

Episode 52: Lessons Learned From Manifesting an Audi R8

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

Hey gorgeous souls. It is Kathrin from manifestationbabe.com and I wanted to record a super, super exciting podcast episode that I'm also live streaming at the same time. For those of you who are listening on the podcast, you're literally listening to me setting up, clicking all my buttons making sure that I'm streaming to Facebook, streaming to Instagram and streaming to my microphone all at once. I hope you guys are having a fantastic Monday. I had the craziest week of my life this last week and not crazy as in a bad way or and crazy as in literally crazy, but it's just been an emotional roller coaster. And more than anything, it was just one high after another after another where I did a livestream on Friday, just a Q&A on my social media and I was telling everyone who was watching that, my heart has been racing for five days straight, I can't sleep, I just have butterflies in my stomach and I got sick out of nowhere. And so it was like the universe is calling me to uplevel. I was finally making one of the biggest up levels, more so materialistically in my life ever, in a way that I could be inspired in a way that I could finally fulfill one of my biggest dreams. And you know, it's really cool to just think that one of the phrases that got me through the worst of times is "The best is yet to come", and when I was feeling my lowest I would always tell myself the best is yet to come because your best memories, your best moments, your best manifestations, your best laughs, your best relationships, your best friendships, your best everything, best business, best clients is still yet to come. And in a place where I am feeling so high and also in the past whenever I would have these ups, I would tell myself, this is so freaking cool. And what's even more amazing is that the best is yet to come, which is even crazier. Something I was teaching in MBA last week was that you know, for those of you who love the subconscious mind episode, one thing I left out that I taught in MBA that I talked about in a little bit more depth, was basically that the subconscious mind is programmed to seek more and more desires. So whenever you hit a goal you're immediately inspired to hit the next one and then hit the next one and then hit the next one after that. That's why you know people with very limited mindsets would be like when is enough enough. You know, isn't the money already enough? Isn't the era enough? Isn't the house enough? And our subconscious minds are actually driven by our soul's desire to keep expanding and keep going, but the key is that you must celebrate your success, right? If you don't celebrate, you don't close a loop. And that's something that I teach my clients, which is that when you set a goal, and you're just about to hit it, and then you expand your goal and make it bigger to where you never actually complete a goal, that's going to drive you crazy and your subconscious mind is always going to look at you as a failure and always going to look at you and think, are you ever gonna hit your goals,

you're driving me crazy. Let's do this. And if you don't reward yourself, then you never really stop and smell the roses. Now, for those of you who do follow me on social media, you probably already know by this moment that I manifested the thing that was on my vision board since I was 16 years old because the Audi R8 is the car that Brennan and I finally upgraded from our Jetta. And that car has been out I think since 2007 or 2008, which is right around the time when the secret came out, which is right around the time where I learned about visualization where I learned about vision boarding. And so this thing has been on my vision board for as long as I can remember. So if you asked me, what is the thing that's been on my vision board the longest that I've manifested, it's probably my car. I wanted to share that I have actually two lessons, two important lessons that apply to whether you like cars or not. Two lessons that apply in all areas of life that I think are just so important to share that I really learned in the last week of my life, but before then I just want to share with you this hilarious story of how I actually manifested the Audi R8, how it's been a process, really going back to again, you know, from my grandma's couch and how what the R8 meant to me at that time in my life and the progression. I'm going to give you some practicalities of what I did to go from the girl who visualized driving the R8 to actually driving it off the lot. And then I want to share with you a couple of interesting you know, funny lessons that I learned going from dealership to dealership all around Los Angeles, and then I'll share the lessons. So this is going to be a really good episode.

Now. This is my dream car. And I remember when it first came out, I made this decision, I decided and when you decide on something, you are giving your subconscious mind an order. So I remember for as long as I could remember, even when I was 16 years old and didn't even have my first car yet right but let alone the R8, I made a decision that one day this is the car I'm gonna drive, I don't care how it's gonna happen when it's gonna happen at this moment in my life I didn't choose an age or anything. It wasn't, you know, in my 30s and my 40s in my 20s, I just knew I had this decision made. And I would always visualize. I remember for the last two years, anytime I'd be driving, and especially in the last six months, anytime I would be driving my white Jetta from college, my eyes would literally transform the Volkswagen sign to the four rings of an R8 and I would see, this is something that I didn't know I didn't know that the steering wheel actually has an R and an eight at the very bottom. So that was a cool addition. I didn't see that before, which shows you that you don't have to be perfect. It's cool to go out and get the details right. They say, if you want a car, go test drive it, but this is a funny story about the R8. And you know, visualize in exact detail. But the thing is you guys is that I didn't even know this much detail. I just saw the four rings and I told my subconscious, hey, I am driving an R8 when I visualize this. And so when I'm driving through the canyons, when I'm going to work when I'm coming home, when I'm driving to Vegas, or just anywhere where I am physically driving a car, in my mind, I'm already driving an R8. And you know, if you've listened to my podcast episode on the evening routine that I do every single night before I go to sleep, I lull myself to sleep with a visualization and so I see myself having already manifested something that I'm currently manifesting. Or I'll look at my vision board and just kind of meditate on those pictures as I fall asleep. In the last six months, I would be driving through the canyons in an R8, that was my visual on a consistent basis, and it just felt so real you guys at some point, it feels so real that you don't even need it. Right? I had zero desire to upgrade my car or to upgrade my car. I've been talking about how Brennan and I live in a studio, we drive a Jetta, we have a successful

