

Episode 64: 12 Key Principles To Living A Happy & Fulfilled ...


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SPEAKERS

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Welcome to the Manifestation Babe Podcast. My name is Kathrin Zenkina, and I'm a manifestation expert, master mindset coach, and a multiple seven-figure entrepreneur. I'm obsessed with helping you achieve everything that you once thought was impossible. If you're looking to massively uplevel your life, your finances, your relationships, your productivity, and success, you have come to the right place. My goal in this podcast is to help you see the infinite potential within yourself to be, do, and have anything that your heart desires. Think of this podcast as your weekly dose of mindset development to help you maximize who you are and where you're going. Leave it to me to provide you with tools, resources, strategies, and teachings that you need to manifest a reality wilder than your wildest dreams. I know we're about to have so much fun together, so thank you so much for pushing play today. And now, let's begin. Hello gorgeous souls, and welcome back to the Manifestation Babe Podcast. My name is Kathrin Zenkina, and I am so happy that you pushed Play today. I think that today is a very special episode, in the sense that I will be sharing with you 12 principles for living a happy and fulfilled life. How was I inspired to come up with these principles? How was I inspired to record this podcast episode today? Well, last week I was having a day when I was just a bit too much in my head - yes, it happens to me, and it happens to the best of us. I wanted to create a north-star document in my journal, or this guiding principle, or a textbook-like thing that I can go back to any time that I feel like I am off track, veering off track, getting way too far in my

head, losing sight of who I am, losing sight of what has gotten me to where I am today, chasing the wrong things, focusing on all the wrong things, or if my focus is going in a million different directions - which happens to the best of us. As you guys know, the key to success is to focus on the most important things in life and just put your blinders on everything else that's going on around you. And so, I wanted to create this document that I have now in my journal, for those of you who are livestreaming with me right now, you can kind of see it in my journal. I actually posted this on Instagram and Facebook a couple of minutes after I wrote it, and it seemed to resonate with a lot of you. I then emailed it out, and it seemed to resonate with most of you. And so, I wanted to put it into podcast-form and share with you how I came up with it and share any stories that go along with each principle. I'm so curious to hear your thoughts and which ones resonate with you. I want you to take in some of them, or write it down on a piece of paper, and then practice living your life accordingly. I think that these are pretty universal for all of us, no matter who you are, where you live, where you're from, or what you've experienced so far in your life; I think that you will be led down the path to a happy and fulfilled life, if you follow these principles. So, I'm just going to dive right in. I won't keep you waiting any longer. This podcast episode is simply so that I put this into spoken words, so that you can listen to it whether you are driving right now, whether you are cleaning your house, doing the dishes, or getting ready for the day; no matter what it is that you're doing, you can listen to these so these can start to seep into your subconscious mind as well. Okay, so Principle #1 to living a happy and fulfilled life is to forgive your past, forgive it unconditionally, forgive everyone involved, including you. Life's too short to hold on to things that weigh us down. I know that I'm like a broken record when it comes to forgiveness, but I have truly found in my life that forgiveness equals freedom. I think that so many people are chasing after their goals, or they're going after their visions and they're running on this path to success - whatever their path might be - and most people are holding on to weight. They have a very heavy backpack on them - or, the metaphor that worked so well for me about a year ago when I received a breakthrough session in my NLP Master Practitioner class, was, "Kathrin, you have so much potential within you, but you are also going after this potential, going after your goals and dreams, with this chair attached to your foot." And how easy is it for you to run to success or your destination - or even walk (any movement is movement and any movement counts) - but how difficult is it when you literally have a chair dragging behind you? And so, even though you're doing everything right, and even though you are going to achieve success and get to your destination, if you carry this heavyweight with you, it's going to take you so much longer to get there and you're just going to arrive there with the same baggage that you had when you just started. How happy and fulfilled of a life is it, if you have everything that you want, but you don't feel freedom? You have everything that you want, but you're not fulfilled; you have everything that you want, but you're not happy. A lot of us just hold on to things. It's not just forgiveness of the worst things that happen in life; it's

