

EPISODE 825

[INTRODUCTION]

[0:00:35.4]

FT: Welcome back to So Money everyone. It's December 24th, Christmas Eve, we're getting there. We're getting close to the New Year everybody. Thank you for joining. If you're listening, hopefully you're having a restful holiday, a peaceful time away from work, and if you're working, hope you're cooking up something good for the New Year. Today's episode is dedicated to looking back at all of the great interviews we've had over the course of this year, related to health and wealth. All of the tremendous insights shared by guests on So Money that have to do with physical and mental well-being, and the positive impact that all can have on our finances.

You know, and when I think about the investments that I make towards my health — there's the good food we purchase, I'm a barre addict, that's my go-to work out. I attempt to sleep 8 hours (doesn't always happen), and that's an investment of time. I invest in self-care, getting away by myself, unplugging to the best that I can and I try not to apologize for it.

And I am not sure there is a financial benefit to this...But Just the other day I was hauling my 4 year old through the crazy crowds near Rockefeller Center. I had promised him we'd go see the tree... and we arrived and were like one of a million people there and, but we had to go see the tree and was really tired, he was really tired so I said, "You know what, just come on let's, get on my back," so I gave him a piggy back ride through midtown and I remember in that moment feeling really thankful that I was able to physically carry him on my back.

It didn't really give us any financial benefits to have me carry him through the crowd like that but I was really grateful and you know, gratitude does lead to me abundance in your life and so, don't quote me, you can quote Oprah on that one. So that's just my little story about how my health is contributing to happiness and you know, ultimately that's the best, right.

We're going to hear in this episode from a medical doctor, a meditation expert, a pelvic healer and an entrepreneur who recently detoxed her way out of a stressful divorce and a business.

And in each excerpt, my goal is to help us see the bigger picture of how health and wealth do intersect. Some of these excerpts are longer than others.

But First up is Dan Harris, Episode 712. You may know Dan Harris as the co-anchor of ABC News Night Line and the weekend edition of Good Morning America. He's also the bestselling author of *10% Happier* and his most recent book is called *Meditation for Fidgety Skeptics*. He's been very vocal about once himself having a panic attack in front of millions of people while filling in on Good Morning America.

It was that experience that set him off on a path to discover why he had a panic attack and he embarked on this journey of self-discovery, eventually leading to meditation. Now, Dan admits that he himself was an inspiration for his latest book. That he is that fidgety skeptic and despite that he learned how to meditate. In this clip, I ask Dan, "How can meditation benefit our bottom lines?" Take a listen.

[EXCERPT: DAN HARRIS]

[0:03:40.1]

FT: To hear friends talk about the benefits of meditation, often they uses words like, "I'm more patient, I have more clarity in my life, I'm not quick to react to things that I normally would have," and so I'm curious and my audience is curious about the impact meditation has on our ability to make decisions around money. Do any of that come up in your research, or has that benefitted your personal finances in any measurable way?

[0:04:12.1]

DH: Well, I don't know if there is – I mean, there has been so much research on meditation, I bet you could find some studies on meditation and what it does to people's ability to make economic decisions. I know for example, it makes people more generous. In terms of wisdom as it pertains to personal finances, I bet you'll quite study that.

[0:04:30.4]

FT: I'll take generous. I like that.

[0:04:32.8]

DH: Yeah. Those studies I have seen. In terms of the degree and I shade, I don't know. I'll just stick to my own personal experience. I found benefits first of all as it pertains to my career. This isn't my managing of money, but the managing of my career, where my relationships are much more collegially at the office. My ability to bounce back after making mistakes has improved. My ability not to take the stress of work into my personal life has skyrocketed.

That is not to say I am perfect. That is, perfection is not on offer here. I retain the capacity to be a complete schmuck, but I am much better than I used to be in all of the aforementioned areas.

As it pertains to my personal finances, I think when the market is down or back in 2008 when we saw a real scare in the market I remember really freaking out about that, not only about the market, but also about what it was going to do to my job security, etc., etc. Now when we see big dips, or rumblings of some sort of recession or whatever, I noticed that I'm less carried away by just unconstructive bouts of nightmarish inner projections. That to me makes a big difference.

