



# Episode 60: How To STOP Negotiating With Your Mind + Why I T...

Wed, 7/15 6:15PM 23:17

## SUMMARY KEYWORDS

cold shower, ego, decisions, freakin, life, podcast, people, higher self, negotiate, step, higher, book, instagram, successful, success, cryotherapy, feel, mind, shower, cold

## SPEAKERS

Kathrin Zenkina

**K** Kathrin Zenkina 00:15

Welcome to the Manifestation Babe Podcast. My name is Kathrin Zenkina, and I'm a master mindset coach and success strategist for entrepreneurial babes, just like you. I absolutely love helping you uplevel your life, your business, your finances, and helping you see the infinite potential within yourself to be, do, and have anything that you want. It is my duty and obsession to give you the tools, 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. Hello gorgeous souls. It is Kathrin for ManifestationBabe.com, and I am so excited for you to be back on my podcast because today I am recording another episode, and I'm actually recording this live. I haven't done a triple broadcast - what I call triple broadcast - where I have my microphone, iPad, and iPhone hooked up, and I am sharing this knowledge, information, and my message of the day to the world. I'm actually in Las Vegas right now, and I am in Vegas in this gorgeous hotel room that Brennan and I actually booked all the way back in January because we found this amazing deal and because we are Platinum Partners, so we got access to some pretty cool discounts, where we were able to book one of the largest - I'm sure there's larger - but one of the largest, most beautiful Corner Balcony Suites at the Cosmopolitan for less than the price of a normal room. So, can you say I manifested that shit, or what?

So, it has been really gorgeous. I just saw a couple of clients and got some work done. I'm currently sitting in my bathrobe - which those of you who are listening to the podcast obviously can't see - but I'm in my bathrobe because, this morning while taking my cold shower, I thought of something really important to share with you guys; first of all, why I take cold showers in the morning - because, let's be honest, cold showers freakin' suck; and two, why I started to do something called cryotherapy. I am not an athlete, I don't do it for the physical reasons - although there are a lot of great benefits to cryotherapy, including helping you overcome muscle tension and be able to heal your body so much faster post-workout. There are a lot of benefits with it boosting your collagen, and there are especially lots of psychological benefits. For those of you who are unfamiliar with what cryotherapy is, basically you're put into this chamber. Within this chamber, you are blasted with liquid nitrogen gas, and it's very cold. The temperature of the gas is like -220 degrees Fahrenheit. So, you're put in a chamber for three minutes at the temperature of negative 220 degrees Fahrenheit for three entire minutes. You literally just stand there and pretty much almost freeze to death, and you're let out right before something dangerous actually happens; right before you actually get frostbite, or right before you actually get so freakin' cold that you can't overcome that cold. Your body temperature literally gets down to - I can't remember for the life of me if it gets down to 30 degrees lower than your normal body temperature - which, if that is 98 degrees Fahrenheit, then it goes 30 degrees below that - or it actually gets to 30 degrees Fahrenheit. I'm thinking to myself, "If my body or skin temperature gets down to 30 degrees Fahrenheit, that sounds a little sketch and dangerous to me. That sounds like I'm dead, so hopefully not that. But anyway, the reason why I started to do it is because it is a way for me to keep training myself to stop negotiating with my mind. So, the title of this podcast is Stop Negotiating with Your Mind - well, I actually haven't uploaded and entitled it yet, but it's going to be something along those points. What I mean by this is that something that I've noticed over the last few years of my journey and coaching people, and examining how people's minds work, and why they behave the way that they do, and what separates the successful people from the unsuccessful people. Something that I've learned is that successful people have the same fears, doubts, limiting beliefs, and insecurities as unsuccessful people do. We are all human beings. We all share very similar problems, insecurities, and limiting beliefs. But successful people have success in their life, while unsuccessful people don't have success in their life. That's how you define the two. What I mean by success is really the version of success that you want to achieve. We can be successful in so many different ways. I believe that you have achieved true success in your life when you have achieved whatever you define success to be for yourself. So, something that I've noticed is that successful people don't negotiate with their fears, minds, or egos. Most of you already know that there are these two sides of us. There are two voices that a lot of people say they hear on an everyday basis. There's that limiting, scared, insecure voice; and then there's a voice of your soul and of your higher-self. So, I believe that we all have an ego,

