

Episode 62: Manifest Your Way Out Of Debt

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SPEAKERS

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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. Hello gorgeous souls. It is Kathrin from ManifestationBabe.com, and I am back today with another podcast episode about a hot topic that a lot of my Rich Babes come into my program decide to work on. I see this as an area of people's finances that stops them, looms over them, and makes them feel guilty. It feels like a treacherous journey ahead and it's something that has a lot of heaviness and negative emotion around, and so I wanted to create a podcast episode sharing my experience, my story, and a couple of my tips to help you manifest your way out of debt. So, I know I talk a lot about manifesting money. I know that in today's modern-day age, and time, a lot of us have student loans or credit card debt. We might have various debts that have piled up, and we have no idea what to do with it. We don't know how to pay it back using the law of attraction, manifestation, or any of these

spiritual principles because it is such a heavy topic - at least from what I have experienced working with clients and my Rich Babes. So, I wanted to preface this podcast episode with the fact that I am not a financial advisor; I am not legally allowed to give you financial advice. You know all of those disclaimers that you always hear? Insert them right now. I'm just speaking from my experience and sharing tips with you based around my experience of paying off \$25,000 worth of debt in just one year; and also helping some of my clients do the same. I have a client who paid off over \$40,000 in just one year working a corporate 9 to 5 job, with no additional income; I've also helped Brennan, for instance, who had about 50K worth of student debt when we started dating and he really set the intention of paying it off this leveraged money. He set the intention around last year - so it's been about a year - and we are down to just \$10,000 until he's completely free of student loans. So, if this is possible for us, I know that it's also possible for you. Now, your timeline and amount might look differently. I'm not here to tell you that you can also do it in one year, six months, two years, or three years; but all I want you to know is that it is possible, and that you can use these manifestation principles and apply it to debt. So, I wanted to share a bit about my debt story, how and why I initially got into debt, and the mindset that helped me get out of debt, almost as fast as I got into it. I knew that this was something that I didn't want to be, not stuck in, but it's something that I didn't want to hold me back. I wanted to leverage money and my ability to invest in myself, but I also knew that I didn't want to live the rest of my life owing someone else or another company money because I wanted to be financially free. I believe that there's no better feeling than being financially free, but that doesn't mean that if you are in debt that you have done or are doing something wrong. I know that there are a lot of traditional financial gurus out there make you feel really guilty about your debt. They say that debt is the devil, and that it is such a horrible thing. The way that I look at it is, because our minds create such imagery out of metaphors, when we call something the devil, it haunts us for so much longer than it ever needs to; we make it this real thing that's holding us back. When we say we have a block, we essentially create this wall. We create this block that's preventing us from getting to the other side. When we say that there's a demon, or there's a devil in our life, we're literally creating this horrifying experience or this negative emotion and feeling that also holds us back from ever seeing the light at the end of the tunnel. Three years ago, I was already \$10,000 in debt. I had two credit cards that had about \$10,000 worth of debt on them, mainly from a surgery that I wanted to have while I was in college, which I took out a loan of \$5,000; and then another \$5,000 racked up because I was working a movie theater job, going to college, and commuting three hours a day, so I had gas that I needed to pay for; I had textbooks that I needed pay for. My boyfriend and I, at the time, because we commuted together, wanted to get snacks or food along the way. I just remember having really long days in college, where eventually I needed to have a bit more money than I was earning at work. Therefore, I went another \$5,000 in credit card debt. I was totally okay with it because I knew that I would graduate from college -