[END OF EXCERPT]

[0:06:14.0]

FT: Now I've yet to incorporate meditation into my daily routine. I say YET as if it's going to still happen ever...But who am I kidding? I feel like it's just not something that I'm ever going to be able to do correctly or well enough. Does anyone else feel that way? Dan Harris's book is again *Meditation for Fidgety Skeptics* and I think he's talking to me. Shortly before interviewing Dan, I connected with Dr. Habib Sadeghi, he's the co-founder of the Be Hive of Healing Integrated Medical Center in Los Angeles.

Now, he arrived at his success despite a lot of adversity, a lot of odds. Firstly, he was a burn victim at the age of six, he had over one-third of his body with third-degree burns. Then at 21-

years-old in the midst of medical school, he was diagnosed with testicular cancer and he was given just a 30% chance of living. This is EPISODE 703 and this is where Dr. Sadeghi and I discuss how our feelings of self-worth can impact net worth. It's a really incredible episode. I encourage you to go back and listen to the whole thing but this excerpt talks about how the mind can impact our financial well-being.

[EXCERPT: DR. HABIB SADEGHI]

[0:07:25.7]

HS: Most people they don't realize that they're walking around and they're having thoughts and these thoughts are producing chemicals that we referred to as neuro-transmitters, such as serotonin, glutamine, glutamate, epinephrine, norepinephrine, histamine, melatonin. What do they do? They create feelings.

If we're lucky, we feel good. What do these feelings do? Then they up-regulate our hormones; growth hormone, testosterone, DHEA, estrogens, progesterone pregnenolone. Then what do they do? They create holding patterns that were referred to as emotions, or emotional set points and it creates a personality. Now, I need to tell you that as a medical doctor, what I've seen is so many of us, we get stuck in these thoughts, feelings, emotions and we get stuck in these holding patterns that gives rise to misunderstanding, misidentification, misperceptions that they limit us, including our financial realm.

[0:08:24.3]

FT: Well, let's talk about money. Because when you say reality is relevant, \$30,000 in credit card debt is, there's no relevancy to that. That is what it is, right? The reality is that you have debt, you have to pay it back and it can be stressful, especially if you're not making a lot of money, you have other responsibilities. How do we overcome a financial reality that is difficult, stressful?

[0:08:49.3]

HS: When I was in India, one of the things – after I took a sabbatical, I spent some time in the Northern part of India Himachal Pradesh. I studied Ayurvedic medicine and Tibetan medicine. One of the pillars that I took away from that training was consciousness precedes phenotypic expression.

It simply means that the way our internal world, the finances of our internal world will influence our physiological state, I don't think that it's an accident that all the root chakras, the root chakras, or the lower chakras and they're usually covered by three colors; red, orange, yellow. The reason that I bring it up is because every single marketer on the planet, all the PR people, they know that if you want to get people to feel hungry, angry, or horny, you use these three colors. This is the reason that all the fast food restaurants, they use these three colors, because it stimulates a physiological response.

If we are literally inside, we feel that we're not good enough, if we actually hold the thought that poor is pure, then guess what? We're going to have a \$30,000 – forget \$30,000, we're going to have \$300,000 debt. No matter how much money we make, we will always be caught in this holding pattern, because inside, we don't feel worthy. We don't feel worthy, because we actually think that if we are financially affluent, we're not pure enough. I've actually seen this.

I see people with prostate cancer. I see people with colon cancer and these are some of the most powerful human beings on the planet that they haven't really created an internal world. They haven't mined their internal financial realm. Guess, what? They end up getting sick.

[END OF EXCERPT]

[0:10:47.3]

FT: You'll have to keep listening to that Episode (703) to learn about Dr. Sadeghi's financial code, it's a special code that he shares with his kids and everyone. It's 10-10-80 – and I really love what it represents so I'd love for you to go back and listen to that full episode. His book is called *The Clarity Cleanse*, it offers a 12-step guide to working through the emotional issues that hold us all back, including financially and also, the book teaches how to increase our physical health and energy. That's Episode 703.

Alright, so we're bouncing around the year. We're going to go back to Episode 676 now. This is with Isa Herrera. You might remember Isa, she's a health expert on, particularly, pelvic relief. The topic is a little sensitive, a little private. Sometimes we don't talk about this issue very openly, which is why I wanted to talk about it on So Money. Both for men and women, particularly us moms after having babies, this can be an area of tension and pain. But as Isa says, "If your pelvis isn't healthy, your money can't be healthy."

