifest their dream life to without you throwing shit at them. So stay tuned for that, for those of you who are enrolling in MBA, I promise it's gonna be worth your freaking time, energy investment, everything because it's going to be really good. So anyway, he was legit convinced I was crazy. Few weeks passed, he realized holy shit if I don't quit my job, this girl is going to start traveling without me because by this point, I was hosting my retreat. I was going to Tony Robbins events. I was going to other events. I was getting invited to travel around the world. I was getting asked to speak and I was hosting my own events. It's like I would never be home. And so Brennan realized, okay, wow there are 111 viewers in my Facebook group. That's awesome. That's another confirmation right there. So Brennan has this realization and he's like, alright I'm going to quit my job. Let's do this. And then success kept climbing. Brennan was on board kind of with manifestation babe, he didn't really understand his role. We didn't really understand what he's gonna do. But I just got him on to help me with financials because Brennan's background is in finance. So then, long story short here's some of the lows that happened. So the end of 2017 was definitely a low point where the business kind of, you know, we held a really successful retreat. We held a really successful event in Miami, things were good but the business started stagnating and my inspiration started to stagnate and I

realized that by this time, I had the wrong team. I am on the wrong team and by the wrong team, I don't mean wrong people like there's something bad about them like they're the wrong people, but for my team, and for my mission, I just started getting bad vibes. It was not something that I could directly explain back here that and this is why here's the proof, but I just felt like if I wanted to really grow manifestation babe, I needed people on my team who were just as obsessed with growing the company as I was. And I just knew that the other people on my team at that time had their own agendas and no agenda in a negative way. But they had their own businesses; they had their own because they were contractors, right. So they had their own mission, their own vision, their own inspiration, their own endeavors. Even though they told me that their hearts were set on growing manifestation babe because they felt like the company was their own. I didn't quite feel it. And so I just realized, I was just absorbing, absorbing a ton of negative energy and it was not feeling me was not inspiring me. I was getting really overwhelmed. I was getting stressed. I started to put out a lot of fires. My team got really comfortable. I started to put out a ton of fires. I notice mistakes every single day. I was doing 10 times more work from October to December than I was doing previously, because I just felt like people were dropping the ball and I felt like I was a person like, okay what's next? What else do we have to do? What do we have to catch? I have to catch this fire and this ball and this and I just felt like a juggler and Brennan and I went to a date with destiny, which is a six-day event for Tony Robbins hosts and as I walked in, guys as I walked into a date destiny, I get a voice that speaks to me, the voice that told me to start manifestation babe, the voice that I trust because it always led me down the right path, it's like you have to let them go Kathrin and I remember walking into day one of manifestation babe and I mean day one of a date with destiny and being like come on, can't you wait till the sixth day to tell me this? Why do you have to ruin a date with destiny for me where I have to start thinking about this and strategizing and getting stressed out long before the event is over because I came here to enjoy my event and that event was the darkest six days off for a really long time for me and so it was just December in entirety as well as about half of January until I would say the very first weekend of Lewis Howe's mastermind because I was going through massive personal growth, I was going through a massive up-leveling, I was going through a huge reorganization and up-leveling and clearing out things that don't serve me and bringing in the things that do serve me, creating space, creating a vacuum while, but you know when you're in it, you don't really know what's going on. Now I can see it clearly of course, it's May now it's been five months, I can see exactly what was happening, how everything was happening for the highest good, but at that point, I was literally like, Oh my god, I feel like shit. I don't want to do this. This is so stressful. I'm not enjoying this anymore. I thought business was supposed to be enjoyable. I thought manifestation was supposed to be fun. I'm not having fun anymore. And Brennan and I decided to, because we got engaged in November, we decided to go to Australia for New Year's Eve, because New Year's Eve is now first of all our wedding date this year, also our

