

Episode 57: How To Handle Negative People

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SPEAKERS

Kathrin Zenkina

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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, resources, strategies, and teachings that you need to manifest a reality of your wildest dreams. Think of this podcast as your daily dose of personal development to maximize your impact, your influence, and your income. If you're ready to get your ass kicked to the next level, then you've come to the right place. I hope you enjoy today's episode. Now, let's begin. Hey, gorgeous souls. Did you know that I have a six-week Academy on mastering your money mindset and creating the most abundant version of yourself? It's called the Rich Babe Academy, and I only open it up twice a year. In fact, we are on the very last round of Rich Babe Academy for the year of 2018. So, if you're ready to create financial abundance, blast through limiting beliefs that are getting in the way of your bank account, reprogram your mindset for success, learn how to manifest money in a way that's easy and effortless, and utilize the power of the law of attraction when it comes to your finances, then head over to RichBabeAcademy.com right now and get yourself signed up. This is the same course I put myself through to manifest over a million dollars in just two years, so I know that it works. Enrollment closes in just a few days and the Academy won't be open again until next year.

So, take this as your opportunity to radically change your life and step into the most successful version of yourself right now. Again, head over to RichBabeAcademy.com right now to get signed up before we close in just a few days. I will see you inside. Now onto today's episode. Hey beautiful souls. This is Kathrin from ManifestationBabe.com and I am so excited to be bringing you another episode for the Manifestation Babe Podcast. I am finally back in LA right now, currently in my bed with my microphone and laptop hooked up, padding with you for another episode for the podcast. I just spent three weeks in France and Chicago doing stuff with the Tony Robbins Platinum Partners. We spent some time traveling around Cannes and Monaco, and then Brennan and I made our way back up to Paris. It was such a great trip. I feel so refreshed, ready to come back home, and create some more content. I'm really excited to create more podcast episodes, especially because I get a lot of really great feedback from these episodes. So many of you, every single day while I was gone in France, have been sending so many DMs asking when the next episode is, and telling me how much you guys love these episodes, It's so funny - and this is such a tangent because my topic is completely different than what I'm about to share with you, but this is coming through right now. I feel like we are held back so much by the dumbest, littlest things that become our limiting beliefs. We make them so much bigger than they really are. It's the very things that are preventing us from expanding ourselves and making ourselves bigger and shining brighter, allowing more people to find us and come across us, and allowing more people's lives to be changed by our content, our words, our presence, and our writing. It's so funny because this is my fourth time trying to record this podcast episode, and I don't know what it is, but I keep getting into my own head. I keep getting back into perfectionist mode. Little by little, my ego starts kicking in and it says, "Kathrin, make sure you enunciate. Make sure you're making sense. Kathrin, don't say 'Um.' Don't say 'Like.' Kathrin, you had a review the other day that said, 'You say the word literally way too much.' Your voice is a little nasally. Or Kathrin, someone left a comment yesterday saying that your microphone is causing you to have weird mouth noises and they said that it's unbearable to listen to your voice." It's thing after thing after thing. It just keeps dawning on me and preventing me from getting into flow, being myself, speaking my truth, and hanging out with you as if you're my best friend. Because that's the only thing that ever got me to build my business. So many people ask me, "Kathrin, how did you get this far? How did you grow so fast?" Blah, blah, blah, so many questions. I always tell them it's because I've created this affirmation for myself. It started as six figures, then it became seven figures, and now it's multi-millionaire. The affirmation is, "I am a multi-millionaire just for being my authentic self." I preach authenticity, and I think it's so liberating and freeing to talk as yourself - not fill to yourself, not try to sound smarter than you really are, not try to be this sophisticated individual who is an expert at life, knows everything, and knows all the science. A lot of the times, I get in my way of being articulate. It's so funny because I get feedback all the time about how I'm great at communicating my message, and that is actually my biggest limiting belief, that I'm not. I