Here's Isa.

[EXCERPT: ISA HERRERA]

[0:11:54.0]

IH: But, let me tell you something, if the pelvis is not working right, if women don't feel in their power completely and fully, if they don't feel totally in their game, it affects their finances 100%. It affects everything.

[0:12:10.6]

FT: You mean when you laugh and suddenly you're peeing?

[0:12:12.1]

IH: And, you're at a meeting and you're trying to hold – go through the whole meeting and your bladder is saying I need to go pee. I treat a lot of CEOs in New York City and one of the reasons that drives them to me is that they can't sit through a meeting, you know, because everything is so messed up in their pelvis.

[0:12:29.6]

FT: Wow, you're right, I mean, it - not to downplay it but being a woman is complicated it – there are more layers of complexity to being a woman at work than there are - I mean, I'll just say it, than there are probably being a man. I mean just physiologically, biologically, we are the ones

who have to take time off from work to have the babies which sets us back in terms of our profession, sometimes, often, and then when we're back at work, we're not a 100% and that impacts our ability to rise at work and to do the work. I'm really curious about this perspective that you have. So female CEOs coming to you because they are having pelvic issues and cannot work as a result of it.

[0:13:15.5]

IH: Absolutely and the other thing that happens with - me I treat a lot of like super, you know, powerful individuals and one of the other things that they come to see me is because they have so much stress and, you know, their coping mechanisms maybe are not what they should be for whatever reason and this stress collects in their pelvis, and so, they sort of, like shuts them down because they go to work maybe they've had a baby maybe not, you know, some individuals I treat have no children, and they're sitting there and they're feeling like they're not connected because that first chakra which is the money-honey chakra, the creativity, right? It's shut down.

[0:13:55.9]

FT: The Money Honey Chakra.

[0:13:57.2]

IH: The Money Honey Chakra. And I was thinking about this, I was thinking, "Well what are we going to talk about in this podcast?" You know, and the complexities when you go back to work and then you have to sort of fake it. Everything is hunky-dory, everything feels great, "Oh look at me I'm so fabulous I have one breast - one child on my breast and I'm doing the desposition." I treat a lot of lawyers, you know, and it's sort of unfair that we can't own that part of our being, you know, that we have to go out there and we have to pretend like, you know, we just - everything is perfect and we're living in a man's world but no, we're actually living in a woman's world, you know?

[END OF EXCERPT]

[0:14:39.8]

FT: Isa is right. If you can't be physically 100% at your job for whatever reason, then your work will suffer, and probably your pay cheque soon after. Isa is the founder of pelvicpainrelief.com which is an online education portal, check it out. That episode, again was Episode 676.

Next up is Petra Kolber, author of *Perfection Detox*, she came on the show Episode 765 discussing how the pursuit of perfectionism holds us back. In this excerpt Petra talks about how the mind can really control your financial well-being, how having a fixed mindset versus a growth mindset can make all the difference.

[EXCERPT: PETRA KOLBER]

[0:15:22.6]

FT: So when it comes to our money, a lot of us who may be struggling with debt, or perhaps of a mindset of inadequacy, "I could never be rich, I can't make more, I can't get out of debt." How do we get in the mindset to be able to believe that we're capable of more? I have a feeling that this is advice that could translate to all sorts of challenges, but keeping in mind our audience, what would you say to somebody who's just like, "I don't even know if I have what it takes to be – to have a healthy relationship with money, or to get out of debt." Because so much of it is mindset work. It's not just crunching numbers and putting money here and there. It's actually believing you can do it.

[0:16:07.9]

PK: Yeah, and I think that's such a great question, because money is such an emotional issue. I think a lot of us, myself included feel very inadequate with our backstory around money. I know from my family, we didn't talk about it because we didn't have it. It was always a struggle. When things were a struggle, we keep that quiet, we hide that. Then if we ever did have a good moment, which in my family we didn't around money, but then in the English culture, you don't brag about it. There's all this secrecy and having more than they have.