because that was my plan at the time - get a slightly better job, apply to medical school, and that it would make up for it, and I would be financially free not have to worry about it. So, I was okay with leveraging the debt, or leveraging the money. And then came my awakening at a Tony Robbins' event, where I realized that medical school is not for me, I did not want to be in this box. When I say box, what I mean is, I did not want to live a life that I thought I was supposed to live in order to be loved and accepted by other people; I didn't want to live the kind of life that I thought I needed to live in order to see success, or whatever success means to society and the status quo; for me, that was "Get a degree, get good grades, go to medical school, and become a doctor. You'll be successful and you'll have an MD after your name, and life is amazing." So, I had this awakening at a Tony Robbins' event where I realized that my gifts are going to go to waste if I go to medical school. I've always been passionate about helping and coaching other people; I've always been the person to inspire and uplift my friends and strangers and make them feel better. I know that the majority of that route comes from my hardships growing up - being bullied as a child, not having very many friends, not always feeling my best in life, and not feeling like people cared about me. - so, I always use that to drive me and to always be that light for other people. I knew that I had a gift in that. The gift around my past, and the gift in my obsession with personal development, the law of attraction, and inspiring people and breathing life into them; helping people see that they really can be, do, and have everything that they want. At that event, I realized that this is the path that I wanted to go on. Manifestation Babe wasn't even something that came into my consciousness until about six months later, but at the time, I did have an MLM with Beachbody. Beachbody was one of my first vehicles where I could inspire people and earn money for it. It didn't have to be these two separate things where I go to a job, and I work my job and then after-hours is when I inspire people. I was able to do it via fitness; I was able to do it via posting on my Instagram account - if you guys want to stalk my old Instagram account, it's @KathrinZFitness - and so, that was one of my vehicles. I realized that this is what I wanted to do for the rest of my life. I saw a rise in the personal development world I saw, and I knew that some of my friends were coaches and were making really good money doing this. And so, at this Tony Robbins' event, I decided that I wanted to go to the next level. But to go to the next level, investing in another personal growth seminar that I knew would tremendously helped me with my mindset and helped me surround myself with the right people and be in right place, was a \$15,000 investment - with the interest. So, it was about \$10,000 paid in full, which I did not have. So, I call it a 15,000-dollar investment because of the payment plan that I went on, and spread over time, it was around \$15,000. That was the very first time that I recognized that I need to leverage some more depth. I need to leverage some more money and invest in myself so that I can pick up value - value being the people that I surround myself, new information, new skills, new techniques, new insights, and new perspectives; a bunch of stuff that will help program me to be a successful version of myself, and to help me have certain

experiences so that I can help other people. I just knew that I would not only pay it back, but it would help me skyrocket my success. Call it faith, call it intuition; it's just a decision that I made, that I knew that the value I would get back would help me pay off this debt really quickly and also set me up on this path in life where I don't ever have to do this again. I just decided that this would be the one time that I leveraged my debt. This is also around the time that I looked at debt as this negative thing. We always hear in society things like, "You don't want to go into debt. Debt is a bad thing. Debt is the devil. Cash is king." I don't have that perspective anymore. In fact, I know that all wealthy people have leverage debt to get to where they are. They've all leveraged money for future opportunity. And so, it is not a bad thing; it's just a bad thing when you allow it to get in your way and when you don't actively pay it back. That's when it becomes a really bad thing, or a negative thing, or a thing that might hold you back. And so I had this faith and intuition about it because when I made my investment, I was making \$1,500 a month, and I made this decision that I would pay off all \$25,000 - I would be scot-free and financially free by January 1, 2017; a 12 month period. If you do the calculations, even if I had put every single dollar back to paying off my credit cards. Let me go back and explain how I made that 15,000-dollar investment. I put \$1,000 down on the one credit card that I had \$1,000 left in before it maxed out, so maxed out that credit card; and then I had \$500 to \$800 left in my checking account that I used to help me pay for things for the rest of the weekend while I was at the event. I pretty much had a maxed out a credit card, a couple of hundred dollars in my checking account, and all these payments that I'm now responsible for. So, I was wondering, "What the fuck am I doing?" But I still had this faith. I made this decision, I knew that I was a conscious creator of my reality, and that I would pay it back, and it'd be the best thing that ever happened to me. And so, if you do the calculations, \$1,500 times 12 is \$18,000; so, even if I put every single dime that I earned at that time, over the 12 months, it still wouldn't equal \$25,000. So, the calculations weren't there, and I had no idea how it was going to happen, but I just knew that it would happen, I decided to apply manifestation to this area of my life. I was also living at home at the time and then shortly after moved on to my grandma's couch. And so, around this time, I was only affording the bare minimum payment. The bare minimum payment of all my five different cards that I had this \$25,000 spread over - maybe it was six or seven cards - I was only able to make the minimum payments. As you guys know, it could be like \$25, \$20, \$10, or whatever the minimum payment is on consumer credit cards. When I had this declaration - and this kind of ties in with tip #1 where you don't want to call it debt, because I'm a big believer that the language you use doesn't just describe your reality; it actually creates it and determines reality. So, when you start focusing on debt and you say, "I want to be debt free," you're essentially focusing on debt. Focusing on debt then creates more debt. So, I set off this goal of saying that I will have a zero-dollar balance on all my credit cards by January 1, 2017. Just by saying that and setting that intention, surrendering it, letting it go, and putting it out there into the universe, this gave me so