keep getting in my way being by saying, "I have to know the science. I have to know exactly how the subconscious mind works. I need to explain manifestation to the skeptics. I need this, and I need that." I just keep getting in my own way, and it holds me back from recording my podcast without stopping it six times, for some reason. This is my fourth time pushing play and record, and I'm actually now in bed - before, I was on my desk. I realized that all I want to do today is be in bed. I just want to work from bed, comfortable, and be myself. And it's so funny because now I'm in flow; now I'm tapped in; now I'm speaking as my authentic self; now I don't give a shit if you can hear my mouth sounds, if I curse, if I am not articulate enough, or if I missed a word, forget what I'm saying, and so on. I just want to be free. I just want to be myself. I know that if you're listening to this podcast episode, because I believe in divine guidance, synchronicity, and that you're always going to hear the message that you need most, that some of you might be holding back for the very same reason; that you believe you need to be smarter, or perceived as more intelligent, or perceived as more of an expert. For you to be an authority figure, you have to look a certain way; you have to talk a certain way; you have to create content a certain way; you have to write a certain way; you have to tell stories a certain way. I just want to remind you guys that all you ever have to do is to be your effing self. No one wants the person - and this is actually coming up for me right now, too. My NLP teacher about a year ago, explained - actually it was at a Speaker's Training that I did one year ago, exactly. He talked about this pendulum, and how society has this pendulum where, on one side, we have something called a Me society. On the other side is something called a We society. He talks about how every 30 to 40 years, the pendulum starts to swing from one side to the other. About every - don't quote me exactly here, but let's say 30 years - about 30 years ago, it was in full swing on the side that says, "Me society." Now, we're actually approaching the very peak of something called a We society. The difference between the two is that Me society means "I am perfect; I'm an authority figure; I am intelligent; I am better than you." It's all "I." Just to give you guys an example - I know I'm going to use Tony Robbins again, but go with me, here. About 30 years ago, when Tony Robbins used to stand on stage, he was wearing a full suit, had his hair done perfectly, looked perfect, talked a certain way, never cursed, and just had this perfect, well-manicured, very carefully put-together, and very filtered look. That was really popular about 30 years ago; people were looking for other people to idolize. Now, we are actually approaching the side called the We society. In a We society, it is all about "we" as a community; it's all about authenticity, it's all about vulnerability, and it's about you being yourself to connect with other people, build a community, and be a big collective "we." And so, because we are approaching the We society side of the pendulum, this is why it is so important for you to be yourself right now. This is why it's so important for you to be authentic, vulnerable, and not filter yourself. It's important for you to be okay with making mistakes, stumbling over your words, and having the perfect copy, content, and vocabulary. I can't tell you how often - if you've ever received an email from me, or read

anything I've ever written, there's always a grammar mistake. I have my team literally saying, "Kathrin, send it to us, first, before you post it - please!" I am always so in the flow, that as soon as I write something that I'm super proud of and I think is going to change someone's life. I just want to share it with the world. I don't want to take any additional time. I just want to push 'send,' I want to push 'post,' I want to push 'share' - I just want to share it. That's what's going to make you successful in the We society. And, of course, the pendulum is going to swing back, unfortunately. I like the We society better than the Me society, but it is going to go back... but not for at least 30 years. This means you have 30 years to be wildly successful, just by being your fucking self. So, with that being said, I'm going to go ahead and get into the topic of today's episode, but I hope that you appreciate that message; and I hope that for some reason, source, God, universe, or whatever you believe in, led you to this podcast episode for a reason; and that you go out there and you keep recording, you keep creating content, you keep pushing record, you keep pushing play, and you keep doing whatever it is that you need to do, because there are people out there who need your message. There are people out there who are praying for your content; they are praying for your services; they are praying for your coaching; they are praying for your posts; they are praying for your insights; they are praying for your perception, perspective, and unique way of looking at the world. There's something within you that was put here on this planet to guide and help other people. I believe that our purpose is so much bigger than ourselves. And so, whatever is coming through you is always to help another human being. By you trying to be anyone else but yourself, and you try to feel yourself, be perfect, hold yourself back, and whatever else we are guilty of doing - including me - I just urge you to stop that bullshit and be yourself. I promise you, it's from that space that - whether you are in business for yourself, working for someone else, or you're a stay-at-home mom - whatever your purpose and mission is, currently, you're going to massively explode just by being the best version of yourself and the best human being that you can possibly be. Okay. I promise I'm going to get into this next topic. So, today's topic is actually kind of similar to this one. I want to help you guys to stop allowing negative people from bringing you down and not affecting you. I swear, every single day I get a DM, a podcast suggestion, comments, an email, or some sort of feedback of you asking me for tips on how to deal with negative people. This is something that I cover in all of my courses; my big courses like Rich Babe Academy, Manifestation Babe Academy, and if you head over to one of my Bali retreats, I'm going to talk about it there. I feel like it's such an important topic. In the Manifestation Babe Academy, I share with you how to handle someone negative who lives with you, like a spouse or a partner, who just isn't quite sure of this law of attraction and manifestation thing, and this whole you-create-your-own-your-own-reality thing. Maybe they're making fun of you; they're making fun of your books; they're probably making fun of my course, my podcasts, or whatever it is. I talk about how to get them on board without preaching to them - because preaching to a negative person is never ever going to work, but I do have three