anniversary and also all I think most Russians are obsessed with New Year's Eve and so it's always been my very favorite holiday because just as a coach, you get excited about people setting goals for their lives. And so New Year's Eve is like, holy shit, this is exciting. Everyone's excited about their life. Everyone's on top of their life, everyone's killing it or is going to kill it. And so I just love New Jersey for that reason. And just fun. And the day before we were going to go to Australia for three weeks, and it was supposed to be like a work-cation/anniversary trip/proposal celebration. And the night before I was packing for Australia, Brennan and I were getting things together for our team and my assistant at the time was on vacation with her family. I let go of the two other team members the week prior, and my assistant was like telling Kathrin like I love manifestation babe, I'm with you for life. We gave her a raise, she went on vacation and so there was like nothing being produced for about a week and a half. So Brennan and I were kind of like holding it together, and then waiting for her to get back from vacation. And I was super excited for emails to be caught up on, and all these things that, you know, I didn't want to do and I shouldn't be doing because my mission is to inspire people not to be caught up in emails. So Brennan and I just got this horrible gut feeling like we were packing for Australia. And I just got and we had like a red-eye flight the next day. So typically, whenever I read, I pack the morning up, and when I have a morning flight, I pack the night before. So this time because it was Australia in three weeks, I had to pick up my dry cleaning and do all this stuff. So I'm packing up and I just have this bad gut feeling and I remember texting her being like, are you mad at me? And I don't know why, like why would I text that but for some reason, I just felt compelled to ask that because I felt like someone was mad at me. And then I checked my email and in my email, I have this email being literally like, oh, sorry I no longer want to work for you blah, blah, blah, like, this is my final notice that you know, that's it. This is done. And I texted her I was like, okay I understand why I didn't hear from you the last couple days, but I guess I wish you the best. I had no idea how to respond. I've never dealt with this before. I have no idea what was going on. I just felt completely blindsided and I never heard from her again. I never got a text response and never heard from her again. In fact, my old team completely blocked me on social media. So I'm just confused beyond measure. So anyway, that happened. It was a really low point because all of a sudden, Brennan and I had the entire company which was almost you know, a million-dollar company at this point, maybe around, we made 700-800 K, so it's doing really well, but all of a sudden, we have the entire company on our shoulders. And here I am trying to be inspired, and channel content and deliver and create things and create courses and all of a sudden, I had to be my own employee again. I had to do the small things again and then Brennan meanwhile, I'm training him to do things that my old team was doing and also, we're flying to Australia, you guys, it's New Year's Eve, we're supposed to be celebrating. But now instead of enjoying Australia, we're going to have to work every freaking day, probably 18 hour days. And I cried myself to sleep for about two days straight. Sorry, it's a lie one day straight because the next day I got on an airplane.

And I remember creating this list on the airplane. And there's something if you're one of my rich babe students, you'll remember in module three when I talked about creating rules for your life, energetic rules, and so I was like, fuck it, new year, new life. I'm creating new rules for myself. And I row in my notepad, which is so funny because I went back to check on this notepad of these energetic rules that I set up for myself. I'm sorry, I just realized that Instagram live might shut off in four minutes, which I will just hop back on live you guys. Okay, I'm going to edit this part of my podcast. Anyway, so I set up these rules for myself and I looked back on them a couple of days ago, and it was funny because everything that I wrote down on that flight to Australia has manifested and if it hasn't fully manifested, it's about really well in progress. And all these rules that I set up for myself at that time, are the rules that I'm living today. So it's really cool how this stuff frickin works right? Manifestation works. The law of attraction is real, you guys. So anyway, we go to Australia and Brennan and I, we doubled the revenue from the previous month, December in January, just him and I. And so we're looking at each other we're like, I guess it's not that much of a tragedy what happened because we just doubled our business and it is only two of us. The thing is, there are a lot more angry emails and a lot slower response back and of course, people really confused with us and thought like we just like dropped the ball on whatever we're working on, but really, we were fucking drowning at this time, but yet somehow we double the business so that was really cool. And I called that more to make myself feel better, but I use the metaphor the analogy of like, we cut the fat and kept the muscle, so the muscle stayed on the team because the muscle fuckin produced. And Brennan and I decided that we are not going to just go out and hire people, even though I really wanted him to just hire someone like, Brennan, I need someone, you need to hire someone now. At this point, Brennan really stepped up as COO and he was like, okay, I'm gonna manage team Kathrin, you do not need a team on your mind, I'm going to manage. I'm going to make sure tasks get done, I'm gonna make sure this gets done and that gets done. And everything else all the creative stuff is on you. So you have to keep creating the courses you have to keep creating the inspiration, the Instagram posts, whatever is working for you, the podcast episodes, the challenges, you're going to do that. You're going to really go into hyper mode and I'm going to be doing all the COO stuff. And so with a lot of arguing between January and February where I really needed my team back I needed somebody on the team, but Brennan was like Kathrin wait, we're going to find the right people. And behold, of course, in mid-February Brennan ired the most incredible intelligent impeccable high vibe just people, who actually when I told you guys that I was looking for people who had my vision in line, who were as obsessed with manifestation babe growing as I was who were excited about numbers and excited about gross and excited about profits, we finally found them. And so Priya and Londa came on board at the same time, and we're just looking for one person, we ended up hiring two, and they became our employees. This was amazing because for the first time ever, I had a company with employees. And I felt like I had a family. I felt like I had people to take care

