

Speaker 1 ([00:10](#)):

Welcome to you're not the boss of me. If you are determined to break glass ceilings and build it your way, this show is for you. I'm your host Beth graves. And I am obsessed with helping you to not just stream it, but make the plan, connect the dots and create what you create. Are you ready? Let's get started.

Speaker 1 ([00:32](#)):

Welcome back to episode number 53. I am so excited today. You guys, I am interviewing Kenny Brooke, who is the author of the four year career. So 11 years ago, Kimmy was a single struggling mom working 60 hours a week. And she started her network marketing career by meeting with a new friend at lunch every single day. You know how we talk about power hour? Think about this power hour. She went on to build a global team and is living a life she's never imagined. And now she is a coach, a network marketing leader, and the author of the book I'm holding in my hand, the four year career for women. And it's helped to empower women to build a passionate business with their true, authentic voice. And she's helping to empower women all over the world. So I cannot wait for you to dive right into this interview.

Speaker 1 ([01:20](#)):

So here we go. I am live and I am staring at the beautiful Kimmy Brooke and this ocean view. Hi Kimmy. Hi Beth honor, to be here with you today. So I have been a fan from afar, so I'm like a stalker of yours when I was looking at network marketing success stories. So I started my business at 47. And so this is where we're kind of getting to know each other. You guys, so you're hearing, I started at 47 and have become a multiple seven figure earner because I looked at Kimmie's story and I thought, okay, she started at 40 an hour a day during her lunch hour and she's created massive success. So she, she gave me permission to say, I can do it. So I don't know if you know that people that you don't even know have been influenced by you sharing your story.

Speaker 1 ([02:14](#)):

So let's start there. Can you give everyone that may not know you a little bit of the background. Sure. Thank you for inspiring me with that. That's amazing. You know, we never know the impact that we really have, right. So thank you. I'm all about women, empowering women. And what I love so much about this profession is that no matter what company we're in, we can all come together and lift each other up. So, yeah, gosh, you know, at the age of 40, I found myself divorced. I found myself really freaking out about what I was going to do to just get my daughter through. Like she was, I think in maybe fourth grade and get her through high school. I was, it was weird. Cause I was like already thinking about college. And my biggest fear at that point in time was how am I going to ever be able to pay for my daughter to go to college.

Speaker 1 ([03:04](#)):

That was really important for me. And so I was working 60 hours a week. It's not like I could go out and get another job. I was fully responsible for her taking care of her and all finances. And I was barely able to pay my rent. Like I had just hacked through all of the savings of the sale of my home with my marriage. Right. I had like this little nest egg, it was gone. And so I was looking at moving in with my mom and I can vividly remember getting this email from my sister. It was the email, the network marketing email. It was like, Hey, I want to talk to you about this business. And I was like, she's doing one of those things. And it's so funny. Cause I didn't even know what the things were, but I just knew in her language, I was like, I think she's gonna ask me to do some thing.

Speaker 1 ([03:50](#)):

And so of course at first I was like good for her. I don't have time. All the things that we say, right? All the stories we make up about why we don't want to do network marketing because I don't, there are very few amazing individuals who actually catch the vision and say, I want to do network marketing. This is the coolest thing. But most people don't wake up saying that they have to just discover how awesome it is in the journey. And so she introduced me to the concept and I thought, I didn't have enough time. I thought good for you. And then what happened is I went through like this gestation period and it was very short gestation period. I feel really like lucky and grateful that about a week or so ahead of getting introduced to network marketing. I had just finished a personal development workshop. So I feel like I was really open. I feel like I was way more open than I would have been if she had approached me maybe like a year earlier. And what happened is I went through this period of the, what ifs I started saying to myself like, gosh, what if,

Speaker 2 ([04:53](#)):

What if I could make it

Speaker 1 ([04:55](#)):

\$500 extra a month? And what if I could be a little bit more fun for my daughter? And what if I could take my daughter on a vacation? What if, what if, and finally I was like, you know what, I'm going to do this. And it was, there was definitely a defining moment for me

Speaker 2 ([05:12](#)):

Said, I'm doing it

Speaker 1 ([05:15](#)):

This, and I'm going to do this to change my life for my daughter. And that defining moment was when my sister, I still hadn't joined. And my sister was taking my daughter for the summer because as a single parent, any of you who are listening, know the challenges. And gosh, I imagine now it's even so much harder with all the stuff going on around being on lockdown. And are we going back to school or are we not going back to school? Who's going to care for my daughter or my kiddos while I'm working. Right? So for me, 10, 11 years ago, the challenge was where am I going to put my daughter while I'm working? I

don't have the funds to put her in a camp. And my sister said, I'll take her for the summer. And so she took my daughter and the day that I put my daughter on the plane to go and be with my sister was a day.