much inspired action over the year that I could have never seen coming, that allowed me to pay off all \$25,000. I was able to get off my grandma's couch, move out, get my own apartment, and pretty much start a successful, thriving coaching business, all in just one year. So, since then, using all the tips that I'm about to share with you - the four tips on how you can quickly and easily, faster than you can imagine, pay off your debt and be financially free. These tips have helped my clients do crazy numbers in a year's period, it's helped me, it's helped Brennan, and so, I hope that it can help you too. And I'm so curious to hear from you, if you do have debt, I would love to hear from you in a year or two years; if you can come back to me and share with me how these tips helped you. Even if you just apply one of them, I promise that it's going to shift the energy for you. It's going to cause an effect of a bunch of unexpected inspired actions, miracles, and unexpected money manifested to help you get to your goals faster. So, my four tips are, number one: Stop calling it debt, When I stop calling it debt and started calling it leveraged money for future opportunity, everything changed. I no longer saw it as a negative number. I then started seeing it as leveraged money for future opportunity, knowing that I would one day pay it off, and the fact that I'm in debt means that there are companies out there who have given me this money, who have leveraged this money to me, and who have helped me get to where I am today. Even though I didn't know where I was going - I knew where I was going, but I had no idea how I was going to get there or what would happen at the end of the 12 months. I was just so very grateful to have this leverage money for a future opportunity. I think that when we call it debt, we focus on debt, so we create more debt. So, if you want to be debt-free, instead of creating an affirmation of, "I am now debt-free," even more powerful than I am financially free is something more specific, which is, "I now have a zero-dollar balance" on whatever you consider debt to be in your life - like a student loan, a house, or a car. Number two is to stop seeing it as such a bad thing. It's part of your past, so forgive yourself and have compassion. Don't allow a decision that you made 10 years ago, 20 years ago, or a couple of years ago - when you made this decision, you were doing the best that you could with the resources that you have. And so, holding on to resentment or regret, or saying, "Why did I do that?" Depending on how you got here. Seeing as a bad thing creates more of that energy of negativity; it creates more of that resentment; it creates more of that anger and frustration. And so, having compassion and forgiveness and just seeing it as the past, and knowing that the past doesn't create the future, unless you keep focusing on the past, so stopping to focus on the past; you can then start focusing on the future. You can start seeing it as a blessing. I've had students come up to me at my live events before and ask, "How do I let go of this resentment that I have over student loans?" or "the resentment that I have over the fact that I needed to take out a credit card to pay for this." I always say, "When you're making your payments, instead of saying, 'Fuck, this shouldn't happen. This shouldn't be like this.' Every time you're making payments, you're just adding more of that anger into the mix; instead, look at it as a blessing and thank those companies for even giving you money." I