and we all have a higher self. The ego is basically that part of us that's all about our safety and security. Back in the day, millions of years ago, there were lions, wolves, bears, tigers, and woolly mammoths that were trying to kill us, pursue us, eat us. We were always focused on our survival; we were always looking around and worried that something is just around the corner. "Are we going to eat today? Are we not going to eat today? Do I have to start running and catching my food right now? Or can I wait until tomorrow?" We were very focused on our survival, and that's when our egos pretty much developed. And so, there's that side of us when we are about to do something fearful - like we're about to step on a stage, we're about to put our content out there in the world, we're about to write our book, we're about to ask for a raise or go for that promotion that we have been dying to go after - there's that voice that comes up and tells us, "Something about this might not be safe. You might be let down. It might not go your way. You might fail. I'm afraid of what might happen to you if you do fail. I'm afraid you can't handle it, so I want to protect you and make sure that you don't step outside your comfort zone." Your ego lives inside your comfort zone. And then, there's that other part of us - which is our higher self - and our higher self lives one step outside of our comfort zone. Our higher self is that part of us that is always going after our soul-calling. It pretty much is our soul-calling, and it is very fearless and confident. It knows the path that we're supposed to be on. It's constantly leading us down this path. On this path are a lot of things that we have to do, that our egos are incredibly terrified, because there might be a possibility that we fail at that task. Even though our higher self knows that we can handle it, our higher self is always leading us through this fear, the hard things, and the resistance because right on the other side is everything that we've always wanted. Our ego is that other voice that negotiates with us and holds us back. I don't know, for whatever reason today, this metaphor or analogy or imagery came into my head of how in movies, for example, I always see a representation of the US government. Someone in the movie says, "The United States does not negotiate with terrorists." And today, while I was taking my cold shower, for some reason, I envisioned that we have these little terrorists inside of our minds. These terrorists are constantly trying to hijack our dreams. They're constantly trying to hijack the incomes that we really want. They're trying to hijack the relationships that we really want. They're trying to hijack the feelings that we are after. Any desire that you can think of, anything that you have on your list of desires; they're constantly trying to hijack those things away from us because they are terrorists of our minds. A lot of people give in and negotiate with those terrorists. And then they stop, right before they do the very thing. You can call it self-sabotage; you can call it an upper limit; you can call it a hesitation. The way that I see it is a hesitation. What I love about Mel Robbins - in her book, *The 5 Second Rule* - is that I've been using the five-second rule for the last three years of my life, before I even knew that there's a thing called the five-second rule. I really love that book because she was finally able to figure out how this method that you can share with other people - this method of doing the things that you're most afraid of, and giving yourself just five seconds before

you act. For me, it's more of a three-second thing. For the longest time in my business, I knew that livestreaming - livestreaming was something that scared the crap out of me. Putting myself out there; putting myself on video; stepping on a stage; doing these things where I might be visible. And if I have too much visibility, I might say the wrong thing. I might stutter, I might make a mistake. "Oh my God, if I do that, that means that I'm not good enough; that means I might fail. And oh my God, if you fail, Kathrin, then who knows what's going to happen to you?" And so, my ego is constantly trying to protect me from that, and constantly trying to get me to hesitate on doing those things. I'll never forget the very first time that I decided to livestream and broadcast to my Facebook group; I just did this thing where I went, "Three, two, one. I'm just going to freakin' push it." I'm not going to negotiate with my mind anymore; I'm not going to negotiate with the terrorists that are trying to hijack me from my dream business. I am just going to push it. Every time I do these scary things - for instance, for you, it might be to make your first post; it might be to share your story in a raw and vulnerable way because your higher-self knows that your story is going to change the world, it's going to impact someone's life, and it's going to help someone. For you, it could be walking up to your boss and asking for that raise or going after that promotion. It could be writing that book. It could be speaking on a stage. Maybe you were asked to be interviewed on a podcast and it's someone who you really admire; and you're shit-scared of that opportunity. because even though your higher self knows that this is the very thing that you need to be doing because it's going to take your life to the next level, there's that other voice that steps in and says, "O, my God, it might be dangerous." And so, when our soul says, "Hell, yes," we make the "But it might not be safe" voice so much louder. And so, two years ago, I decided that I'm going to stop negotiating with that voice. I'm not even going to listen to it. I don't care what it has to say. I always remember Napoleon Hill's story of how Andrew Carnegie told Napoleon Hill, in *Think and Grow Rich*, that successful people are successful because they make lots of decisions, they make decisions very quickly, and once they have decided, they rarely ever waver from that decision; only when they actually have proof that it might not be the right decision, because there could be a better way or a better path, or they made a mistake, that they change their minds and they'll try something new. But in the grand scheme of things, they make lots of decisions. So, every day they're making decisions. They make them really quickly because your higher-self is tapped into truth. When you're tapped into truth, do you really need to overthink something? Do you really need to sit down there, hesitate, and procrastinate on making that decision? When you're tapped into truth, when your gut knows the way, why do you need to stop, hesitate and as people say, "I need to think about it. I need to sleep on it. I need a way that we can see what happens," or "Only after I sign up that client," or "Only after this thing goes my way will I finally start achieving my dreams." And so, I always remembered that. I made this decision that if someone hands me an opportunity - if the universe puts an opportunity right in front of me - I'm just going to freakin' go for it. I'm just going to say yes, and I will figure it out along the way. I say yes,