not just forgiveness of trauma. Even though it is, it doesn't have to be that. It can also be just letting go of what happened yesterday; letting go of the fact that someone cut you off on the way to work today; or letting go over the fact that your spouse was a grump when you woke up this morning; or letting go of the fact that someone said something to you. So many people let the tiniest of things get in their way of being happy. I think that the moment you start forgiving everything unconditionally, forgiving yourself, and forgiving everyone in your life, you are going to fly. Because, again, how can you fly if you have so much weight weighing you down? Principle #2 is to be grateful just for being alive. There were no guarantees to you waking up this morning. Don't take it for granted. Seriously, was there any guarantee to you waking up this morning? Is there any guarantee that you would have lived up until this point today, of however old you are, or however life you have experienced? Did you have a document when you were born that guaranteed that you're going to be happy, healthy, and alive up until whatever age that you are right now? Just the fact that you have already gone through so much and have been through and experienced so much. Even the good and sometimes the bad, and the ups and the downs - everything that happened to you led you up until today. And so, you have made it this far. That is the first thing to stop taking for granted; that is the first thing to appreciate. But also, every single day that you wake up and open your eyes; anything could have happened to you yesterday; anything could have happened to you overnight. We all hear stories of people who go to bed and for some reason never wake up. Their life purpose - whatever it might have been on the planet at this time - is over for them; they've accomplished it and achieved it, and now they're gone, and who knows what happens after we die. But the fact that you're still alive today means that you still have a purpose on this planet; you still have lives to change, things to accomplish, desires to achieve, relationships and friendships to form, fun to have, and businesses to build. Whatever it is that you desire, the fact that you woke up this morning is such a clear sign. I can't think of a clearer sign that you still have a purpose. You are still here for a reason. Anything could have happened to you yesterday or overnight, so please, don't take it for granted. Be grateful. I think that the first thing I do every single morning - not, "I think," but I know - is the moment that I sense that I'm awake, I say, "Thank you, and I'm so glad I'm still here," because it means I still have a purpose. It means that I still get to put myself out there, and somehow, in some way, allow my words, content, experiences, the lessons that I learned, and everything that I share with you guys - I know that the fact that I woke up this morning means that I still have more to share with you. And I don't take that lightly. Principle #3: Normalize success, hang out with successful people, learn from successful people, and model successful people. The faster you identify yourself as successful, the faster you'll become it. I think that the biggest mistake that I have made most of my life - because I grew up really poor - is that I always separated myself from wealthy and successful people; meaning that even when I was around them, I still felt this barrier between them. Something that I've learned is that all people have the same needs and

basic desires. Everyone is a human being; everyone's imperfect; everyone just wants to love and be loved. We have more similarities than the media, society, or our conditioning has led us to believe. We are so much more similar than we think. Billionaires have the same needs as millionaires; millionaires have the same needs as people who are broke, poor, or however you want to call it. We are all human beings. We're all source expressing itself through human form. I think that as long as you see this separation between you and success, you're always going to be separated from success. Something that I started to do actively in the last two years is to normalize success - because success is not normal. It is not normal now, and it became more normal as I grew up and became older, because I watched my mom and stepdad climb the ladder; I watched two immigrants who came here completely broke and poor put themselves through college without speaking a word of English, and work themselves up to having success. And so, success wasn't this thing that has never been experienced in my family; but growing up, we as immigrants came to the United States with just \$900 among the five of us. It was my mom, my dad, me, grandma, and grandpa. We moved in with a bunch of other of our family members. I think there were three families living in this two- or three-bedroom townhouse. About six months later, as we were putting our feet on the ground - I was a baby, so it's not like I remember much of this, but I hear a lot of stories now and I am being encouraged to dig into stories just for my own healing purposes - the 1994 earthquake in Northridge completely destroyed that apartment building. In the middle of the night, my whole family ran out onto the street and just watched this townhouse complex - apartment complex, or whatever you want to call it - completely crumble. And all of a sudden, my family is homeless. The Red Cross at the time was going up and down the streets making sure everyone was okay, that everyone has their needs fulfilled - food, water, clothing, and shelter. It was only then when my family legit realized, "Oh my God, we're freakin' homeless." Someone in the Red Cross gave my family a bunch of resources about all this government assistance that exists, that my family had no idea existed. We then moved into this really tiny apartment; it was one bedroom and one bathroom. I don't remember much of that apartment except of how it looked like. I remember being young; I remember chaos; I remember stress; I remember physical abuse. I just remember so much. If you've listened to my forgiveness podcast now, you'll know that there's just a lot that happened in my childhood. My dad was a dishwasher; my mom put herself to nursing school. Growing up, I had a friend whose family started having money earlier than my family. I just remember that I always felt separate. Anytime I would see nice things - like Chanel bags and nice cars, and all this stuff - I was always told, "You can't touch that," or "You can't have that," or "Be careful. That's expensive." And so, I always felt separated from success and wealth. I had to actively train myself to see myself as one with everyone that I wanted to see myself as one with. There is a law in the universal - the law of oneness - that we are all one to begin with; but I had to see myself and identify myself as successful in my mind long before I saw it in my external reality. I remember the first time I

