

Episode 14: December Money Babe Challenge - Your Word Is You...

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SPEAKERS

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Welcome to the Manifestation Babe podcast. My name is Kathrin Zenkina, and I'm a spiritual mindset coach, author, manifesting expert, and creator of the manifestation babe brand. Each week I'll be bringing you inspiring chats, interviews, and dialogues all based around how to unleash your inner magic, breakthrough your limitations, and manifest the reality wilder than your dreams. If you enjoy listening to topics on money, mindset and manifesting, then you have come to the right place. I am obsessed with helping women peace through to the highest potential and transform into the greatest, most badass versions of themselves. I hope you enjoy today's episode. Now let's begin. Hello gorgeous souls. It is Kathrin from manifestationbabe.com and first of all, Merry Christmas Eve, so exciting that it's finally the holidays and we get to spend time with our family, and pretty much reflect on the year that we just had, and lots of good stuff, lots of good food, lots of good celebration. Super exciting stuff, and I believe it is a Sunday today, so happy Sunday, happy Christmas Eve. I am back today for day 12 of the unleash your inner money game challenge. Wow, it's already day 12 which means that we're a little bit more than halfway through super exciting stuff. Today's chapter is called "Your word is your wand," I adapted that from a book's title by Francis Scovel Shinn called "Your word is your bond," and it's super powerful stuff. Now, I know that we talked about affirmations not too long ago, and we talked about the power of language, but I do want to remind you and come back to my point, that language is so freaking important now. I started the chapter we're

talking about with how when I was younger my mom would always take away my cell phone if I was misbehaving, or if I would say a bad word, or say something that I'm not supposed to be saying, or not getting the best grades that I'm supposed to be getting, or whatever it is. And my mom would always say "Watch your language," you know, obviously, we can all relate to that. But I would always get my precious freaking cell phone taken away, I mean, no matter what happens, I know that my biggest punishment would be my cell phone taken away. And I wanted to kind of give a nice analogy to that. When you're not careful with your language as an adult, and what I mean by that, is your language around money, you get money taken away from you, and nobody here wants to have money taken away from you, right? So, that's why we want to make sure to watch your language. Now, the reason why language is so important, is that language does not just describe our reality. A lot of us believe that what we say to ourselves what we say to others, when we talk about things, like just in general, having conversations that all we're doing is describing our reality. You know, if we are broke, we say we're broke. If we are struggling, we say we're struggling. If we're having a bad day, we say we're having a bad day, we think that we are just describing our reality and that there is no impact to the things that we say because the things that we say, don't matter. But actually, everything that you say is constantly manifesting. So, your language is actually determining your destiny, so whenever you are saying "I can't afford something, I'm broke, that's too expensive. Oh, I wish I could buy, that's for rich people. I'll never be rich I'll never have this. Sorry, I can't, I'm broke right now," how many of us can relate to this, right? What you're essentially doing is you're not describing your reality, you're actually pre-determining it. So, whatever you say, your subconscious mind hears everything that you're saying. Whether it's your thoughts, or whether you're actually saying something out loud, it's going to take in everything as truth, and it's going to take in everything as an affirmation. So when you are saying "I'm sorry, I can't, I'm broke right now, or I'm so broke, or I'll never have money or that's too expensive," or whatever it is that you're saying, you're actually creating an affirmation out of it. And it becomes an affirmation and it actually keeps perpetuating the same reality, and that's when people get stuck in a cycle of not breaking through their financial potential for decades, and half a century, a full century depending on how long you live. It's this constant freaking cycle, and the only way to break through it, of course, is to start switching your language. And whether you're consciously aware of it or not, everything that you're saying is manifesting. Yes, you speak things into existence. This is freaking awesome first and foremost, but that means that we have to be more careful with their language, right? So, in this book I asked you to in this chapter I asked you to start to kind of assess what are the kinds of stuff that you typically say around money? What do you typically say to yourself when you receive a bill in the mail? What do you typically say to yourself when you are at a restaurant buying yourself a nice meal? What do you typically say when you walk by a store of something that you want to buy? Or when you're having a discussion with your friends, and maybe your friends are