seven figure business and we love to travel the world, we just have no desire to be flashy with the things that we have at home. And so it was never anything that I was because it felt like I already had it. I had no desire to go out and you know, show the world or make some sort of points. And it didn't make any logical sense either. Because we've been traveling the world for so much. The last nine months, we've only been home about two to three days at a time. And so to you know, go out and upgrade the car that just doesn't make any sense. We wouldn't even be enjoying it. And so, what was I gonna say? Okay, yes. So while I am driving my Jetta, I feel like I already have this already. It is already real, I have so much certainty. I have no attachment to it, I have no attachment to the outcome. I'm just enjoying life and I'm enjoying every single day. Now on my grandma's couch, this is also what I did two years ago. This is what I also did up until now. Now, here's where things shift. So the lesson there that I want to share with you is visualization is everything you guys. It is everything whether you are a visual person or not. I also want to remind you that some of us are more visual than others. And so visualization is all about getting to a feeling of certainty, to a feeling of already having it. Some people are kinesthetic, which means that they actually process the world more prominently through their feelings, and they like to focus on feelings and when they explain things, I had a grip on it, you know or that feels good. There are more feeling processes. And so those people who are kinesthetic, when they visualize they actually have a hard time seeing pictures, but since visualization is all about the feelings, they just can tap right into the feelings. And so how would you feel if you were already driving that car? How would you feel if you already had that dream business, the dream clients, whatever it is, and so it's easy for them to tap into feelings. Now, auditory people, they hear better, they like to process through sounds that sound good. And when they close their eyes they are more able to picture sounds rather than picture images or feelings. But those when they visualize, when they close their eyes, and they hear the congratulations or, oh my god, you did it, that's what inspires them. That's what brings, that's what evokes those feelings of already having. And so for auditory people, that's what they can do. And then visual people see visualizations. So visualization is no matter how you do it, I don't believe there's a right or wrong way, if you're stressed out when you're visualizing, you're not doing it right. So you make sure you're coming from a place of fun. And there's really cool tools out there. I remember, I haven't done this in a while, I obviously love vision boards, because it creates a nice picture for my visualization, so something you can do is you can and I'm looking to the side right now, because I'm looking at my vision board, it's the background of my computer, it's the background on my phone, my iPad, everything, and so I will actually hop into a picture. So I see there's a picture of actually, there's a white R8 on here, so I would jump into that picture. And I would focus on one thing at a time. So right now I'm driving the car, and then I have a private jet on here as well. So then I would jump into the picture and then focus on my private jet. What does my private jet look like? What does it feel like? Where am I going? Just as many visualizations as I can come up from there. And then there are things called, I think it's a website called mind movies, where you can take pictures and upload them onto this platform and add background music and add affirmations and wording and stuff. And you push play and for about two to three minutes long there's just your movie. It's the movie of your life and then you can also script, so if you're someone who likes to process via words, script your life as if you've already had it, okay, write it down as if it's a movie, write it, write the script of your life as if it's already done and you're writing it from the future. You know, what time you're waking up,