I think it absolutely is a mindset. When we talk about mindset, I would love your listeners to realize this is not woo-woo. This science is now showing that your brain cannot tell the difference between the external facts and the internal stories you write about these facts. For me to say, “I am stupid around money.” My brain is going to take that on and I'm going to shut down the part of my brain that I actually need to utilize to study what you're saying, Farnoosh, to listen to your podcast, to become more educated.

If I come to the money from a place of curiosity, and Carol Dweck talks about this a lot in her book *Mindset*; Fixed mindset versus growth mindset. I think a lot of us, especially around money you have this fixed idea of, “I was poor as a kid, that's my future. I don't understand money, I'm no good.” We have these absolutes, this black-and-white thinking. I would encourage the listeners, and this is something I'm working on myself very hard right now, because I'm realizing my own money stories, a sense of scarcity and a sense of inadequacy around knowing what to do with my money.

What I'm realizing now is if I come to my money stories with a sense of curiosity, a sense of openness and with open-ended questions, versus saying I'm not good with money. “What do I need to learn to become better with my money? Who could help me with this money?” I think, because money is such a hot-button topic, we often – it's so weird Farnoosh, I ask for help in so many other areas of my life and this is completely honest for your listeners. Only last - I had had my money sitting with a financial institution for 15 years. People moved in, moved out, I get notices that this person is now overseeing your money, and I just wouldn't look at it.

Finally last year, I went – “this is crazy. I don't even know the face of who is owning my money.” I finally woke up. I learned what it was I needed to learn. I asked a friend for help, got a financial advisor I trusted, I met this – this is the first time, Farnoosh. I had a face-to-face meeting with someone who is overseeing my retirement. She learned my stories, my struggles, my financial and my resistance to what I could handle in terms of tolerance of risk, and my age. It was so liberating, because I learned to ask for help. I think for your listeners A, no you're not alone in this.

I think, this whole idea of, “Oh, my God. I'm the only one that doesn't know what to do with my money. All my other friends seem to have it dialed in. I feel like this whole story again. I feel so stupid around money.” You're not stupid around money. Who taught us? I mean, maybe now they do in schools, my school I never learned anything about money, where to invest it, what to do with it, what was sensible.

I think again, if we can get off these fixed stories we tell ourselves, and this is really important for your listeners to know, because you talk about the beliefs. Beliefs are one thing, recognizing your beliefs. Then when we know and we can look at the tone of voice that we use on these money stories, and often the judgment we have on ourselves for not being more educated around money, we can take the emotion out of it and then put the action we need to put behind these stories to turn them into something positive. Find the areas that we need to strengthen in our money history and our money – where we put our money and how we can earn more money.

Then also get – stop being embarrassed about making money, because I think that's another thing; knowing your worth and being paid for your time is not a selfish act. It's like, if you can't keep a roof over your head, how are you going to be of impact and be of influence in the way that you want to be to all the people around you?

[END OF EXCERPT]

[0:20:43.2]

FT: You know I love what Petra has to say about seeking help and actually being open to having someone work with her on her finances. We know this can be very helpful when we're trying to achieve physical and mental health. We have doctors, therapists, trainers...same goes in our financial lives, there are people who can serve us and serve us well. Petra's the author of *Perfection Detox* and you can learn more about her and her book at PetraKolber.com.

Alright, last but not least, I want to recapture a very interesting and inspiring story shared by my guest Cathryn Lavery back on Episode 702. Cathryn's managed to build an 8-figure empire called BestSelf Co., it sells paper journals and other organizational tools for productivity and

focus. But in 2017, Cathryn says that was the hardest year of her life. It included a divorce, total burn out and Cat arrived to this episode with me on the heels of a retreat in Thailand where she totally unplugged from social media, she did a total detox and walked away with some new perspectives on life and work and money.

Here's Cathryn.

[EXCERPT: CATHRYN LAVERY]

[0:21:55.7]

FT: Cathryn Lavery, welcome to So Money. It's great to have you on the show.

[0:21:59.1]

CL: Hi. It's great to be here.

[0:22:01.9]

FT: I understand you're coming to us hopefully off a good high as you spent a nice bit of time in Thailand, in solitude reflecting, unplugging, fasting, all of that. How do you feel?