Speaker 1 ([06:02](#)):

I said, no more. I have to make a change in my life because I'm not going to be sending my daughter off to do all of these things without me. Like I want to be the one giving her the summer experiences. And I want to be the one having her vacations with her. And I have to tell you that I joined network marketing. I called my sister after my daughter got on the plane to fly solo to her. And I was like, she's on her way. And I'm going, I want to do that thing. And she's like, really? Cause you know, she hadn't showed me a presentation. She, I didn't know what I was saying. Yes to actually, I just knew that I had a vision, that it was something that was going to bring me more for my life and for my daughter more importantly, really.

Speaker 1 ([06:42](#)):

And you know, they talk about like knowing why you're doing this business, it's important. It's important to be tapped into something that's big enough. That's going to keep you in the game when you feel like quitting. And so of course my daughter's little precious face was enough to keep me in the game and keep going through those ups and those downs. So that's kind of how I got started. So there are so many women that have had that moment of putting their child on a plane or that moment of I've got to, I have to make a change. I have to make a shift. And I know that we both see it so often and some will do it. Some will climb up that mountain and they'll, they'll start even before they know how to close a sale or you didn't even know what the presentation was going to be.

Speaker 1 ([07:31](#)):

But then there's, I am so sad when I know that there is the moment that they say, okay, I'm all in. And then we see them slip away. So in your experience with thousands and thousands of success stories, but also the thousands that slipped through our fingers, what can you put your finger on? If you can, the difference between the woman that has absolutely no experience, no, no influence. Doesn't have 10,000 followers on Instagram. I mean, I think I had 222 Facebook friends and an AOL account and I had no reason to really have success. If we're in a business, I wasn't a sales person. What's the difference when you see someone that actually goes for it and then you watch that person happens, they slip through your fingers and you know, the struggle. What is it? Gosh, great question. I mean, first and foremost, there is no magic bullet here.

Speaker 1 ([08:28](#)):

Right? Everybody's looking for the magic bullet. I think the difference Beth is that the people who go the women, the men who say I'm doing this, they make a decision. I mean, in all of the interviews I've done and all of the interviews, my husband's done, I'm sure in every interview that you've done, you hear that word I decided, right. Sided decided. And when you decide, so there's a difference between making a

declaration of I'm going to do this. I find actually that the people who say I'm going to be your next diamond, they tend to be the ones that actually disappear in a couple of, I totally agree. I totally agree. The declaration, the decision, and this is something and I, and I know just from watching how you and your husband have built your business right now, we are in this phase of, and I know it's coming across your feed of, of the new marketing, the new age of, Oh my gosh, never, everything's automated, never talk to a friend or a family member again, we've got automated systems.

Speaker 1 ([09:37](#)):

You'll finally build your business with ease. And I know that there is a combination of online. There's a combination of conversations. And I think that internet marketing ads and some of these, and I say it because it's the truth. If you want to know the real reason people go to six, seven figures. It's because they're willing to be a little bit in both places, hop on the phone with someone, if needed, hop on a zoom, fly across the country when we could, for someone that has a new group. So how are you dealing with the marketing? That's letting people know I'm going to give you 900 leads. If you do this for three days, I mean, let's face it. We know what it takes to build. So how are you, you, you and your husband, how do you talk about that? Because it's kind of like this elephant in the room, because I think that there's some good in the old school, the new school and it's marketing and it's sales and it's community and connection, but I'm so tired of my team thinking that they can click on something and get 900 leads if they just did a five, eight, six, seven, two, one high five talk about, I think that it goes back to this whole magic bullet, right?