planning on a trip, or planning to go out, or planning to go get dinner together. What are the kinds of things that you are saying that is actually perpetuating your scarcity mentality or your mentality of being broke, or your mentality of there's no abundance in the world? And so, therefore, you know, I'm stuck. So, really assessing what are the kinds of things that you say around money and start to switch it, start to flip it, start saying things that you actually want to manifest into your reality. So for instance, instead of perpetuating a reality being broke forever, you can start saying to yourself instead "I can afford blink. I love being so rich and so wealthy that I can blink, I have so much money flowing into my bank account right now. It's so exciting. Wow, everything is so cheap." And although that might not be necessarily true, right at the moment, when you make that switch when you start telling yourself and others, so you definitely want to incorporate this in conversations with others, and that's the biggest test, right? Because it's like, oh, shit, am I lying? Like, what if I can't actually afford something, and that's where creativity comes in. So I'm going to talk a little bit more about that. But, even if what you're saying isn't technically true, like you go to a mall, and you want to buy this thing for \$1,000 and you start to tell yourself, "Wow, that's so cheap, I can totally buy this, I can totally afford this, this is so in my range, I'm so excited about this." And even if you might technically not have that thousand dollars, in your mind, you totally do. So you want to pretend that you do, you want to act as if this is where energetic spending comes in, this is where energetic of living the reality that you want comes in, and this is something that I used to do a lot of and still do a lot of as well. So anytime you walk by a store, you go into a mall, and you walk by, I don't know, Louie Vuitton, and you really want one of those handbags. Start mentally spending your money, so whenever you see that you like it, buy it in your head, go through the motions of actually buying it, walk around, look at price tags and be like, "Wow, this is so cheap, this is so amazing. Wow, I can afford this. This is awesome," and literally pretend like you're buying the damn thing. And that will start invoking these feelings of accomplishment, joy, gratitude, and empowerment, these feelings of "Oh my god, this is so amazing. The world is so abundant, I can afford whatever I want. Money is nothing but a thing. Money doesn't prevent me from what I want, money is no limit, money does not limit me in any way, money means opportunity. Money means options, the option to say yes, the option to say no." It means so many of these amazing things, but it's never gonna mean that to you unless you start declaring it. And when you do that, in your mind, when you go into that mentally energetic spending, what you end up doing is you end up actually creating that reality by the law of attraction. You can't help but manifest the things that go through your mind, the things that you're constantly telling yourself, the things that you're constantly telling others, because your language, again determines your destiny. So you want to start to predetermine your destiny today, ask yourself "What is the kind of destiny that I want to create? What kind of income do I want to create? What kind of opportunities do I want to create? What do I want to see my reality?" And start telling yourself those things and start having conversations around those things. So I know that

so many people ask me, "Well Kathrin what if I actually don't have the money and my friends asked me to go out and spend 4050 bucks on a dinner, and I literally cannot do that, like my finances don't allow me to, how do I use this whole language thing?" Right? And so, I've been there when I was \$25,000 in debt, making \$400 a week and spending about 380 of it on bills and paying back my debt, and all these investments that I made, and food, feeding myself, and rent, and all that stuff. I had no more than 20 bucks a week to spend on myself for fun like coffee maybe all by myself or maybe I would purchase a book that makes me happier, a personal development book, go to Barnes and kind of spoil myself for 10 bucks. So I've been there, I've been there when I literally didn't have more than \$20 to spend on myself and so clearly, going out to eat was kind of hard, going to travel with my friends, I had very wealthy friends at the time, my best friend, actually not friends anymore unfortunately. We've grown apart ever since I've embarked on this personal development journey and it's not a sad thing so don't think that it's a bad breakup or that something sad happened. It's just that I'm totally at peace with outgrowing people but back then, she was very wealthy, she always had money in her bank account, she was always travelling and buying herself nice things, so I've always been around people with money when I didn't have money. And so I've been there where I had to say no, however, I did it in a way that did not perpetuate a scarcity mentality. How I did it was I got fucking creative, so any anytime I was asked to go out for dinner when I literally could not afford it at the time, except I never said that to myself and I've never said it to others, what I ended up doing instead is I would say, depending on what it is, "You know what, I'm sorry if it's not aligned with me right now, but I'm totally in for next time," or, you know, kind of stalling it, or I would say, "You know what, I'm saving my money right now for something super special. And I appreciate the invite, but I'm just gonna have to pass today." I didn't say I'm broke, I didn't say I don't have the money, I didn't say anything that I didn't want to manifest. I told it in a way that felt energetically right for me, and didn't keep perpetuating that broke mentality. Because what I kept saying to myself is, "You know what, next time I'll be able to," and I kept affirming that, "You know what, I'll catch you next time. It's not going to work for me today. That's just because I'm not feeling aligned with it. It doesn't feel right today, sorry." Or, "You know, maybe I'll be busy that day," or you know, whatever it is that I would get creative around. I did it in such a way that I never said the words "I'm broke, or I can't afford or that's too expensive." That stuff, I annihilated out of my language because I did not want to live that reality. And so many people don't understand this, they don't understand how much connection there is to the things that constantly appear in their reality, and the language that they use. So I see a lot of this, there are other examples of this, for instance, in the group, so I'll be scrolling on Facebook sometimes, just going in the group, just checking in on you guys, checking on the posting, what's up, seeing what's going on, and I'll see people be like, "I never manifest what I want, or I can never do this, or oh my God, good for you guys. But this shit doesn't work for me, or I don't have the money," or whatever it is