recognized what normalizing success meant was in May of this year. I remember sitting in my Mastermind and just looking around at this group of people. Everyone was talking - we were having some intermission between speakers, or whatever we were doing - and I remember looking around and noticing that every single woman in the Mastermind has a designer bag, all the men have these designer shoes, everyone drives nice cars, and everyone in the room is making at least seven figures or above. I remember looking around the room and thinking, "Wow, I feel so normal in this room. This feels like the new norm. Success is normal in here." That's expected. It was just such a surreal feeling for me. I think that's the first time I really understood this principle that when you hang out with successful people; when you learn from successful people; when you model successful people; when you identify yourself as successful; that's when you will become successful. And identity, of course, is everything, which I'll talk a bit more about in a couple of principles. The moment you identify yourself with "I am successful," the faster you will become successful, too. Principle #4: Only put the most empowering words after "I am." Again, we're going back to identity. Your words don't just describe your reality; they determine it. I think that's so many people talk about their external circumstances, and they don't realize that by talking about their external circumstances - like "I'm broke;" "It's not working out;" "People don't want to buy from me;" "I don't have clients;" "I hate my apartment." Whatever they speak into existence, most people don't recognize that what they're saying on a consistent basis is perpetuating that reality. Sometimes people think that they are just describing their reality as it is because they are just speaking it as they're looking around, so to them it's truth. But most people don't realize that they're perpetuating that reality. The more that you say it - your words - they also keep determining your reality. The way to change your reality is to change your words. In NLP, something that I learned last year was that there are five levels of change: There is environment, environmental change, behaviors, beliefs, values, and identity. It's kind of like this ladder. Identity sits right at the top because when you change your identity - when you go into that identity level of "I am blank" - everything else trickles out. For example - this is a very overused example in the NLP community, but I want to share it again. The example that I typically share is with dieting, but there's an example in the NLP community that looks at smoker, versus nonsmoker. When you say, "I am a smoker," what do smokers do? They smoke. When you say, "I am a non-smoker," do non-smokers smoke? No, they don't. Therefore, they're not going to behave like smokers; they're not going to smoke; they're not going to hang out around people who smoke, and so on and so forth. With the diet community, a lot of people go right into the environmental change. They think it's getting a gym membership, or going on a diet or throwing out all the junk food in their house. "It's Monday, I'm going to start a diet today; I'm going to open my fridge, throw out all the junk, go buy healthy food, and go join the gym." And that's great, but it's change at the environmental level. Most people don't realize that even though they're making these changes on the surface level - which is great - they have to dig deeper and

also change their - and sometimes behaviors and environment go hand in hand; so, if you change your environment, you're probably changing your behavior. So, the day you eat a healthier meal, you're probably going to exercise; and so, behavior fits in there too. But most people stop there. They don't realize that you also have to change your beliefs. If you believe that you're always going to gain weight, no matter what; if you believe that your genetics are pre-determining your weight for the rest of your life; if you believe that you're forever going to be the extremely skinny guy, or the overweight girl, or whatever you have identified yourself as, then it doesn't matter what you eat; it doesn't matter what you do' your beliefs are going to drive those behaviors, where after a week, you're going to be so much more likely to give up on this diet and this exercise program because you don't believe it's going to work for you. You don't believe you deserve it. You don't believe you're capable of achieving the healthy, fit body. Or for the smoking example, you don't believe that you're able to quit smoking; you don't believe that you are a non-smoker. There is also what you value about life; if you identify yourself as hot, fit, sexy, healthy, radiant and with tons of energy; if that's who you are at the identity level, you're going to value different things in life; you're not going to value going to the club, you're going to value going to bed on time; you're not going to value eating out at McDonald's, you're going to value eating at you at some salad place or healthy restaurant - think of whatever your favorite healthy restaurant is. Again, from identity, you believe something differently, and then you behave a different way. At the environmental level, that's what I call reality; and so that's where your reality is. So, the fastest way to change things in your reality is to go right up to the identity level. Only putting the most empowering words after "I am" will create that new identity for you. Besides just waking up and saying thank you, something else that I've started to do about a couple of years ago, is I immediately start running through my "I am's." I immediately start running through the most empowering "I am" statements that I could think of that morning. Every single morning, I wake up, I say, "Thank you so much for waking me up, universe," or infinite intelligence, or God, angels, higher-self, or whatever you believe in. "Thank you so much. I'm so grateful for being here on this planet today. I am amazing. I am fulfilled. I am happy. I am successful. I am wealthy beyond measure." I just go on this rant of "I am," because I want these phrases to determine the rest of my day. It's so important to do this first thing in the morning, and I'll share with you in Principle #6 why that is. But moving on to Principle #5: Feed your mind and feed it often. If you don't take in positive content daily, someone else will feed you their garbage instead. This is something that I noticed. If our travel schedule gets really crazy, or if I don't keep up with my daily reading or daily listening to podcasts - which I'm so proud of you for listening to this right now because that means that you're taking in inspiring content today, so congratulations on living Principle #5. If I'm not listening to podcasts, listening to audiobooks, or hanging out with a positive person, I notice that I start to normalize negativity. I noticed that so much that goes on in the world is just a bunch of garbage. It's just a bunch of other people's limiting beliefs floating around. What