who you're waking up with, what you're doing, what it feels like, and all that jazz. So visualization is key. And it's one of the ways because your subconscious mind is so playful. It's only seven years old. So of course it likes pictures or likes stories. He likes music and likes all the stuff that kids like and is as playful as he can be with it. That's key to manifesting all your desires. So if you asked me how I manifested this car, it's by knowing that I already had it and seeing myself from all different angles. A little tip that I can give you is to see it from your own eyes. So if you were to visualize driving your dream car, see it via your own eyes, and then take yourself out of the picture and pretend you're sitting in the passenger seat, watching yourself drive the car, because then your subconscious mind links that you are involved in this picture, because what ends up happening is when you're only looking through your own eyes, your subconscious mind doesn't know the difference between real or imagined. And because it's imagined technically, your subconscious mind might think that it's real, because it doesn't know the difference. And so when it sees it through your own eyes, what ends up happening is that it thinks it's already done, and when he thinks the work is already done, it actually stops the manifestation process. So something that you can do is to take yourself out of the picture. And this is what I learned from my NLP training to take yourself out of the picture - third person perspective, see the back of your head or the side of your face, you know as best as you can. Again, this is supposed to be fun and inspiring, not stressful. And then see yourself and your subconscious mind links that you are actually involved in this picture. And unless you are involved in this picture, then it hasn't finished right? It's an unfinished product. And so your subconscious mind is constantly on this journey of searching, seeking, and bringing everything, bringing the people, the events, the circumstances, everything that is involved with actually making it happen. So those are all my visualization tips, tricks, techniques, everything that you need to know so that you guys can get started too. If I've in any way shape or form inspired you to really crank up your manifesting and really crank up your vision realizing this is all you need to know. Okay, so let's carry on into the story last week after my MBA launch, randomly the Friday before I taught module one out of nowhere I get a lot of my guidance out of this deep knowing and I also hear so. I guess I'm also a clear audience if you would, if you want to call me that, so I just got this guidance where all of a sudden I saw very clearly me driving the car. And immediately I knew that the second I would get the car the second it would be in my reality. I would be inspired on a whole nother level. And I heard out of nowhere this message saying go get the R8 and I'll deliver you your next steps. I will deliver you the guidance, I will give you that next idea that next whatever it is, and I thought, oh my god and thought Brennan is gonna kill me because we agreed, we've always had this plan and the plan is still in place of where we are going to majorly invest most of our money so that we can basically be set for life by the time I'm 30. And so to him, when I said, let's go get an R8, I think it's time, let's go upgrade the Jetta, I thought he was gonna freak out and I thought, how in the world am I going to bring this up to him? How am I gonna? How am I going to say this to him? And I remember looking up and also one more thing I wanted to mention, I actually never intended on purchasing a car either because we don't want to be tied into anything. We don't want to purchase a depreciating asset. And we also don't want to be tied into something for longer than two to three years. So my vision has always been constant car upgrades right. So we actually leased it now. Even leasing it is not cheap and even leasing it is a huge up level and even leasing it taught me so many incredible lessons and also brought up a lot of loops that I needed to jump through. So it was a

very interesting process. So I remember going on audiusa.com playing around the numbers, you know, if I put this much down, what is the monthly payment going to be if I put that much down? What is it going to be? And if I put that much down, what is it going to be? And the numbers I was playing with were so aligned, it looked so easy, it looked so effortless, I said to myself I can easily afford this, this is awesome! This is so cool. This actually is gonna work. And even though we're leaving for most of July, we're actually going to be back in LA in August, there's time in September, pretty much up until our wedding we're gonna have longer periods at home. And so I said, we can actually drive it, we can have fun. And again, my intuition, my guidance, my spirit guides, whatever you want to call them, were literally you need the car. It's your turn, it's your chance. It's your opportunity. You know, the AI will deliver you your next steps. That's just the message I kept getting. Sounds like oh my god run and we need it. We need it. And so of course Brennan and I, we had some good conversations. And eventually I was thinking, okay let's just go to the dealership and let's just test drive it because this has been my dream car for a really long time. And I have no idea how it even drives, I just have no idea. What if I hate it, right? So we said okay, let's go to the Audi dealership because it was Sunday, and they closed in a couple hours. We decided to go and test drive the R8. Now here's where things get interesting. And here's where I learned a very interesting lesson. But I'll share the lessons at the very end because I just want to share with you the story. And I have my notes here so I don't forget the flow. So we drove to Calabasas. Which is a city right? Passable than hills, which is where I lived for about five to six years. It's at the end of the valley of the San Fernando Valley. If you guys are familiar, we went to Audi call bases. And we walked in literally pulled up in my Jetta. Brennan is wearing flip flops and jeans, and I'm wearing workout clothes and I'm wearing one of my older purses and we just looked like how we look like on a typical day that we decided to go grocery shopping and go have brunch and this is post MBA launch. And I was exhausted of course. I taught it Saturday and then on Sunday when we went to the dealership, and I just said, we're just being ourselves when we walk into the dealership. And you know, the sales guys are kind of looking at us a little bit weird. Not a little bit weird but a little bit apprehensive just because who knows why? And I remember we're like, Okay, can we speak to a salesperson and they're like, you can see that he walks into the back office. You don't want anyone to help them out, and they're all kind of all had that like, man, you know, look in their face. And finally this guy hesitantly walks out. And I'm thinking, if they only knew what kind of sale they can get out of us, they would be acting differently, but of course, no, they're totally judging us. They're totally judging and thinking that we're just some kids. And so he walks up to us, and I'm literally like, hi, I'm here for the R8. And he's just like, well, it's here. And he's pointing at it, because I'm standing right next to him like, no, I mean literally, like I'm here to get an R8. SO I tell him can I test drive it? Because I want to make sure I like it before. And he's telling me, well, we don't just give everyone a test drive. You have to be approved. And you have to prove that you can. You can afford it and I was like, I can afford it. Can I test drive it and he says, well, we have to walk up. We have to sit down and look at your financials and blah blah, blah and look at your credit and do a credit check and stuff like that and all that like. Alright, let's do it. And so Brennan and I are just getting a very low vibe experience. And it was just very, very interesting. And so this is where my first lesson comes in, but I won't share it yet. So anyway, we're sitting up the computer, blah, blah, blah, he's crunching numbers and we run into our first problem as an entrepreneur. Backtrack real quick, the Friday before we did this, the