know, for me, if there were credit card companies that didn't give me a credit card at the time that I wanted to make that investment in my personal growth, I would not be here, plain and simple. I might have more money at that time in my life, but over the grand scheme of things, I could still be stuck on my grandma's couch today. I could still be in my old online business with Beachbody, trying to make things work, not really understanding why it's not making me happy and why I don't love it, and I'd be so tired of helping people with their fitness goals, and blah, blah, blah. I could have been still stuck in that place today. And so, I see it as a blessing of, "Holy crap. Look at what this debt gave me. Look at what these loans gave me. Look at what these credit card companies gave me." Whatever it is for you. With Brennan. it's his student loans. "Thank you for my college degree," or at least, "Thank you for the life lessons. Thank you for the amazing lessons on how to manage money. Thank you for the amazing lessons on taking responsibility of my finances." Now, I learned how to pay bills; I learned how to focus on the positive outcome and the positive future. There's always some sort of value that you are gaining out of every situation that you are in. So, stop seeing it as a bad thing; start seeing it as a blessing. Tip number three is something that, surprisingly, a lot of people don't do. Number three is put energy into it; meaning, make your freakin' payments; make them on time. Make it your top priority to make your payments, and do 10 percent more than you're comfortable with. So, even if you're just doing the bare minimum of the monthly payments, challenge yourself. Take yourself outside of your comfort zone and add 10 percent, and then track it. By tracking, I mean always know your number. What you track increases; when you're checking your bank account every single day, when you're checking how much money your business is generating, when you're looking at the metrics, the optics, and the numbers, you cannot manage what you don't measure. This is a message, time and time again, that came through a Business Mastery; that a lot of businesses fail because they are not tracking their numbers. They have no idea how much money they're making; they have no idea what their profits, expenses, or cash flow is. They just don't know their numbers, and so they're always pretty much gambling with their businesses. They don't know that this additional expense right here could have put them in the negatives that month; or maybe sometimes they're under-investing, hoarding too much money, and have all this excess cash flow when they actually should be investing in better tech, or should be paying their employees higher. A lot of businesses play in the dark. Also, with our finances, taking financial responsibility and managing our money and all the stuff that I teach in Rich Babe is really connected to the way that you view yourself, how much you love and respect yourself, your self-worth, and how much value you see in yourself. A lot of that is reflected in our finances. And so, by taking responsibility for your finances, you're also taking responsibility for your life. So, start tracking your number. A lot of people hear the phrase, "What you track increases," and they say, "Kathrin, I don't want to increase my debt, so I don't want to track it." I say, "Hey, remember math class. When you increase a negative number, it gets less negative." Does that make sense? So, -10 is

more negative than -5; from -10 to -5 is an increase, so it's still a negative number, but it's less negative. And so, your debt is going to get less and less negative as you track it and get to know your numbers. There's this principle that states, "What you track increases." Get that momentum going; drive that energy in; start putting energy into the system, so that the universe has something to work with. A lot of people see this number and they're looking at their screens, thinking, "Oh, my God, it's 50K. I don't know what to do." And they just stop. They try to ignore it, they neglect it, they don't make their payments, they allow it to grow, they pile up interest - they are just so paralyzed out of fear. And of course, we're paralyzed out of fear because, with tip number two, a lot of us see it as this bad thing. I encourage you to start seeing as "Thank you for this leverage money for future opportunity." So, get that momentum going, put energy into it, and then anytime you get unexpected money - like people who ask me, "Kathrin, how did you do it in one year?" - every time I got unexpected money, I would put at least half of that money towards my payments. So, let's say that I got gifted \$200; I would put \$100 into my credit card payment; or if my boss gave me a raise at work - which happened when I was working my 9 to 5 - so I can double my payments or add more money, or whatever. And so, I made it at the top of my priority. I knew that as soon as it was gone, I'd be financially free and I would be able to have that money; I'd be able to invest out of my own cash flow; I would be able to invest out of my own positives. That way, I could leverage myself and my own money, and that's such an amazing feeling. It's a place that you get to as soon as you're financially free. Number four is to follow ideas and creative nudges. So, as you set an intention, you're never going to know the "how." As soon as you set this intention of, "This time next year, I'll be completely financially free. I'll have zero-dollar balance on all my credit cards and loans," you won't know the "how." Of course, you won't know the "how." I didn't know the "how." If you already knew the "how," you would be financially free. But that's the thing: you don't yet know the "how." And so, that's the beauty of it. This is where you and the universe go into this partnership and this co-creative zone, where you start dancing with one another; where the universe delivers you creative nudges or creative ideas, and starts giving you these ideas on how you can increase your income; on how you can reduce your debt. For me, for instance, my creative nudge was to start a business around the very topic that I love to help people with: mindset, manifestation, and money mindset - that's Manifestation Babe. Manifestation Babe came into my consciousness as an idea three months after I set this intention. The universe knew that this would be one of the channels for me to be able to help people impact people's lives, and also increase my income. That was one of my nudges. If I hadn't listened to it, who knows where I'd be today? But because I listened to it, used my intuition, said yes, and took inspired action, the universe brought more income my way. Using this additional income, I was able to funnel even more of it towards my credit cards. It's in this way that you're going to pay it off way faster than you can ever imagine. There's a reason why I say the best is yet to come and everything is always working out way better than you could ever imagine; that's