I've noticed, part of me and Brennan's unplugging and not taking life so seriously and just giving ourselves a good laugh at the end of the day, we like to go on Instagram and look at really funny memes. There are various accounts that we like to go on; we just like to scroll and look at memes. Something that we've noticed is that a lot of these memes are so low-vibe because most of the world is stuck in this lower vibration. They've normalized hating Mondays and waiting for Fridays; they've normalized things going wrong in life; they've normalized so much negativity and so many negative circumstances, and it's just expected. I think that even the most successful, positive, and high-vibration people often get sucked down into it too. If you turn on the news or come across an article, is everyone is directing your focus and your attention to what's wrong in the world. Of course, we listen because our minds are several million years old now; as Tony Robbins always says, your brain is a two-million-year-old device that's programmed to focus on what's wrong and what's missing in the world, because that's part of survival. Part of survival is asking yourself, "What could go wrong? And how am I going to survive it today?" In the modern-day world, especially when you're actively working on a happy, fulfilled, and inner peace-filled life, you need to focus on what's good in the world; you need to focus on the positives. We're naturally not programmed to be that way. We have to actively train ourselves to be this way, which is why I do my personal development mind food, like a broken record and a robot. I don't even negotiate with it anymore. I just open my eyes, do my "I am's," I say thank you, and I open my book and I set a timer for 30 minutes; every morning for 30 minutes and every evening for 30 minutes. I refuse to allow other people or societies or what's normalized in the world - the garbage - to come inside my mind. I want to keep it as clean and clear as possible, which is why I don't watch the news. I know that there's this argument that people like to argue, saying that if you don't know what's going on in the world, you're an ignorant person. Well, I always challenge that with, "I have a vision of how I'm going to help the world in my way. I have a vision of how I'm going to impact the world and influence positive change. And in order for me to do that - in order for me to change first myself, then my family and my friends, by helping them, I then am able to influence my community; and by influencing my community, I can influence my city; by influencing my city, I can influence the state, and then the country, and so on." You can also do with the online world; you can hit many parts of the world, which is so freakin' cool. But I know that the only way that I'm going to be able to raise the consciousness of the planet is if I keep my mindset clean, if I don't focus on what's wrong in the world, if I do have tunnel vision from time to time and just focus on being the change and the good that I want to see in the world; uplifting and encouraging people. When I get into a low place, I can't help anyone, I cannot inspire you, I can't uplift you, and I can't tell you anything good because I'm feeling negative and low myself. And so, I have to actively push it out; push out that garbage and feed my mind positive content every single day. It doesn't just have to be content like books, podcasts, and audiobooks - although that's the easiest way to do it. It can just be surrounding yourself with positive people, helping organizations, or

volunteering your time at the animal shelter, a homeless shelter, or something like that. Just seeing how much good there is in the world - that's what you want to feed yourself every single day. Principle #6: Spend the first five and last five minutes of each day visualizing your ideal outcome, as if it's already done. This is the time when the subconscious mind is most impressionable. This is something that I learned from Dr. Wayne Dyer. It's called Five Minutes Before You Sleep. If you want to hear him talk about it, just go on YouTube, and look up "five minutes before you sleep by Dr. Wayne Dyer." Funny enough, in a lot of the older texts that I'm reading right now, like The Magic of Believing and some other book that I read last week, that was also an older text; every single one of them talks about how the subconscious mind is most impressionable five minutes after you wake and five minutes before you go to sleep, which makes sense. Now, the first thing I say is "Thank you," and then I say my "I am's," and then I open my book and start reading within the first five minutes of my day; and every single night before I go to bed, I look at my goal board, and all my goals are written as if they've already happened. So, all I do is say them to myself out loud, and as my head hits the pillow, I visualize my goals as if they're already done. I go to bed feeling as if they're already done. I ask myself, "If I already accomplished number one, number two, number three, number four -" I think I have about six on there - "how would I feel? I would feel accomplished and so fulfilled." And so, I go to bed focusing on feeling accomplished and fulfilled and seeing as much as I can, of what it would look like, as if it's already done; as if I already lived those goals in the past; as if they've already happened. That's the key because your subconscious mind doesn't know the difference between real or imagined. And so, if you tell your subconscious mind that something already happened, if you tell it and show it enough times by putting these pictures in your mind, then your subconscious mind will literally be convinced that it already happened; therefore, it must be reflected in your reality. That's kind of the subconscious manifestation, right then and there. Principle #7: Only wish upon others what you would wish upon yourself. Envy, jealousy, and greed are an illusion. Everyone can win in the limitless universe. I love #7 because I spent so much of my life being jealous of others. I spent so much of my life being envious of successful people. I spent so much time in my life being envious of my childhood best friend because she had all the nice things that I wanted to have. I know that oftentimes when we don't have tunnel vision on in the world of entrepreneurialism, we often are happy when we're successful, but we're unhappy when there are other people around us who are also successful; or we constantly feel like we're in competition with each other, especially those of us in the same industry. We have this feeling of scarcity that overcomes us, thinking, "If my people are also following her, or my people are also buying her courses, or she signed up to be their client too, then they're not going to like me anymore. They're not going to listen to my stuff anymore. I'm not going to be the person who changes their life anymore. No one's going to listen to me, no one's going to give a crap about me." We think that there's such a scarcity of how many people out there we could impact, change, and