Friday before MBA started, on the Friday before I went to the dealership, PayPal called us. PayPal calls us because apparently I broke their algorithm and their security team called Brennan and basically said, hey, congratulations on your sales. And but you've already made what you made last month today on and it's only June 1 because they don't I guess understand what a launcher is and that a lot of sales come in a short amount of time, you know, especially during a launch, and basically start questioning, what is our business? What is the product that we're selling? If it's legal? But they're just super apprehensive and just questioning us and, you know, asking us how our business model works and all that stuff. And I'm say are you serious right now? Long story short, that was a night that we met up with one of our employees and we're just kind of laughing, that's kind of a goal. When you break PayPal and the security team has to call that's kind of a goal. That's kind of baller status. Okay, so we had a good laugh about it. And it was funny because as we're sitting in this Audi dealership, I felt like all of a sudden, you know, I'll share the lesson. You're going to be judged no matter what. And what I mean by this is that my entire journey of building my business was dealing with the judgments of my family, dealing with the judgments of friends, just dealing with the judgments of strangers being like, who does she think she is? Oh, that's so cute. She thinks she's starting this business. Do you actually even make money? How do you expect to make money online? And it was a whole two-year journey of dealing with judgments around who do you think you are? And then when I finally know, I wouldn't say I never like to call myself as I made it. It's just like, I'm more successful. I'm the more successful version of myself. Business is going well knock on wood. And so now it's like, I'm being judged, and who the hell do you think you are? And now I'm trying to prove that I have success too, especially to people who don't understand online business. They don't understand this business model. They don't understand that I can be 25 years old and totally afford an R8 because it's not an everyday thing. And it's so funny because so many of us get held back. You know, you're gonna get judged. When you're broke, you're going to get judged. When you're rich, you're going to get judged, when you're sad, you're going to be judged and when you're happy. And so no matter what you're gonna get judged, it just depends on are you going to be judged while you are holding yourself back from living your dream life? Or are you going to be judged when you are living your dream life? And I personally would much rather be living my dream life and being judged because I know that I'm going to be judged no matter what. So it's so funny because Brennan and I are having this weekend of proving in the sense that, yes we have an actual business and they're just googling Manifestation Babe, and I see them on the computer looking us up and making sure we're legit, and totally just not believing us. It's so funny. Long story short, they did a credit check. So because I wanted to test drive the frickin car and we're sitting there for about two hours and they realize that my credit is really good. In fact, I have amazing credit because I've done a lot of work around my area, which may process how I handle money and I pay all my credit cards off and all this stuff, but my credit hasn't been around long enough, right? So I've only been building credit for three years and I've never I've been driving the same Jetta for six years. And Brennan and I don't own a home. And especially when they ask so how long has this business been around for? Two years? They say, what's two years? Because to them most people come in having work working for companies that have been around for about 10, 20, 30, 40 years. So of course, that's more of a sustainable business, but we just look like these one hit wonders are just like these unicorns that popped out of nowhere. So they said, okay, you guys are gonna