[0:22:17.8]

CL: I feel great. I feel like reset. Before I left, I was just – last year was just full of travel and work and I didn't take the time to unwind. Actually, I probably haven't unwind in five years since I got into entrepreneurship, so I finally was like, "okay, I'm not saying I'm taking a week off and staying at home. I'm going full retreat, cleanse, yoga, eat, pray, love style, where I'm just unplugging from the whole world and doing my own thing, which, and actually setting an away message for my e-mail," which is also something I've never done before. Yeah, it was exactly what I needed and I came back so refreshed. Just with more head space to be creative.

[0:23:01.7]

FT: Yes. Which is important for you, because you are in the creative space and I want to talk all about BestSelf Co. and before we get into the details of the genius that you've built there. Tell us something about what brought you to that tough year. You called 2017 your hardest year of your life. I know that you went through some personal challenges, as well as professional upsets. Take us back to that and maybe share what you have learned since – disassociating from that and going away and the reflections that you had. Take us to the before and then share a little bit of the after.

[0:23:42.3]

CL: So, last year I got divorced. I mean, honestly it was amicable – This is my first divorce and hopefully my last, but as far as I've seen from other people it wasn't super dramatic or anything, but it's still just sucks the life out of you and you're trying to run a business and you have this company called BestSelf, yet you're going through a divorce. This is sort of, "Oh, I should've figured. Why would I be going through this stuff?" I know for a while before we split, I definitely have this internal conflict with, "Oh, I should have it figured, why am I about to go down this path that I don't know where I'm going." If anyone's been through where you're in this relationship where it's like that comfort, and I love that Renee Ryan quote and actually that was a huge eye opener for me when she says choosing courage over comfort. Just choosing what you don't know, because there's going to be something on the other side. I think between the personal conflict with the divorce and everything, I also was traveling at the time. I think I traveled a third of the year last year.

That me for me it's just like starting and stopping all the time, so I didn't have that freedom to be creative. I didn't have – I was basically getting back and reacting to whatever was going on and going away, usually for conferences and it was pretty much work travel, but I am introverted by nature, so I need – even though I can guide and socialize everything else, I need my alone time. By the end of the year I was just – my brain was just cooked. I just didn't want to meet anyone new and I felt like both I needed one and the head space is not going to be the greatest first impression. I booked a trip to Thailand. I did a proper retreat. It was like an 8-day cleanse and I deleted Facebook and Twitter and news, anything that I thought was a negative impact. I didn't want to hear anything about politics, or I just was like – "I'm so exhausted from this year

between everything on social media. I just want a complete break of everything,” so I deleted everything off my phone. I took a tech break. Brought a bunch of fiction books away with me, because I also only been reading business books from the past five years, because God forbid I could just enjoy a book and not learn something.

[0:26:08.6]

FT: God forbid you read for fun.

[0:26:09.4]

CL: Yeah. I was like, “I’m going to just read a book and not feel like I have to have an outcome, like I just enjoy it.” Yeah. It was literally the best gift I could’ve given myself. I was there over Christmas, so I met people when I was out there. And a lot of people were burned out. We were all just in the same head space and we all came out of it together. It’s really exactly what I needed. I came back after that and then just feeling more in charge. I don’t think I was performing at my best last year, and now I can see the difference that I think my team sees the difference in me. I think if I had kept trying to push forward it just would’ve continued to get worse, and I don’t know how that would’ve affected my future with trying to run the team of – they would’ve have lost what I could do or whatever that looks like. I think just taking the time off and realizing that I can’t do everything was a big help. I know that my team appreciates it now that I’m back.

[END OF EXCERPT]

[0:27:13.8]

FT: There’s a lot of value in slowing down, giving yourself more peace, more quiet, solitude and to be unapologetic about it. Like I said earlier, self-care for everyone, is of the utmost. It’s hard to make time for it now with the end of the year and feels like we’re getting pulled in a lot of directions this time of year is what I’m saying. So, let the new year be an opportunity to promise yourself to put yourself first, to give yourself the chance to heal in the ways you want to heal.. mentally, physically, so that you can be your best self. And If you want to go back and listen to all

of these conversations, including the one with Cathryn, check out SoMoneyPodcast.com. We've got all the episodes there for you and wishing you all a restful final week of 2018. But, don't be a stranger, back on Wednesday we have another Best Of Podcast where we're going to review those who inspired us to retire early, to be financially independent, the members of the Fire movement. Stay Tuned and I hope your day is So Money!

[END]