influence. We think that there's a scarce amount of money to go around. We think that there's a scarce amount of accomplishments to go around. We get so stuck in the scarcity mindset of running out of time, running out of money, running out of people to buy our things, or running out of whatever it is. Whatever industry you're in, whatever you do for a living, whatever you're experiencing in life, whatever is happening in your surroundings, I just want to remind you that in this limitless universe, everyone can win. There is no room for envy, jealousy, and greed. In fact, when you see someone else accomplish something that you want, it is a freakin' sign that you have already drawn it into your reality. If you weren't already vibrating on the same frequency of whatever it is that they have, they wouldn't have it either. You would have missed the whole fact you know that they have it too. You wouldn't even see it in your own reality; it wouldn't even enter your mind, your perception, or your consciousness. So, the fact that someone else has already accomplished something that you want, has something that you want, or the title of The New York Times' bestseller, or whatever it is, is proof that you can have it too, and you're already on the right path. The only way to screw it up is to get envious or jealous. Ask yourself, "The version of yourself who already has these things, are they experiencing envy or jealousy?" No, there is no room for that. Therefore, feeling those feelings is the fastest way to cut it off. Feeling happy for others is the fastest way to invite whatever it is that they have that you want too, into your life faster. It's also a sign of not only what's possible, but also what you want. Sometimes, when you feel that pang of envy or jealousy, it's kind of this signal from your subconscious saying, "Hey, maybe you should put this on your desires' list too. Maybe you should also achieve this. Maybe you should also go after this, and here you go, this is proof that it's possible for you too." I love the idea of only wish upon others what you wish upon yourself. I think that so many people get in wishing others ill, or wishing that someone else loses whatever they have, or that something bad happens to them. I want to remind you that your subconscious mind, which if you want to know more about the conscious mind and how it works, I have a great podcast episode for you, it's... Oh my God, I need to write down these numbers of my podcast episodes. But if you scroll down, you'll find one where it says, "How the subconscious mind works," or something about the subconscious. In it, I share with you the prime directives of the subconscious mind, and one of them is that your subconscious mind takes everything personally. So, anything you say to someone else, or anything you say about someone else - like when you gossip or if you're even saying something kind about someone else - your subconscious mind always thinks that you're talking about yourself. So, if you wish ill upon others, or if you wish failure upon others, or that something bad happens to someone else, you're actually wishing that upon yourself, and your subconscious mind will actually manifest that in your own life. So, the key to always manifesting positivity, happy circumstances, and happy things in your life is by wishing that same reality upon others because it's always going to come back to you. Even basic law of attraction - like attracts like - says that whatever you put out into the universe is going to come back to you. Or if

you want to look at it as the law of karma, also known as the law of cause and effect. The seeds that you plant, they're going to sprout a plant equivalent to whatever seed you put in the ground. And so, if you're putting the seeds of envy and jealousy into the ground, it might not happen right away, but when those plants come alive when those flowers bloom, that's going to show up in your reality. It's inevitable. It's going to come back to you and show up in your reality too. Principle #8: Give, and give every day with zero expectations. Be the good that you want to see in this world. I think that this one is pretty self-explanatory, but I also want to remind you that I think that so many people wait to receive before they give. That is such a backwards model, because if you think about it, if you take how the universe works literally, where what you put out comes back - like attracts like - if you're not putting something out or giving, then how can you receive? If you're just waiting on receiving, the universe is also waiting on giving. And so, the key to activate this cycle of giving and receiving, is to first give, and give without expectations. If you give with expectations, you're also going to receive with expectations. There's going to be some sort of condition to your receiving. If you want to receive unconditionally, you have to give unconditionally, as well. This just goes for everything: give without expectations and be the good that you want to see in the world. If you want to see more giving people in the world, then be a giver. If you want to see more loving people in the world, then start giving more love. If you want to see more people being active in organizations around the world, people donating more money, people helping more of the needy, people who are helping inspire other people - or whatever it is; if you want to see more of that in the world, be that example, first and foremost, because you will attract more of that reality to you. The world will start to shift and change to show you more proof of what you are doing, first and foremost, which in this case, is giving or finding more giving people. Principle #9: Don't believe the story that's been limiting you. You are not your personality, limiting beliefs, disabilities, behaviors, or habits. You are source expressing itself through the human experience. You are whatever you choose you are. This is such a big one for me because my whole life and my whole childhood, I was always labeled. We have all kinds of labels that we've been given or that we've given ourselves that have manifested in our life. Two of the labels that have been given to me by other adults, growing up - whether it was my parents, teachers, daycare people, caretakers, nannies, or whoever it was - was "Kathrin is shy and very introverted." And so, that has manifested. Even though I am technically - I've taken the Myers Briggs Personality Type Test about 20 times, and each time, it has never changed. My personality has never changed since I first came across Myers Briggs, up until now. I just took it recently, again; I thought, "I feel like I'm changing. I feel like I'm not as introverted as I used to be." But my personality type is still the same, and it's INTJ. Even though I am an introvert, I decided about a year ago - almost exactly - that I would stop telling myself that story; that I would stop being limited by my personality type. So, even though my personality type says that I'm quiet, reserved, very robotic, not very emotional, and all these things that are said