that they post not realising that, yes, maybe it's true that at that time, they're unable to manifest successfully, or they're unable to attract their desire, or they're unable to afford something, but they don't realise that the reason why, has nothing to do with the fact that they're not special enough, or they're not deserving enough, or they're not worthy enough. Because we're all equals here, I'm no more special than you, you're no more special than me. All the wealthiest people, the richest people, the most affluent people, they're no more special, they're human beings just like us. And so the only difference that there is, again, our language, our thoughts, our beliefs, our values, all these pieces of inner work, that we can all work on. We can all be wealthy, we can all be rich, we can all have all the money in the world, there is no limit. It is fricking abundant, it's just like me having more oxygen for myself to breathe, does not take away any oxygen from you. So right now me taking a deep breath in, releasing it, I did not just steal oxygen from you. That's because it's fucking abundant. There's more than enough for us to all go around. And so people think that that's the issue. They think that it has something to do with them not being special enough for them, not deserving it, or them being born in the wrong family, or being born at the wrong time, or not having access to opportunities and resources and all these fucking bullshit excuses. They don't realize that the thing that's holding them back is what they keep saying is holding them back, what they keep saying about the reality, what the thoughts that keep going through their mind, the fact that they're shutting themselves off by saying "That's too expensive, or I'll never be able to afford it, or I can't afford it," or whatever it is that they say, they don't know that they're literally putting a cap on their financial potential, just by saying those phrases. Because those phrases become their affirmations. So, really dissect the kinds of things that you're saying to yourself on a daily basis, and the kinds of things that you say to your friends and really start to dissect, are you constantly saying "I'm busy, I'm stressed, nothing ever happens for me. The client hasn't come my way yet, or my business isn't taking off, or the coaching industry is oversaturated?" or all these limiting things that we keep saying, we don't realise that we're actually determining our reality with them. We're not describing it, we're determining it. So, super duper important stuff, and again, I don't care what your circumstances are right here, I don't care what your circumstances are telling you right now, because at an energetic level, everything you've ever desired is already yours. It's a matter of matching your vibration to the vibration of the object, event, or situation that you desire in order to bring it into the physical realm. You create your reality every second of the day, you're always co creating with your creator, and you have all the power to decide what it is that you want. Whatever you want, you can have speak it into existence on a daily basis, the thousand dollars or whatever amount that it is that you're manifesting. From the daily lessons in this book, it's already your wallet, pocket, bank account. Remember this, it's already there. You just need to work on becoming an energetic match to it, and how you become an energetic match to it, the simplest way is to embody the version of yourself who already has these things. And if you already have these things, if you already have