steps for you on how to handle a negative person. I think this is really going to help you because this is how I have mastered it myself. I actually had an experience yesterday with an Uber driver, who wasn't the most positive or enlightened person ever. Brennan and I got picked up from the airport yesterday via Uber, as we always take, from LAX all the way to North Hollywood, which is where we live, in the San Fernando Valley. So, we get picked up by this guy, who at first looked normal - he had a normal-looking car and he was a normal-looking guy. Everything is good, until he opens his trunk. His trunk was just filled with car grease, car oil, and all kinds of tools and dirty towels. He said, "Oh, sorry. I don't have space in my trunk." Keep in mind we're in LAX - Los Angeles International Airport - with two big suitcases, two big duffel bags, two backpacks, and my purse. And so, we need a freakin' trunk. He said, "It's okay, we can figure this out." So, he puts one suitcase - our black one, so that it doesn't get too dirty - into the trunk. Then he puts our other smaller suitcases in the front seat; we stack our duffel bags; I have one in the back; I'm sitting in the middle; I'm cramped and uncomfortable. And, at the same time, I sat on a freakin' sweaty t-shirt in the backseat. In my mind, I was wondering, "What is this guy's rating? And second of all, what is Brennan's Uber rating? How did we get matched up with this guy?" And so, I thought, "Whatever. I'm in a good mood, I'm back in LA, and I'm tired." We had just flown in from Stockholm because we had a layover in Sweden for about 12 hours - so we actually spent the night there. Our flight came from Stockholm; it was about 11 hours long. And so, I'm tired, I just want to get home, I just want to get settled, I want to run some errands, unpack, do my laundry, and whatever. But then this guy starts complaining - literally about everything. If it's not about the traffic at the airport, it's about the airport itself; if it's not about the airport itself, it's about the traffic on the freeway; if it's not about the traffic on the freeway, it's about his car; if it's not about his car, it's about other drivers; if it's not about other drivers, it's about other cars; if it's not about other cars, it's about the weather; if it's not about the weather, it's about his other Uber clients that he disliked. He would keep finding something to complain about. So, especially after a long international flight. I am being my introverted-self. I'm going into introvert mode. I was actually purchasing flights to Vegas for later this month, because we're spending about eight days in Las Vegas for Business Mastery with Tony Robbins. And so, I'm focused on that, and of course, Brennan is the chatty one, so he always starts conversations. Brennan started a conversation, and this guy immediately starts to complain. He just complained about whatever Brennan said. And his driving scared the absolute fuck out of me. He just had no regard for other drivers, his car, or himself. He had no self-love or self-respect. I could even see - I don't always see auras, but in this case - I saw this gray, brownish cloud around him. I could just see that he lives in this cloud of negativity. He's just been programmed to think that way - of course it's not his fault, because we're all programmed to think a certain way. In our adulthood, we have this self-fulfilling kind of prophecy happening, where our negative thoughts create more negative experiences, and those negative experiences keep creating more negative thoughts, and so on and so forth. It

creates a cycle where we don't even think about thinking in any other way. We're just an autopilot mode. Our subconscious is this autopilot of repeating, like a broken record, your beliefs, thoughts, behaviors, habits, and everything that just keeps you going in the path of least resistance. It's just going to play over and over again. So, it's not like he's a bad person - and I'm not calling him a bad person, I'm not talking shit about him - I just want to use him as an example because I know, in the past, this type of person would have easily brought me down. I was in a great mood, and now I'm stuck in the car for 45 minutes with someone who just complains nonstop. And if that wasn't enough, he had the freakin' news on the radio. I thought, "Oh my God, am I really going to listen to this for next 45 minutes?" And so, I used these three tips to help me protect myself; to help myself stay in a high vibration; to keep myself in a good mood; so that when Brennan and I finally exited his car at our apartment, we didn't get frustrated, we weren't stressed out, and we were not affected by this guy whatsoever. We just went about our day. This is how I want you to handle your co-workers at work, or a troll or hater online. This is how I want you to handle your mom, dad, brother, or sister - someone who doesn't just quite get what you're doing, or talks negatively about your, whatever it is, your job, your relationship, your house, your car, or whatever it is. Think about all the different ways that people have brought you down in the past, or have talked negatively about you. I want you to use these three tips that I used in that situation to help you as well. So, first things first, I do want to mention something. This is really important, and this relates to taking responsibility for everything in your life. I know that this is a very touchy-feely subject and that it triggers a lot of people; people insert all kinds of excuses of how something was not their fault, or how can they take responsibility for something if someone else did it to them, and they just go into this victim mindset. I want to remind you that true personal development and true transcendence of the ego is when you really do take responsibility for everything. Even if something negative happens, you always ask yourself, "How is this actually serving me? How did I manifest this, so that I can learn the perfect lesson to help myself in the future? How did I create this so that I can learn the perfect lesson to help someone else in the future?" And so, my point here is that no one makes you feel a certain way. You allow them to make you feel a certain way. When Brennan and I fight with each other, I will say something like, "You're frustrating me right now," or "You're making me feel blah, blah, blah," or vice versa. He'll say the same thing to me. We always remind each other, "I do not make you feel this way; you are making yourself feel this way via something that I said or something that I did. I can't make you feel any way." And even though it hurts and it's so frustrating in the moment, it is really true. When you're next to a negative person, or you're listening to a conversation happen at work, or your co-worker is complaining about something, the way that they make you feel has nothing to do with them. It has everything to do with you. You can either take on their bullshit, or you can check it at the door and just let them hold on to it and keep it. How I do this is via these three steps. Number one is awareness; awareness that they are a negative thinker. This is