because if you are to think about the things that you've manifested in the past, or the way that things have turned out in your favor, typically, it works out better, faster, and more amazing than you could have ever imagined. That's why it's called a miracle; it's because it's so grand, beautiful, amazing, and makes you say, "Holy shit, this is so awesome." The same thing is going to happen in this area of your life too, but the key is to stop calling it "debt," stop focusing on debt, start seeing it as leveraged money for future opportunity, stop calling it a bad thing, stop seeing it as a bad thing, start shedding positivity onto it, and start seeing it as a blessing. Even if that might be hard, forgive yourself. Forgive anyone that needs to be forgiven. Forgiveness and gratitude are the two energies of transformation. Use it in this area of your life too, please. Put energy into it every month. This is something that Brennan and I have worked on together because he was so discouraged by this large amount of money that he owed to these student loans, that he just stopped paying them. Of course, that then impacts your credit score, racks up interest, and only gets bigger and bigger. Even if you just start with \$10 a month, put some energy into it. That energy is going to be magnified because that's what the universe does. As soon as it notices that you're taking it seriously and that you're putting your energy into it, you're going to manifest more of that energy. The universe is going to pick up the slack. It's going to do the hard part and the dirty work. It's going to help you; it is going to be the leverage that you need. It is going to come in and show up for you, but you must first show up for yourself. You must be your first savior. You must be the one to take responsibility. You must be the one to show effort. And then number four is, follow any ideas or creative nudges. Stay open and ready to receive. The ways that I love to stay open and ready to receive, is to be in the place of "It is already done." Get into the feeling, close your eyes, see your financially free life, see how much extra money you now have because you don't have this number looming over your head, or that you're not making these payments anymore. See the finished outcome, or the outcome of your desire. Step into that feeling. Feel what it would feel like to have freedom. Feel what it would feel like to be liberated; to have joy; to have extra money so that you can take your family on vacation, and when you go on that vacation, you can reward yourself and know that you have done the hard part and this vacation is paid off fully in cash, and you can just freakin' enjoy it. And so, follow the ideas and the creative nudges. It's going to happen way faster than you could ever imagine. So, I hope this was helpful. I hope you learned something new today. I hope you're excited to manifest your way out of debt - or manifest your way to financial freedom, since we do not like to focus on debt. Let me know if this helped inspire you. Let me know if you learned something new. And then let me know how this works for you. I'm so curious to hear when you guys apply these tips, principles, and action steps that I share in the podcast episode. I love it when you guys screenshot the episodes on your phones and then tag me on Instagram and share with me your thoughts. That stuff always keeps me going to create more content. I'm always open to hearing more topics that you guys have in mind, and other questions that you might have. I love you guys so freakin' much,

and I hope you have an incredible - what day of the week is it? Tuesday - and have an incredible rest of your week. Love you guys so much. 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.