the 10 grand, the 50 grand, the 100 grand, the one grand, whatever it is, if you already have that in your bank account, you already have that in your wallet, whatever it is, would that version of yourself be saying bullshit phrases like "I'm broke, or I can't afford, or whatever it is?" Obviously not. So what would that version of yourself be saying to herself, be saying to others? What kind of language would she use? How would she start describing her reality? And clearly, you can see that it's a huge difference. Someone who's making 100k a month is not walking around saying "I'm broke, I'm the victim, everyone feel bad for me, it's the economy, it's the president. It's whatever." They're not saying that shit, because obviously, that's not their reality. And so you want to start speaking the reality that you want to create. So, I feel I've described this in many different ways, and I made sense. And yeah, the money babe action is literally to look at the limiting phrases you've been saying lately that are related to money. Where do they come from? Some of these phrases are not yours. So, understand that you have picked up these phrases from other people in your life, from your parents, from your siblings, whatever. When you were a child, you probably heard a lot of "I can't afford." That was my reality, that's my story. I heard a lot of "I can't afford" because my parents were all immigrants. So, my family and I came from Ukraine when I was just one year old. So I've witnessed in my childhood, especially my early childhood, that the imprinting phase of my life, from ages zero to seven, has a lot of financial struggle. And so my reality at the time was just a lot of financial struggle, and I heard a lot of things about money that isn't quite the truth. But again, it's just because, my parents didn't understand at the time what they were doing and they were struggling, and the struggle was real at the time. But they made it out of there. They made it out, and my parents have manifested an incredible life for themselves ever since then. I just am so proud of them, and I'm so blessed because of it. But again, I learned a lot of things that they weren't intentionally trying to teach me, but I did learn them. I did learn the phrases "We can't afford, that's for rich people or those rich people," or whatever it is that I wrote in here. Those are the phrases that I personally heard and understand that you didn't quite learn them. You didn't just make them up because they're not the truth. You're not just going to pick up these phrases out of the sky because they don't really exist except for it's a man-made phrase, right? And so obviously looking around, who did you learn them from? Becoming aware that they're not your phrases, they are not your truth. And then you're asking yourself, how can you replace these limiting phrases with their opposite counterparts? And what phrases are you committed to saying from now on to create the reality that you do want? So again, we talked about affirmations on day nine. But now go a little bit deeper and ask yourself, what are the phrases that I should be telling myself? What is the reality that I want to create? Who's the version of myself who already has these things? and What is she saying to herself? What is she saying to others? And start using those phrases literally, I don't care if you feel like a fraud, or feel like a liar, or feel like it's not the truth. I promise you, you're going to start embodying it, and you're going to grow into those phrases, and all of a sudden, you're

going to look around and be like, "Wow, I can afford everything. Everything is so cheap, my income far surpasses all of my desires. I can buy whatever I want, I am living this life of freedom, I have so many opportunities, I can work as much or as little as I want and there's just so much amazing abundance going on around me." That's because you spoke that into existence. So that's my little chat for day 12, I hope you have a beautiful Christmas Eve. Definitely take time to enjoy your family, I will for sure be back for day 13 tomorrow, even though it's Christmas Day, I'll still be on her. It's tomorrow, Monday at 9 am live. I wanted to remind you that there are seven days left to get in on the holiday prosperous coach bundle. I have taken two of my best selling courses and ebooks. So, "Become a client magnet" is my ebook for literally how to build a six-figure coaching empire, how to attract clients nonstop into your life, how to price your packages, how to have confidence, how to see your very first client. It's kind of a coaching business of the box ebook, and then I took digital course babe, which is literally my course on how to step by step build any digital product, whether it's an E-book, a full-blown course, a membership site, or even I teach you how to create your own apparel line, so if you're ever interested in creating your own line of branded, t-shirts, mugs, hats, whatever it is that you want, I'll actually show you how to do it in a way that creates and generates passive income for you. I'll literally share it with you step by step in digital course babe, so digital course babe plus become a client magnet ebook together is the prosperous coach bundle, there are only less than seven days left to grab it, and it's never gonna be that low in price ever again. I think it's only two-two or two payments of 111, and digital course babe plus become a client magnet ebook together are around \$600. So really good stuff, I just wanted to remind you about that special in case you forgot, or in case you wanted to invest in it last week, just haven't come around to it, makes a really great Christmas present. So maybe you might want to ask for it for Christmas, whatever it is for direct selling businesses. You know what Gail? I personally say yes, because the average millionaire has about seven income streams. And I want to say that I have about four income streams right now, and I'm building a fifth. So I'm kind of on my way there. So, direct sales are only one income stream. The thing that this bundle can help you with, is not only tapping into that client attraction because even in direct sales, you always need that flow of clients and customers. You can also create services outside of that, and you can also create products. For instance, maybe you might want to create pieces of training for other people in network marketing, or maybe you want to create something depending on your direct sales company. So for instance, you're in essential oils or you are in fitness and maybe you want to create an educational course on how to utilize essential oils properly or, an educational, or essential oils course that can then funnel into bringing in people into your direct sales business. Or maybe you want to create a course on nutrition or eating healthier, or the power of working out regularly, whatever it is. And you can create a course around that around information that you already have, and be able to funnel people through that. So you have that as an income source, and also your direct