key, because this means that you can just accept this person as being stuck in a pattern of negative thinking. You do not have to take on their thoughts; their thoughts are their thoughts, and your thoughts, are your thoughts; their feelings are their feelings, and your feelings are your feelings. You don't have to take on anything that they're giving to you. It is actually your choice, consciously or unconsciously - and my goal here is to help it become conscious if it's been unconscious in the past - is that whatever is flying out of their mouth, is up to you to take it in or not. You can either have the awareness of, "Wow, that's a very interesting way of thinking," or "Wow, they're really complaining a lot," or "Damn, they're being really negative." And you don't have to take it on. You can just be the observer. You can just have that awareness and just observe. Allow them to vent, or allow them to talk without engaging. I think that we take on people's bullshit when we engage with their bullshit. So, step one is to have this awareness, and to observe and not engage. The second step that I do - and this is more of an energetic thing that I do - is I create a mental bubble around me. You can do this however you want, because it's all about intention. And so, I create this pink bubble around me. Pink represents love. I create this self-love bubble around me where only love can penetrate, but nothing negative can come through - and vice versa. Nothing negative that I send out to the universe can penetrate anyone else, and only love can penetrate it outwards. It's just something that I do because it creates this energy of protection, where I not only engage with them or take on their bullshit, but I also have this nice energetic protection as well, just in case; to protect my energy from draining out. In an interaction like that, if you forget step one and you engage with them, it's so easy for people to suck your energy out. And so, step two is to not allow that. Step three is to change the subject if you can. If you have someone complaining, see if you can change the subject. Of course, with our Uber driver yesterday, every time we changed the subject, he would complain about the new subject. So, in that case, the next step would just to be silent. Try to stay silent, try to engage in something else, put on your headphones, call a friend, text someone, listen to a podcast, or listen to an audiobook. Just do something and stay busy. If he can't do that, the last thing that I do - this is my third option - is to just hum "Mm-hmm. Mm-hmm. Mm-hmm," if I can't change the subject. I literally go, "Okay. Uh-huh. Alright. Uh-huh. Okay. Mm-hmm. Yep. Okay. Mm-hmm." At some point, they're going to get really bored of talking to themselves. They're going to think that you're boring for not engaging with them. If you are responsive to a positive conversation but unresponsive to a negative conversation, at some point, their subconscious mind starts to link the positive and negative reinforcement; and all of a sudden, they're more likely to start up a positive conversation than a negative conversation because they get the feedback and they get the response that they want when they are sharing something positive with you, rather than something negative. So, those are my three stops and that is exactly what we used to keep ourselves in a high vibration, so that when we finally left the Uber, we weren't brought down by the guy. We just wrote it off as an interesting experience that we hope to never have it again. So, I

hope you guys enjoyed this episode. I hope that these tips helped you. Let me know which one helped you the most. Let me know how the beginning of this podcast about the whole Me society versus We society thing helped you. Let me know what you thought of episode. Let me know any suggestions that you have. And if you would please leave a five-star review for this podcast, if you're listening on iTunes, I would so appreciate it. The more reviews and shout-outs that this podcast gets, the more you guys tag me on Instagram or Facebook, or wherever you have found me, the more people it reaches, and the more I get to tap into being my authentic-self and knowing that my authentic-self is changing lives, and the more that I can also inspire you to be your authentic-self so that the ripple effect takes over. Then you can start showing up as your best self, you can start inspiring people, and you can start your own ripple effect. So, I would really appreciate it. I hope you guys have the most incredible day. Mwah. Bye. Thank you so much for tuning into today's episode. If you absolutely loved what you heard today, be sure to share it with me by leaving a review on iTunes so that I can keep up the good stuff coming. If you aren't already following me on social media, come soak up the extra inspiration on Instagram by searching @ManifestationBabe, or visiting my website at ManifestationBabe.com. I love and adore you so much, and cannot wait to connect with you in the next episode. In the meantime, go out there and manifest the magic.