about INTJ's, I decided to not be limited by that story. Two and a half years ago when I started this business, I decided that I would not be limited by the story of "I am shy," or "I'm nervous," or "I'm scared," or "I'm like a tortoise hiding in its shell," or "I'm sheltered," or anything like that. I didn't want to be limited by that story. I realized just from all the mindset work that I've done over the last years is that all these stories that people have told you about you that you have started to believe and have actively believe today, it's all manifest. It's also self-fulfilling prophecies. They have all manifested just by simply believing them. You can change your story; you're not your label, you're not your personality, you're not your limiting beliefs, you're not your behaviors or habits. I think that so many people say, "I'm sad." Well, just by saying, "I am sad," you're identifying yourself as sadness; but I want to remind you that you are not sad; you just have a pattern of sadness. You are a human being experiencing the emotion of sadness. You are not sadness. "You" does not equal sadness. You are source expressing itself through the human experience. By that nature of being limitless, you can be whoever you want to be. I remember last October, walking into my first retreat, and thinking, "Oh my god, I'm about to live in a house of 15 women. There are so many people and I'm not going to be alone for seven days." I started panicking. I then asked myself, "Kathrin, is this who you want to be? Do you want to be limited by this story? Is this your story? Is this story serving you?" Some stories are serving us, and please develop the story that you need to tell yourself that's empowering you, and that's actively creating your abundant, happy, and fulfilled life of freedom; developing a successful business or a successful career, or whatever it is; successful relationships, successful families. Tell yourself that story. There's nothing wrong with telling yourself a story; just make sure it's not limiting you. I remember asking myself, "Is this story empowering me or limiting me?" I realized that just how I told myself, when I was living on my grandma's couch, that I'm going to prove to myself that I'm going to be my own success story, and that manifestation and law of attraction work, I'm going to prove to myself that this is not my story, and that I could change and become whoever it is that I want to become. And so, that day, I started telling myself a new story. I started telling myself, "I love people. People energize me. I am outgoing. I am extroverted." I just started telling myself everything that I wanted to become that day. It was funny how fast it manifested. That whole week, at this live event that I was at, and walking into my retreat, I was actually getting energized by people. The story of people draining me all of a sudden didn't exist anymore. I wanted to be around other people; I wanted to socialize; I wanted to go out and get to know more people; I wanted to talk with everyone; I wanted to be around loud energy. It was so thrilling for me and I thought, "Oh my god, this is crazy." I am not the story that I kept telling myself my whole life, but I was told my whole life; I can be whoever it is that I want to be. To give you guys a more extreme example, Brennan was diagnosed as bipolar when he was in his freshman year of college. For so long, he let that story limit him in so many ways. He thought that he was going to be a screw up for the rest of his life, and that he was not be able to function, focus or achieve

the things that he wants to achieve because a doctor put down on a piece of paper that he's bipolar. I remember, we went to UPW in November of 2016. As Brennan was watching Tony on stage - and Tony runs around like a crazy person - up and down the stage, like he's running marathons on that stage - Brennan sent me a text after we were - I don't remember what Tony was saying, what we were talking about, what we were focusing on - but all I remember is receiving a text message from Brennan, saying, "Oh my God." I was so excited because this is my second event and I wanted to know all his insights, so I told him to text me all his breakthroughs. So, I responded to his text message, saying, "What, tell me?" He said, "Tony, the way he's acting right now, is so manic. Tony is a manic mofo, which means that this is not my weakness. This is my strength. My surges of energy and my ups and downs, and everything in between, is my freakin' strength. I can ride on these strengths, and I don't have to call myself bipolar. I can be whoever it is that I choose to be. And all these things that I've been labeled with, and all these weaknesses that these doctors have told me I have, I can reframe them into strengths. And this is my gift from the universe." He also said, "Because of this, I survive off of so much less sleep than the rest of the world. And because I survive off of so much less sleep, I can accomplish so much more." He just got so freakin' excited. Disclaimer for you guys: I am not a health professional and he's not a health professional. I'm just sharing a story of what Brennan has done in his experience. Don't take this as advice, please. But he stopped taking medication from that day forward, and he hasn't taken medication in two years. And so, for him, he finally broke free of that story and that label, and now he lives this life of freedom where he's no longer identifying himself as bipolar. I think that's just so freakin' cool. It inspired me so much. From that point, from experiencing that myself and watching Brennan transform, every day I ask myself, "Are there any stories I'm still telling myself that are limiting me? Are there any limiting beliefs that I think I am? Are there any habits or behaviors that I think that I can't control, when really, I can because I am source expressing itself through human form, and I can be whoever I want to be?" I can change things just by deciding that I am whoever I choose to be. That's probably one of my favorite principles. Principle #10 - I'm almost done here - Give everything the meaning it would have to have in order for you to live an empowering life. Nothing in this world has meaning except for the meaning that you give it. Recognize all the ways that life has been happening for you. Again, this one is self-explanatory, but it's so key and so important, and honestly has a lot to do with Principle #9. Everything in your life, if you choose to give it an empowering meaning, you will see that everything - every negative thing, every positive thing, every up, and every down - has gotten you to where you are today. I think that's such a beautiful thing, in that every single day, everything that happens to you, when you look back, you can see how it happened for you. You can see all the gifts; every single down, every single negative turn, every single twist, and everything that you thought wasn't going your way at some point when you thought the world was coming to an end, when you thought you were in a tunnel and unable to see the light; how, in the