either have to buy the car which we honestly could buy, but that's not what we wanted to do. That was our choice that we wanted to lease because we want to have fun. We want to play around. We want them to be responsible for maintenance. We want them to be responsible for oil changes and tires and all this stuff. We got a bunch of premium insurances where if we have any dents, scratches up to a certain size they take care of it. If a nail hits my tires God forbid, you know it's handled and is taken care of. Free car washes every single week. Once a week I wanted all those things that all the benefits of having a lease had instead of just buying a car and making it all my responsibility and also 1, 2, 3 years or up because we did a three-year lease. I want to be able to get the next model rate which I heard that they're actually stopping production after 2020 so I'm really happy that I haven't now, but who knows? I want the next car and then in two to three years I want a new car. I don't want to deal with selling it or anything like that. So we say no, we're not going to buy the car that's not an option. Or they're like you're gonna have to find a cosigner and Brennan and I are looking at each other thinking who the hell is gonna call? This is ridiculous, but I need a cosigner one and two who is going to cosign my Audi. Alright? And so Brennan and I are kind of like, okay, let's just take this as that one funny day we try to go get an R8, you know, at where we are in our business at our age where it's just, let's just treat this as a funny story. This is gonna be a funny podcast or funny livestream. So we drove down to Porsche, in Woodland Hills, and we started looking at the Porsche clients because that was going to be my next kind of my next upgrade after a Jetta. I guess that day I just decided to skip the Porsche Cayenne, but that was one of my next cards. I really liked the Porsche Cayenne. And we started looking at the Porsche Cayenne's pros and the cons. And Porsche of course, we told them what happened at Audi. Porsche again, we walk in, they're apprehensive to help us. They are hesitant. They're looking at us, wondering who we are and what we are you guys doing here? Oh, we're just a bunch of kids. No one's taking us seriously. So of course, you're going to get judged, no matter what you know, people are always gonna have their opinion of you and you just cannot live your life worrying about people's opinions because I promise you even when you're successful, you guys might look at me and be like, oh, you know, Kathrin Zenkina built this blah, blah, blah. But I'm so running into people who don't take me seriously. So it's kind of funny. Anyway, the guy at Porsche is very, very helpful. He said, okay, the financial office is closed. So we're gonna call you tomorrow, and then you guys can come in and get your car as soon as we approve you. So right. Okay, so we wanted to do something, you know, without a cosigner, and I'm having a conversation with my parents that night. And we were telling them the funny story of how we tried to get an irate and my parents said to, why didn't you guys get the R8? Why are you settling for the Porsche Cayenne? And in my head, I'm what settling? What? And my mom is like you, this is your dream car. It's been on your vision board. I literally in your bedroom, I'd walk in and I see an RA on your vision board. I just know that that's your car every time I would walk around. My mom drives an A7 and she got it about three years ago and I remember going with my stepdad back when I still lived at home and I was just graduating college. I think it was in my last year. And my stepdad and I walked in walked up to an RA and we both sat inside it together. And I told him, Brennan, this is the car that I'm gonna be driving. This is my car, and we were just kind of laughing, enjoying ourselves and my son was like yeah, I'm so excited for you I can't wait. And so we're talking to my parents and my parents are like no, you're not getting the Porsche Cayenne. It is either R8 or nothing. You preach living your dream life, you preach manifesting your dreams Kathrin like this is the

definition of everything that you've ever taught, practiced yourself like, this is everything. You're getting an R9 and I'm thinking, Oh my God, my parents like hearing my parents say this was so interesting. Because two years ago, my parents were just a little like, oh, Kathrin is like, you know, and they felt so bad for me. My parents offered to move me back home with them when I was living on my grandma's couch. They're like Kathrin, you're living on your grandma's couch, you have nowhere else to go, just move back up, move back home. They're just so worried about me and especially a couple months before that, they were just giving me such a hard time because they didn't understand what I was doing. And a lot of people judge you and a lot of people have their opinions of you just because they don't understand, they're not walking in your shoes, they don't have your vision, they don't have your belief system, they don't have your filters, they don't see the way that you see the world and that is okay. So as soon as you understand that you're able to let go of other people's opinions and I was always able to gently excuse my parents be like, alright, I love you too I understand, it's a little far out there, blah, blah, blah. And so for my parents to say, no, Kathrin, you're getting the R8, they were like if you need a cosigner, obviously you're the one paying for it. And promised to be you know, financially responsible, don't bring our credit down with yours. And I say, guys this just makes sense. And obviously I'm financially responsible, blah, blah, blah, I told him about the payments, the down payment was pretty much the size of a lower Audi model. So it was kind of a big chunk that I had to put down. So I was like, alright, but it still felt easy, still felt aligned. Still made sense. And then I told them monthly payments are like, Oh, yeah, that's no problem. Bah, bah, bah, bah. And then, so anyway, next day, Brennan and I go to another Audi dealership, we go to Audi Beverly Hills, and again, we're walking through Audi Beverly Hills, this time we made an appointment and we told them what happened in Calabasas and we basically updated them on the story, told them we have a cosigner ready, got an R8 and of course we walk and they're looking at us thinking, who are these kids? Right? Who do you think you are? And just they were so not sure about this. They were so skeptical of us. That's the word I'm looking for. They're just so skeptical of us. And it's so funny because I'm sitting there like, impatiently being like, alright, okay, look at our credit, and then you know, give me whatever I need a sign, you know, what's the next step? Let me go test drive it. Long story short, after going back and forth with a couple people. And it's funny because we would walk into a dealership and they would automatically, especially the people who didn't know us, like the people were not helping us the day before, because we walked into this dealership three times. The Beverly Hills one, they were looking at us trying to guide us towards, you know, certain cars like, what are you guys here to look at? And we're thinking, oh, we're here for the R8 and they're always like, okay. So it was such a funny, interesting experience. But anyway, so then next day by the end of the night they were like okay guys and you know finally the vibe switched and it was so funny to watch them go from not taking us seriously to being like oh shit they're serious. It was just so funny to watch that kind of state shift that would go through them. Long story short they were like, okay, here's the down. We can do it for this downpayment because we're still you know, going from a Jetta to an R8 is unheard of like no one goes from a Jetta, especially Tony 12 basic Jetta to an out a brand new Audi, right? Nobody does that and they're like, do you even know this car? And I like looking at it. Guys when I sat down in it, when I saw the one that I'm driving right now with the red stripe on it the red interior, when I sat in it, I saw on the passenger side it had 999 on it. It said one of 999 I looked at 999 and instantly that inner knowing was like this is your car. This