of. And for a lot of people, that's a scary moment where you're like, Oh, my God, I have to support people. Why? I'm in charge of people. Oh my God, this feels like I have kids and I'm not a mother. So I don't know what that feels like, but all of a sudden, I felt like I had children on board that I had to support although they're not children at all, you guys get my analogy. And then we ended up hosting another phenomenal retreat that the team literally walked into. I'm planning a retreat. I was like, alright, there's nothing planned. We're about a month and a half out. This is what needs to get done. You have to get that done and that done and so of course the team impressed the fuck out of us. You know round two of volley went really well as well. Then that brings us back to today, which holds on Instagram is about to end so let me restart the live. Okay. Share and okay awesome. So that brings me back to now you guys. Oh, I guess I skipped a couple of things rich babe relaunched a couple of times this year and I ended up having my very first multiple six-figure launch. I never had a six-figure launch before. So I went from having under six figures to a multiple six-figure launch and I felt like things were finally starting to fall in place. I felt like I had a team that cared. I felt like people were reciprocating the same love that I had for them. I felt like I was attracting my dream clients, my dream people, my dream rich babes, just everything started to work out and everything started to fall into place together. And that leads us up to this week, where after all these ups and downs, highs and lows, confusing points, and there was lots of confusion. There are lots of moments where I had no clarity, where I didn't know what I was doing wrong just making it up as we went along. And even though I still have limiting beliefs, you guys, because people are always concerned, especially female entrepreneurs, they're like, I need to find the block that's keeping me from building my dream business. And I'm always like, yo, listen up, I'm imperfect, I got limiting beliefs for days. I know I do because my coach always catches them. So if I didn't have them, I would not be his client. And three, like, I don't know what the hell I'm doing. I know what I'm doing. I know my vision. I know where I'm going. I know what I'm doing in terms of what I'm doing, but every single day is an experiment, every single day is a brand new day, every single day I'm alright, so I'm a student every day, I'm going to events, I am taking courses. Now I get to send courses to my team so that's different. Now I have people doing courses for me, which is dope AF. Because we're all learning every single day's an adventure and experimenting. Every day is uncertain. We don't know what's going to happen every single launch, we have no guarantees that it's going to do as well as we predicted it, but on top of that, we have a vision. We have our energetic rules, we have our intentions, we have our mission, we know what we stand for. All of what we're doing is creating out of our hearts and running this business off of our hearts. And that energy is just being reciprocated by the universe because I know with our hearts, we attract other people who have big hearts, and the energy just feels so amazing. Anytime we do an exchange in business we know it's not just money. We know it's an exchange for someone who is about to have their life change. If someone is about to learn something new that's going to take