end, when you look back today, if you choose to give it an empowering meaning, you can see that it all happened for you, and it was all a gift from the universe. Every single day, if you live your life as if everything is happening for you, as if the entire universe is conspiring in your favor, if you live your life expecting the best to always happen - even if it might not look like it's the best yet, but just knowing that's how it's going to turn out in the end - you will live an unstoppable, happy, and free life filled with this inner peace. Just knowing and having certainty within yourself and having certainty in your purpose and where you're going, this is how you build certainty, is from Principle #10. Principle #11 is one that I came up with when I was living on my grandma's couch, which is: Your current location is not your final destination. Every day can be the beginning of a new journey. You have the chance to start over, every single time you open your eyes. When I say ignore your current reality, this is what I mean. It's knowing that wherever you are - when I was on my grandma's couch and opening my eyes and seeing that I'm still on my grandma's couch, and looking at my bank account, thinking "Nothing much has moved yet, nothing much has shifted yet, even though I'm actively working on myself" - just knowing that my current location is not my final destination. I should have added here, telling yourself that the best is yet to come. Just knowing that if you see things in your reality that you don't like, every day that you wake up is a chance to start over. You can choose to change things. You can make new decisions. You can have new insights, new ways of looking at things, new perspectives, and new appreciations. Every single day is your opportunity to start over. When you open your eyes, I see it as a new door that opened. The people who choose to go back through the door that already closed, instead of looking at the door that's open, brand new, and has a new reality within it, that's how you keep repeating the same reality over and over again; if you keep going through the doors of the past and living in the past. So, of course, nothing changes. Of course, it doesn't matter how many times you tell yourself affirmations, or read self-help books, or go to seminars. If you keep living in the past and going back through the doors of yesterday, you're going to get stuck in that pattern. That's going to be a cycle; that's going to be a broken record; that's what you're going to keep telling your subconscious mind in replay over and over again. So, every morning that you wake up, start seeing it as a brand new door, even if nothing has changed yet physically, know that wherever you are, currently, your current location is not your final destination, and that the best is yet to come. You are given a brand new opportunity to open your eyes again and live a brand new reality. Principle #12 - which is the last one, and this was actually a favorite of so many of you, based on the comments and tags that I saw - which is: Put yourself out there, even if it scares the daylights out of you. Someone out there is praying for you to share your message in the way that only you can. I see so many entrepreneurs get held back by the fact that something's already been done before. I see so many capable people who are bright lights in this universe, who hold themselves back, hold back insights, stories, experiences, and all the things that they have learned, simply because they see someone else already delivering the same information;