is the car you're taking home. You got it. This and I just felt this wave of peace overcome me. So any question of course, we got questions like, what do you guys do? I saw them again googling our business looking us up being like, who are these kids? And finally the financial office, we're like, okay, we'll do it for this downpayment, but we have to see their bank statements. And so we went home, we sent them a PDF server with our bank statements. What it was also really funny guys, is on the application to ask for your monthly income and so I wrote down our monthly income, and when we handed it back to them, they say, no, we mean your monthly income. And I was thought this is my monthly income. And I just remember this very quietly. Wow, it came out of one of their mouths. And it immediately made me feel really good. I'm like, guys we can do this. So we sent them our bank statements. We went back the next day, I finally test drove it. And this was the car that I'm driving right now the Audi R8. It's not Just an Audi R8. It's an RWS, which means real rear wheel series, which also means rear wheel drive. So it's literally built to be a race car. And Audi is famous for being quattro like four-wheel drive. And so the fact that it's rear wheel drive is very rare. There's only 999 models in the entire world after that they stopped production. There's only 300 of them in the United States. And surprisingly, the Beverly Hills dealership got the very first one to be in the United States. So that's the car that I'm driving right which brings me to my next lesson, which I'll share at the end. My next insight/lesson of things I've learned manifesting my rate. So we come the next day.

And I'm like, okay, will you let me test drive it you know? You guys I have not slept. I'm so excited. I feel like I'm on the edge of my seat. I feel like I'm one step away from having this thing and they're not giving it to me and I'm just thinking, oh my god, this is so crazy. And of course Brennan and I are upper limiting like crazy. We are having more fights than usual we're snapping at each other for no reason because his ego's freaking out and my ego's freaking out. Of course, anytime you uplevel your ego is going to try to bring you down, because it's a little too hot for your ego at the next level. And so it's gonna keep trying to bring you down. So I am at my resting heart rate. I have an Apple Watch. And my resting heart rate at night is now over 100 beats per minute, which is very, very high. I can't fall asleep before 2am so I had to take NyQuil, I got sick. I was just on this energy of sitting on the edge and just being like, Oh my God, is it gonna happen? Is it gonna happen? It's like the biggest coolest thing that I've ever manifested and I'm like, Is it gonna happen? Is it gonna happen? Is it gonna happen? And so, you know, where? Where was I taking this? Oh, yeah. So finally we test drive it. And it was like a price thing. They marked up the price by 30 grand because it's limited edition, it's actually an appreciating car. So when because we're stopping our re production and because there's only 999 models of the car that I have, they're like guys, like if you decide to buy this car when the lease is up, it's probably a really good idea because it's actually going to be worth more after you, you know, afterwards in three, four or five years than it is when you first bought it. So we're like, okay, that's something to think about. It's really cool. So finally, they let me test drive it. It's now Tuesday 48 hours after I walked into the Calabasas dealership, and I'm like, what if I hate it like all this work? No sleep, headache, I literally have a frickin headache by now. And I hate it. And so I get in the car. And of course, like he's pulling out the RV and you know, like it's always indoors like they always keep it indoors. And I'm always wondering how they bring it indoors like how you park the car inside the building. And of course, you start moving all these cars and then he you know, our guy, our sales manager who's actually really really cool. Finally drives it out.