Speaker 1 ([10:58](#)):

Like everybody's looking here, they're the flash in the pan. What's going to get me there. Easy. What's the fast way what I can get there. You know, in 30 days I just saw someone posts something crazy. Like they got to six figures in. I mean, it just was insane. Right? So all of that stuff, the do these leads and you're going to get this, it doesn't do people a service. It's a huge disservice to our profession because this profession is the relationship business, right? It's the relationship business. It's building relationships now, Hey, maybe you buy those leads. And you're great at building a relationship with someone. And so you turn these leads into great friendships, right. But I am all about personally. I know that social media is a great, I've seen a lot of people, influencers build a business personally for me, I'm old school.

Speaker 1 ([11:54](#)):

And I believe in building it with the people, you know, you love you care about and then helping to teach them to do the same. Right. Because in my opinion, the people who, you know, not necessarily your inner core, like to be honest, a couple of people in my family who I would think who could definitely benefit, I would think would want to do this. Don't want to have anything to do with my business. And that's perfectly okay. I've found for me, it's kind of like that second level of friendships. And beyond that have really been attracted to what I'm doing versus like my intimate, intimate, closest. I have a couple of great friends, but I've asked everybody, I ask everybody in my network, in my circle and I keep building my network. So how do you do that when you're on lockdown? Is it through buying leads?

Speaker 1 ([12:41](#)):

Not in my opinion, no, actually I feel like now's an even better time to connect and reconnect with people all over the world that maybe you met once, twice, 20 times. Right. So really getting good at being a relationship builder. And how do you do that? It's not about going right in immediately and trying to, you know, Hey, look at my deal. It's about asking questions and finding out what's going on for people. So, you know, my husband and I both believe deeply in being a servant leader and what that means, even as you're building your business is finding out what's going on for people finding out how you can serve them, finding out if what you have actually could benefit them in their life. And so the beautiful thing about all of us and what we're doing especially right now, right, is that I pretty much could guarantee almost everyone would benefit very well from a safety net.

Speaker 1 ([13:35](#)):

So all of our products are different products. People can benefit from all the products, but the main thing people can benefit from is the safety net of what we offer with the financial opportunity. And there's no better time than right now to help people understand. There's no better time than now to help people understand what the opportunity is through our profession. And so I've never done those lead things best. So I can't really speak to them, but I imagine that the quality of those leads would be very frustrating for someone over time. Well, and, and that's the piece of relationship building because it's even when someone says, Oh, you can build the automated funnel. It's still no matter what, no matter how that person is coming into your life, whether it was, we were connected through a Peloton group, right? My sister met Dana and said, Oh my gosh, I think you would really love Dana.

Speaker 1 ([14:30](#)):

And she had mentioned that she worked with you. And I said, Oh my gosh, I'm such a fan because I was Googling women over 40, who had made millions of dollars in network marketing. And I was like, I can relate to her too. She's real. And she lives in Hawaii, which is, you know, then I can be your friend and visit her. So we made this connection and it's of service. There's right. You hopping on this podcast is simply saying, Oh, Beth's audience can benefit from my story from someone out there that today is struggling, that is homeschooling or having to figure something out and is making a decision. And so, however those, however you want to spin it. And I also love, I want the people that I love building this with me, and yes, it's not foursome, but it's always, I, so many referrals have come from the people I love because I cannot write to say, Oh my gosh, there's a better way.

Speaker 1 ([15:33](#)):

Um, this is a better way. So when you are, you've made that decision, right? You've got this woman and I know she's listening and her name is probably Sheila. Sheila's listening right now. And she's like, okay, I've been working my business with my home care products for about three minutes and I'm I making the decision. So what would be the top five things? You don't have to have five, but I liked the sounds better than you give a number of the top five things, a new business partner distributor in any field, whether it's vitamins like me or oils, like you cleaning products over here, what would be the five things

you would tell her to do once she's made that decision? That's a great question. And I think honestly, the first thing that I think the reason I had my success is the first like big word that screams for me is coachable.

Speaker 1 ([16:28](#)):

I was willing to do exactly, exactly what I was told to do. I did not try to go left. I did not try to go, right. I did not say I know better. I literally followed what I was told to do by someone who was making millions of dollars. So the first thing I would tell any new member is, Hey, listen to what your sponsor or someone in your team who's having. Success has to say, they know how to do this and follow them and don't try to create your own way. So there's a very big, like, back and forth about that, right? So people are like, but I don't want to have a boss and I don't want to have a job and I want to be free to do it my way. And the truth of the matter is this business is about duplication.