but they don't understand that the way that they're going to say it. Even if two people have the same experience, insights, and the same lessons to share, they're going to share it in completely different ways. We are all given our own unique voices, our own styles of speaking, and our own gifts. The way that you're going to deliver your gift - whatever it is that your gift is - is going to be completely different from anyone else. There's actually my belief - and this is something that's helped me keep going and something that I've developed as my North Star - is that the way that I deliver things is going to resonate with people who, when hearing the same information from someone else, isn't going to resonate with them; as much as it is when I say it; that there are people out there who are praying for me to deliver a message, even if it's been said before, because when they hear from me, it's finally going to click. The way that I developed this insight is based on just noticing that there are so many things that I have heard in my life, from various speakers, authors, and people, who when I heard it from the 12th person, that's when it made sense. I really resonated with the way that they said it. There are so many people praying for your message and for you to put yourself out there. I know that putting yourself out there is really scary. Trust me, sometimes I run into the dark side of putting yourself out there. Sometimes I run into the haters, the ugly threads, and the "We hate Kathrin Zenkina," and the "We hate Manifestation Babe stuff" that I wish I didn't see, but sometimes I do. Sometimes I'll run into negative reviews. Whatever it is, we don't have to talk about it. But that's part of putting yourself out there. When you are really, truly putting yourself out there; when you are sharing your authentic truth, you're going to be polarizing to other people. You're going to piss some people off, and unless you're pissing people off, you're not actually putting yourself out there. So, even though it's scary, you are going to develop such an insane, tightly knit network of people who appreciate you, love you, and grateful for your existence, your experiences, and for you putting yourself out there. They have your back. It's just this beautiful thing that happens when you are polarizing; when you do put yourself out there; when you do hook up a microphone to your computer and push 'Live' on two different screens and start talking whatever is on your heart. Even if you fuck up - you guys, I am not this trained speaker. In fact, that's a story that I've been telling myself a lot in my life, that "I'm not a speaker, I'm a teacher." For some reason, I never saw myself as a person standing on stage with a microphone and delivering these very carefully articulated speeches. I always saw myself - and I think that this is probably one of my strengths - as someone who delivers information as if you're hearing it from a best friend; as if you're hearing it from a friend who really loves you; as if you're hearing it from a guide; as if you're hearing it from someone who isn't trying to be above you; isn't trying to carefully plan everything out. I just think that when you are your authentic self, you're going to make mistakes. You're going to say the wrong thing sometimes. I looked back on the video that I recorded last Wednesday, and I thought, "Oh my god, I forgot this important story, and I forgot this other thing, and I forgot this point. Why did I say that?" But I just have to trust that everything is always going to come out at the right time, in the

right way, and the right person is going to hear it. I just want to remind you, over and over again, that there are people who are praying for you to say whatever it is that you need to say, in the way that only you can say it. You're going to change lives, with your voice, with your message, with your gifts, with your product, with your inventions, with your ideas, with your writing, with your content, with your images, with your videos, or whatever it is. I promise you there is an abundance of people who need your work and need it the way that only you can deliver it. So, those are my 12 principles. I am super curious to hear. If you're listening to this on the podcast, go ahead and screenshot this episode and let me know on your Insta-story, or wherever it is that you want to post it, what your favorite principle was. Maybe there's a principle that you want to embody, live, and be reminded of on a consistent basis, that you think is going to help you and help change your life and your mindset. Which one would you write down on an index card, or on a whiteboard? Keep it with you in your wallet or keep it with you in your pocket. Put it as a background to your computer, which oftentimes I have the background of my computer as my vision board. Which of these principles would empower you to live your life at new heights? Anytime that I veer off track, or I stop focusing on what matters and what's truly important to me, I always go back to these 12. These 12 are what keep me living and focusing on a happy and fulfilled life; they help me block out all the various noise that's going on around me. Any time I think of what I should be doing - if you don't have your blinders on, and your focus and outcome aren't dead-spot-on your goals, your dreams and your visions, you're going to get a lot of, "You should be doing this." You start watching other people, and all of a sudden, you're thinking, "You should be doing this, you should be doing this." This will help you focus on your must's. This is what helps me focus on my must. What must I focus on? How must I live my life? I also encourage you to create your own. What are some principles for your life that you want to be reminded of, every single day, on a consistent basis? So, thank you guys so much for listening to this. Before I go. I wanted to invite you to a seven-day Money Mindset Makeover Boot Camp that I am hosting on September 24 - and get this, it's only \$33. So, the cost of the program - my Tapping into Massive Wealth Program - I am hosting a boot camp where you're going to get the program, a Facebook group - where all of us are going to come together and work through the videos every single day on how I use Emotional Freedom Technique (EFT) also known as tapping, to release this energetic heaviness and negative emotions that are associated with the top seven most limiting beliefs that most people have around money, their finances, their financial capabilities, and their financial potential. I'm also giving you an intention setting worksheet. I am also doing a coaching call in the group at some point midweek. I'm also giving daily journaling prompts in that group, where I am going to give you a prompt that's going to help you completely makeover your money mindset, in just seven days. I'm going to post the link in the show notes. I have the link in my bio on Instagram. Those of you on Facebook, I'm going to post the link on Facebook too. The boot camp starts on the September 24 - and again, it is only \$33. I want to give everyone

an opportunity to join and to experience an entire seven-day money mindset makeover. So, I hope I see you in there and I hope you join me. We're going to have a really good time. I love you guys so freakin' much and hope you have an incredible rest of your week. As promised, I will be back to share another podcast episode before I leave for Seattle on Saturday on my top productivity hacks. I know I've already done an episode on my mindset of time and time-management; but I do have some additional productivity hacks that I think will really help you get more focused: get more focused on what truly matters, on your business, on your family, and the things that matter to in your life. So, that's coming too. Alright, you guys, have an incredible week. 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.