sales business as a source as well. So I do recommend it for direct sales. I'm really excited about the group coaching VIP member zoom calls as well. That's something I haven't announced yet in the main group, but something that I'll be doing for the VIP tribe, which you can find it at the VIPtribe.com, I finally bought that domain name and connected it, so it's super easy to find. But in the VIP tribe, I don't only have a hub of resources, like guided meditations, have no CS, Master courses, ebooks, pieces of training and videos, and all that good stuff, but I'm actually adding in monthly coaching calls. So, I have completely booked typically with my one on one clients, and my one on one rate is about in the high, mid-five figures per month right now. And so if you've ever wanted to have me as a coach, the VIP tribe is a great way to hire me as your virtual coach for just \$49 a month or \$111 a quarter. And we're going to come together every single month, aside from all the other stuff that I put into a tribe, we're going to do a monthly coaching call, which will be live, it's a great place to ask me questions, I'll provide some sort of value, whatever it is that you guys want. So, if you want a coaching call on how to attract clients or a coaching call and how to maximize your productivity, and anything, whatever that theme is for the month, I'll create a training and a coaching call around, so you can join in on that. And it's literally like almost nothing per month to have me as your virtual coach. So thank you Angel for reminding me of that. Someone had a great question about "How do you deal with people around you still saying these phrases, I've been removing them from my vocabulary, but my husband has a different story," Sarah, I completely understand you. And this is why it's so important to be an example and lead by example. You know, so when you hang around certain people, you either tend to absorb their energy, language, habits, and their thinking patterns, or they do the same with you. So by you being having conscious awareness of it, and by you leading by example, and being the leader, eventually your husband, even if it's on a subconscious level, and I promise you by you living together, you're subconsciously connected. And so, even if on a subconscious level, he notices that you don't quite say those phrases, you're using different phrases around money, and you start morphing your money mindset to match the reality that you want to create, or even on the subconscious level, he's gonna start taking that as "Huh, that's interesting, maybe I shouldn't use those phrases," or whatever ends up happening. And by you being the example, again, you're going to inspire people, you're going to really motivate people, you're going to be the leader, and by you, with using your energy, recreating your money mindset and your financial potential, it's going to really rub off on him. And that's what I've used with my family, that's what I've used with Brennan because Brennan didn't always use positive phrases around money. So, just anytime he said anything negative around money, I would just ignore it. Like literally I wouldn't even respond. And in my head, I'll be like, that's a nice opinion, but you know what, that's not my reality. I would always tell myself constantly to remind myself not to take in those phrases. And so, I was always leading by example. And eventually, he noticed that my financial reality always looked amazing, and I was constantly manifesting amazing things

into my life. And my income was only growing and in fact, it was multiplying, and clients always kept coming my way and all this good stuff kept happening to the point where he got curious and he was like, "Okay, what's your trick? Like? Obviously, I see something working for you. I want to learn it too." And this started happening on a subconscious level at first, but eventually, he became consciously aware of it, and now he practices saying the positive phrases around money so I hope that helped. Yes, being an influencer versus being influenced, beautiful, Christine. Alright loves, I love you so freaking much. I hope you have an amazing Christmas and I'll see you tomorrow. Mwah, bye. Thank you so much for listening to today's episode. If you enjoyed this podcast and want to see more of the manifestation babe series, make sure to hit the subscribe button and share this episode with all of your friends. If you enjoyed this podcast episode, make sure to leave a review on iTunes and let me know how much you enjoyed it. To go even deeper and unlock your inner manifestation babe, make sure to head over to manifestationbabe.com, where you can find courses, events, books, blog posts, and all of my social media feed. Until next time beautiful, I'll see you in the next episode.