And everyone Of course, everyone is like staring and everyone's staring like me walking into it, you know, like this young looking little girl. And I walked into the RA Brennan's license expired actually. So he couldn't drive it. At that time, he couldn't test drive it so it was just on me. And I get in the car and I drive it around the block, and it's like, smooth as butter. So delicious, so amazing. Everything that I imagined but even better, and I was like, Oh shit, we have to bring this home. We have to! We got to sign the papers. And Brennan and I were going into the negotiation process, knowing that we have to be ready to walk out if they're not willing to go to where we want to go. We have to keep the ball in our court. We have to walk out and be ready for that. And so I really want this car. I love it. And it has 999 on it like, this is perfect. This is my car. And so I drive around the block and Brennan can just see it on my face like oh shit, she's in love. And we walk into the room, of course, and they think we're gonna go sign the paper for it and Brennan's like, no, we need to bring the price down a little bit. So conversation back and forth, back and forth. Finally Brennan gets to this number, the guy walks out. He's like, I need to make a phone call. Then he returns and immediately is like congratulations, you guys and shakes our hand when we go to the financial office or whatever. Go sign a bunch of papers. Then this is where the next waiting process happens because I needed a cosigner who was my stepdad. They had to fly the papers up to Washington State. He had to sign them, it had to be notarized, and then they had to FedEx the papers back, and only then could I pick up my car and so even though I signed for my car on Tuesday, I basically was like couldn't tell anyone and was super silent about it till Friday and of course on Friday I told all my family and friends I just kept a secret from you guys because I wanted to just enjoy the car and I was just so sick by Friday. Thankfully by Saturday I already got over the illness, but just like I was feeling up my body just shut down. I couldn't even fully enjoy it on Friday when I finally picked up but I still did. And so finally they gave us a call. And I was like, oh my god, this is happening. We went in, we picked it up. They showed us all the interior, all the cool buttons and of course the whole dashboard is a computer. So everything's computerized. It's really cool. It has a CarPlay, which is like the apple version and is basically like an apple thing and it syncs beautifully and you can text, you can use a GPS. I mean this is like beyond my Jetta. And finally when you drive it off, and I have this vision you guys I had this visualization back on my grandma's couch that I am driving not even an R8, but a white S5 because at that time in my life I was practicing growing my manifesting muscle. So I was practicing manifesting in level, so I remember my like next level as high as I can imagine right now as believable as I can get as a white S5 five and I had this vision of me driving with one hand or know what my left hand up my right hand having a nice cup of coffee. So I remember having an iced Starbucks coffee. I just picked up Brennan from the airport because again you guys when I first started living on my grandma's couch Brennan still didn't. Someone quickly asked why would they need a cosigner if you make so much is your dad a minor too? Actually he is not but because my parents have a really long history of leasing cars buying homes, all this stuff they were more reliable in the sense of having, the history of being able to make payments and being able to pay off loans. For me my credit history is only three years old, even though I can totally afford it. Anyway, so I just thought that would be clear, because I know that there's gonna be a lot of questions. I know, it's crazy. It's weird. It's totally a lesson I learned as an entrepreneur that us entrepreneurs don't think about credit. We don't think about building a credit, we don't think about these things. And of course, you can pay for things in cash, but when sometimes it makes more sense. You know, if

there's things that make sense where it requires your credit to make it happen. And then you don't have a credit history because you've been paying for everything with cash or you haven't really been using credit cards or whatever, then you know, you're out of luck. No one takes you seriously, even if you're a millionaire. So cool, interesting lessons that I learned. Anyway, Brennan and I are driving and my vision of Pacific Coast Highway, Brennan and I were not living in LA together yet I moved first. And then he moved about six weeks later. So I remember like, and Brennan had no plans of moving to LA at the time. So my visualization at this time was I go from LAX, I pick up Brandon, we drive down PCH, because somehow I would, I don't know, I still use the GPS to get around LA. But anyway, I saw it all connected. And I had the song fast car on and I'm drinking my iced coffee and just enjoying the windows down, sun out, totally loving my life, enjoying my life. And that was my visualization. And as soon as we picked up the array, we showed my grandparents, my grandparents almost freaked out. They were so excited. Then we drove to Santa Monica, how to date in Santa Monica. And then we lived out this vision that I had except in a white R8., and something that I learned you guys, the lesson that I learned is that it's always going to be better than you imagined. Because I imagine driving an R8 but I didn't realize that I would have such a rare model I didn't realize I didn't have. I didn't think about the interior, the red interior, I didn't think about how it would feel even better than I could ever imagine. And how also to just never give up. And also in your hardest times, do not listen to the opinions of others, because so many people are going to look at you and be like, that's unrealistic. That doesn't make sense that in the dream world, you have to have realistic goals. And the thing is that you guys need to stay focused on your desires. And if you want some nuts of course, if you want something right, if you do have desires, and if you want something like an Audi R8 or your dream car, whatever it might be, or a dream house or dream relationship. It's up to you to stay focused on it and keep visualizing it and keep manifesting It because when it actually happens, you guys, it's gonna be so much better than you could ever imagine. It's gonna be amazing and it's gonna be magical and the thing is, is that you're kind of in this place between this is really normal and it doesn't feel like anything you know, like it feels really cool but at the same time it's normal. And a balance between holy effing shit has happened. And of course, I cried. I had moments of crying, I had moments of just laughing uncontrollably and just just a wave of emotions and a whole emotional roller coaster and I was super duper excited. And I was really excited to share with you guys tomorrow I am leaving to Las Vegas to take a team Manifestation Babe on a retreat to Vegas I know sounds so work retreat like but I love Vegas. Vegas is a very high vibe environment for me and I get to take my itty bitty but mighty team to Las Vegas. We're going to do vision boarding, we're going to do All this vision stuff and manifesting stuff for the business, figuring out Manifestation Babe, figuring out, you know what I want to be doing what we can do together who we might need to hire where we need help, where we need to uplevel what we can be doing better, and just really sit down together and just have this very focus. And I've always done this for myself, but I've never done it together with my team, like I've never had a team to help me create the manifestation of a vision. So I'm super excited for that. And I feel like it's just such a fitting transition into that because you say to yourself, holy shit, everything you know, the car applies more to my personal life. And now I can take all this stuff and carry it on to my business and keep creating success and keep inspiring you guys and keep showing you what's possible. And it really dawned on me because I remember every time I'd see someone achieve their goals or see someone achieve something