and then I think, "Oh, shit. How many hours, seconds, days, weeks do I have until I have to show up?" I have to perform, be my best, and succeed at this. How much time do I have? And it's in that timeframe that I build up my confidence; that I give myself the wings that I need to be able to fly over this huge leap of faith. I don't just stand on the cliff and look down and look at the other side and look at the future that I want. I don't just stare at it for the rest of my life; I actually make the leap. I know that I'll figure things out. When you make a decision, and you take the leap and you step into the flow, things just have a way of working out. The universe is always going towards the highest good. The universe is inherently good. And so, if you just let things be, have faith, trust, and make decisions as if your success is inevitable, things just have this way of lining up and working out. And let me tell you, for instance, two years ago, my biggest fear was livestreaming on Facebook or Instagram - and let me tell you, to this day, half the time I push play, record, or live stream button, right before that, I have no idea what I'm going to talk about. I have no idea what I'm going to say, what stories I'm going to tell, or how I'm going to share my message today. But my higher-self has this way of tapping right in and stepping right into the flow. When you make decisions on the things that scare you the most, there's going to be this magical moment that unfolds right after, where everything lines up for you, and all of a sudden you feel like you were meant for this journey of success the entire way. You just feel so supported and energized. Things are going to pop up to help you, but you'll never know if you don't just go for it. And so, I have a challenge for you, and it goes back to why I take cold showers. Taking cold showers sucks, you guys. Being in a chamber - the cryotherapy chamber that I go into a couple of times a week (honestly, in the last week, it has been almost every day) - why I put myself into freezing cold temperatures for three minutes a day, every single day; and I finish off every single shower - after I'm done shampooing, conditioning, washing my face, and washing my body - in the last minute or two, I turn the knob to the coldest setting of my shower, and it sucks; I stop breathing momentarily and it's not fun at all. But why I feel 10 times better afterward is because it's a representation of me making a decision, not going back, doing the hard thing, and making the short-term sacrifice in exchange for long-term benefits. Every time I leave my cold shower, I feel 10 times better than I did before. I feel alive, awake, and energized, way more than if I had just stayed in my warm, comfortable shower. And so, do this every day because it trains me. The main reason I do it is because it is a training to stop negotiating with those little terrorists, your ego, or your mind. You are making these little decisions so that you can start training yourself; so when the big things come up; when Oprah is calling you on the phone and saying, "Hey, come on to my show;" or when Tony Robbins picks you for an intervention; or when you are given the opportunity to speak in front of 10,000 people; or when you are given a book deal; or when you are given whatever it is that excites you most, that you're also kind of afraid of. You're not going to think about it; you're going to say yes, and it's going to turn out 10 times better than you imagine. But unless you start training yourself right now, you might have a really hard time in the

future. And so, I want to challenge you and encourage you. I have two challenges for you. Every single morning, this week - and I want you to tag me on Instagram and Facebook, and leave it in the review of this podcast. I don't care how you reach me. For the next seven days, I want you to finish every single shower with one to two minutes of the coldest setting water that you can handle - as cold as your shower can get. My shower at home does not get nearly as cold as the shower here in Vegas, and I nearly froze my butt off. So, every single day, I want you to practice being in that comfortable, warm water, and it feels so freakin' good - and yes, it's comfortable, but it's not really getting you to that next level of your life. And then I want you to switch it and take as cold of a shower as you can handle for the last two minutes. See how you feel afterward, because usually after you do the thing that you want to do the least; the thing that scares you the most and makes you most uncomfortable is the very thing that's going to make you feel the best for the rest of the day; which translates into the rest of the week; which translates into the rest of the month; which then translates into the rest of the year; and then the year turns into your entire life. So, every day for seven days, I want you to take this challenge. Just start training yourself and see how much easier it is to make those little decisions. And then transition that into making bigger and bigger decisions. I want to know how you feel afterward and how much easier of a time you have saying "yes" to things that truly matter to you in your life. Then my last challenge for you. I know there's something on your to-do list. I know there's something on your desires list, I know there's something on whatever list that you have in your mind, or actually in a physical piece of paper, that's scaring the shit out of you. It's that one thing that you know is going to take your life to the next level because your higher-self is pulling you towards it, but your ego is holding you back. I want you to do that one thing. Even if it's a small step forward, I want you to stop negotiating with your mind and do a countdown. You can do Mel Robbins' five-second rule, where you literally say, "Five... four... three... two... one," and you just get up; or you just say "yes;" or you just step on the stage; or you just push the livestream button; or just do whatever you need to do. Do that one thing, and let me know the result at the end of the week. You could let me know by sending me a DM or by tagging me on Instagram. Please make a post and share with your friends, and encourage them to start doing their cold showers. You know, the cold shower can be a metaphor for something bigger. A cold shower can be a metaphor for something else that's equally as small, or you can actually start taking the cold showers. It doesn't matter to me. I challenge you to try the cold shower method, and use that as your training to help you take it step by step. So, I hope this was helpful. I hope this was motivating and encouraging, and that this was the answer to one of your prayers or a sign that you needed from the universe. Let this be the very confirmation, or the sign that you need for your higher-self to know that it is your time. The time for you to start saying "yes" to your life, your desires, and your dream life is now. I love you guys so freakin' much. Thank you so much for all your support, reviews, and tags. I so appreciate it. If you want to find me on social media, I am @ManifestationBabe on Instagram; I have a

Facebook group of almost 50,000 high-vibe inspiring women called Manifestation Babes. And if you would please leave a review for my podcast so that more people can find it, I would so appreciate that as well. I love you guys so much, and have a kick-ass - what is it? Monday. 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.