them to the next level, we always see the person exactly where they want to go long before they even see it. We just have so much love and I truly feel like my whole team has the same vision as I do, the same love the same passion, the same determination, the same everything. So where we are now is in a place that's really, really great. So to have announced that we hit a million dollars this morning, I thought of how you know they say that you will get whatever it is when you're ready for it, that's exactly how I feel right now. Sometimes we want to rush the process. Sometimes we forget about divine timing. Sometimes we forget about the divine. The divine unfolding of events, divine lessons, and sometimes we don't understand our lessons, but everything is coming together all the time, the good, the bad, the shit, the amazing. It's all coming together to give you exactly what it is that you want I promise you this, please trust me on this. So we hit a million dollars. I'm super excited your guys' support has been amazing and incredible yes the trolls pop up every now and then but overall I would say 99.999% it's been nothing but positive feedback. It's been nothing but love, nothing but great energy-positive vibes. So thank you guys so much and it's so awesome to walk into this because especially with the launch of manifestation babe academy, which a lot of people are asking how's it different from rich babe, it is different. Rich babe is very focused on your money relationship and very money-focused and there are certain things that I teach, certain strategies that have to do with money. Manifestation babe academy is like the MBA of manifestation to get your PhD in results. And it's really results-driven if you have ever wondered how to actually put these theories into action, how to really apply all of these laws and these principles and all these things and actually see results from it, you definitely want to be in manifestation babe academy. And then Brennan is coming together to add that little bonus module because we noticed that there's always a spouse, there's always a family member, there's always a cousin, a friend, or a co worker who looks at you like you're crazy because not everyone is brave enough to follow their dreams, not everyone has the balls to do it and so those of us who do, we're always looked at as the weirdos. We're always looking that as if we're crazy because there's very few of us who actually execute, who actually could take time to set intentions and create a vision, those who believe in themselves and actually go for it and make magic happen. There's a very small percentage of us so of course, the majority of the world looks at us like we're crazy, but it's not helpful when those people who think you're crazy too live with you in the house. And I've been there I've been in four different households that have all thought I was crazy. My grandma, my dad, my parents at one point even though my mom is woowoo as fuck and she totally gets the whole energy and psychic and law of attraction thing to her running an online business was cuckoo, and woowoo and just crazy. So she didn't understand that in the very beginning, which is so funny because she's my biggest supporter today. So as my stepdad was, of course agreeing with my mom at the time. And you know, Brennan also was like, wait, what? Why are you gonna sell courses online? Like what are you doing? What is this manifestation babe thing? And he didn't get it at first either. And he would

freak out every time I dropped like 10 grand on the seminar, he would literally have a heart attack because he just didn't get it. And so now being half and half partners and him manifesting his own incredible journey and manifesting his desires and getting totally behind the angel numbers and all these things that I'm totally into, it's like how did that happen? We have finally figured out a system how can we help other couples with. How can we help other families so that's going to be a bonus to the manifestation babe academy. Also the manifestation babe academy is a very first round that's going to happen in June is going to be 50% off of what it normally is selling out so it's normally a \$997 course, slash that in half that's what the opening price is going to be at and of course there's going to be payment plans my VIP girls my VIP tribe active members get 100 bucks off and if you have purchased unleash your inner manifestation babe in the past, which is my \$97 course and sometimes I'll put it up on special, whatever you paid towards whatever you paid towards unleash your inner manifestation babe will get taken off of MBA just as a thank you for supporting the previous manifestation courses. And also people have been asking what the difference between those two are UYIMB is a three-day course and I made it in the end of 2016 vs MBA is like a compilation of all the high level stuff that I've picked up in the last two years so you get to go on this journey with me you get to pick up on stuff that I really learned because I learned how to actually put it into action the last two years and see massive results so I'm giving you the the play by the play and all the tools and the steps and the techniques and hacks and awesome stuff also explaining to you how do you manifest and what is the law of attraction and then taking it obviously beyond there to like quantum manifesting and all that stuff. Also, I'm sharing some stuff in there that I've never talked about before. You'll see on the sales page what I'm talking about and when you enroll into the course you're gonna be like holy shit, what is Kathrin talking about? This is interesting but also awesome at the same time. It's a manifesting technique that I have not shared with anyone except for close friends. Friends and Brennan knows so that's really interesting. I'm excited to open up and talk about that and not see it as weird anymore. And yeah, so that is the million dollar podcast. That is a million dollar journey you guys that is that is it. So once again, thank you so much for being on this journey. I'm going to come back this week and drop a couple more episodes that are tailored towards those of you who are working, working a nine to five job and have a side hustle. As well as I want to share my evening routine a lot of you're asking okay, you shared your morning routine Kathrin what is your evening routine? So I definitely want to share that, but I hope you enjoy this episode. Thank you so much for being here and I hope you have an amazing, amazing manifest Monday and those of you who are in the manifestation challenge I've been watching your posts you guys are killing it. Go to hashtag manifestation challenge on Instagram and just see what these girls are posting and yes are some guys too! Really good stuff. I'm proud of you guys and I can't wait to see what you manifest by Friday. And for those of you who are waiting for the MBA deeds to drop; mark your calendar for this Friday, which is, what's the date? I never know what day

it is hold on, May 18 at 12pm Pacific. Okay, love you guys. Have a Happy Monday. 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 @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.