that they've always wanted to manifest, I always took it as a sign that I am I'm actually directly in, in alignment with my desire because if something is possible for someone else, it means it's possible for me to. And when it is, in my reality, even via someone else's life, it's still in my reality, I'm seeing it with my very eyes, which means that I'm actually on the right frequency. It's not a direct frequency because otherwise it would have manifested into my life, but I'm on the frequency. And the last thing that you should ever do in that space of seeing it having manifested in your general reality is to get upset, or is to get jealous or envious or anything like that. Because what you end up doing then is repelling it because you can't be excited for someone else, then, you know, you won't attract that same excitement, same celebration, same whatever back into your life. And that's something that I've been practicing. So I wanted to make a post about that over the weekend. So if you follow me on Instagram or you are in my facebook group, you'll see it. It's about like you know, when others manifest what you want doesn't mean that you don't deserve it, it doesn't mean that you made a mistake, it doesn't mean that you're sucking up manifesting, it means that you are on the right path. And every time I see you know, someone else accomplished something huge, like, I'm in the seven figure range. And now I'm looking up to people in the multiple seven and even eight figure nine figure 10 figure range. And when I look at them, I get so excited, because I know that if it's possible for people to be at that next level, and if it's possible for people to having a have accomplished, you know, those big things, that means that I can dream even bigger, and I can have even bigger and that's so exciting. But most importantly you guys, it's important to note that you need to celebrate where you are right now. And you need to live this life that you're trying to create that you're working on creating as if it's already happened. It's like that balance between enjoying where you are right now and also knowing that the best is yet to come. And again, I wanted to remind you before I get off this podcast episode, I really wanted to remind you guys that you cannot be afraid of judgment. You cannot hold yourself back from your potential from giving your gifts, from delivering your message or information from inspiring others because you're afraid of other people's opinions or other people's judgments. Because guess what, you guys your worst nightmare is true, you're gonna get judged, and you're going to get judged no matter what you're going to get judged of the very thing you're most afraid of doing. And you're also going to get judged when you've already accomplished all of your desires and goals, there are going to be people that judge you. And it's so interesting because driving this car around Los Angeles, I am now coming across two types of people. There are the people who let me go through and there are the people who purposely try to cut me off. You know, you're going to come across haters, you're also going to come across more people that frickin love you and are inspired You and you need that polarity. And that polarity keeps you in place. It keeps you in check. It keeps reminding you of what's important in life. So you cannot be afraid of judgment because having experienced judgment when I had nothing, and having experienced judgment when I now have these really cool things, you know, I have my success and something to show for. I still experience judgment, I still experience people's opinions. There's always the unsolicited advice that I get and all these things and bla bla bla bla and people who don't know, you think that they know you, but it's okay. So don't hold yourself back. Just because you're afraid of judgment. And the number two lesson that I learned from manifesting my IRA is that it's gonna be better than you imagine. So anytime you write out your desires, or you have your visualization or you have your intentions, always set the intention of this or something better. And never give up

because it will be as juicy as you think it'll be. Bye Because the universe is inherently good, and it's always delivering things that are for your highest good, it's gonna hand you everything on a silver platter and it's gonna be so much more delicious and juicy or than you can ever freakin imagine. I love you guys so freaking much I have to start packing for Vegas. I have a book meeting in the morning. I have a client to see before my flight. I am flying to Vegas with my team super excited. I wanted to ask you for a favor if this podcast episode or live stream. However you have seen me or heard me talk today. If it inspired you, would you please screenshot it and share that with me. You know, tag me on Instagram or maybe send this link to a friend, maybe tag a friend, maybe share my post or just carry on the inspiration because the more people that come across my content, the more people that come across my message, the more I'm able to get And the more I'm able to inspire and the more content that will be coming your way. And if you know and also, if this helped you in any way if this inspired you in any way I would so appreciate a review via iTunes because that is how my podcast gets noticed or gets, or people come across it on iTunes and it gets rated a bit higher if it has more reviews. So it's so appreciated. Really appreciate you and hope you have an incredible week. Love you guys so much. Bye, go manifest your dream life.

Thank you so much for tuning in today's episode. If you absolutely love what you heard today, be sure to share it with me by leaving a review on iTunes but I can keep the good stuff coming. If you aren't already following me on social media, come soak up some extra inspiration on Instagram by searching at Manifestation Babe or visiting my website at manifestationdave.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.