Speaker 1 ([17:10](#)):

You want your business to duplicate, right? And the only way for your business to duplicate is that this person can do what this person can do with this person can do what this person can do. So back to what you said about building funnels, Hey, you, Beth might be amazing at building funnels and you might have a super great system set for your team that everyone in your team knows how to build funnels, but that is not duplicable. Amen. Amen. Amen. It's regular things, right? Exactly. I love that. So, Hey, if you have a team that has a whole system set up on that, well, okay. Whatever, but I'm telling you that like most people can't do that and it's keeping it really, really simple. So plugging into whatever the system is that your team of success is doing. So that the next person, the next person, the next person, the next person can do the same thing.

Speaker 1 ([18:02](#)):

And I think it's so easy to get caught up in finding the magic bullet and doubting, well, maybe that part I could do better or maybe that part I, I'm not sure. Right? So that would be my first foremost, next would be, you know, my husband is all about statistics and keeping like writing down exactly what you're doing, because what we know to be true is people tell themselves they're doing way more than they think they're doing. So there's this idea of how many people are you actually reaching out to in a week? And if you were to buy one person a day and an invitation in our opinion is not just, I reached out and sent a Facebook message and invitation means someone actually responded to you. So if you get one response a day, that's an invite a day, you would be rarefied air in our business, one invitation a day, that's called consistency.

Speaker 1 ([18:55](#)):

So that's two things in one it's consistency and keeping statistics on your efforts, right? So that you can see what you're really doing so that when you go to get coaching from your, that would be number four coaching. When you go to get coaching from your support team or whoever that may be for you, you can say, Hey, this is what I've done. And these are my results. And so I think a lot of times when we go to

get coached, or when we give coaching, we're all about storytelling. I didn't do this because, or nobody's listening to me because instead of like looking at your numbers, your statistics, and saying, Hey, I invited 10 people. And of those 10 people, I got 10 nos or whatever the statistics may show you. Right? And then being able to dig in and figure out how to do things differently and better to have better and different results.

Speaker 1 ([19:45](#)):

And then the last thing is like keeping the vision of a four year career, I think in today's world, because everything is so quick for us, everything we're so used to boom, boom, boom. If we don't see it right now, right here, we're onto the next thing. Boom, boom, boom. And this is not in my opinion. I don't know what your company's like, but this is a longterm commitment. It's like going to the university. It's so funny how nobody hesitates to go to university with absolutely zero guarantee that you're going to have a job at the end of it. You put in the money you put in the time you put in the effort you put in, the learning, you put in all the things, the sacrifice, the student loans, everything, and you get out of university and there is no guarantee you're going to have a job, but you know, you're going for four years.

Speaker 1 ([20:33](#)):

So why, why can't you do the same thing here in network marketing. Right? And however, the evidence is here and if you're consistent and you do the little daily. Yeah. And the same, and that is the piece too. I love it says, you say, put your future in your own hands or not. And even it's very rare for someone to stay with the same company for four years. And it's yeah. How can you, I mean, I am about consistency over time and building belief. And as you have been, I hope to be where I am for ever, because the, the piece about that you said about the four year career, I remember in the bills because I had to do what others were not willing to do. And that the meeting in the mirror, the meeting with a family to say, we're building something big and it's going to look like work.

Speaker 1 ([21:29](#)):

I know that I had flexibility, but that's another pieces that were like, Oh, only work your business one hour a day. Well, if you want to work, if you have systems and duplication, it can move to an hour a day. But there was, there were a lot of conversations, a lot of coaching in the beginning. So I love that you say that about be willing to be in for four years and not to look for an escape route or the fire route. And I think also look looking in the mirror and saying, okay, if someone else has had success with this plan, with this product, with this leadership, then where are the areas that I need to improve? And that's the coachable piece, right? Yeah. And you know, I am all for like, I am all about picking a company, locking arms and staying the course.

Speaker 1 ([22:20](#)):

I'm not about jumping ship, but I actually have had some unfortunate things occur where my company actually went from being to not being right. So then all of a sudden my equity it to a new company. So,

but so I've actually had to build, rebuild, rebuild three times and that I don't wish that for anyone it's hard work. And so I can tell you that no matter where you go there, you are like, I didn't jump ship because I thought there was a better thing over here. It was external circumstances. And what I encourage, all of you who are listening, if you're listening to this is to know that every company is going to have problems. And so if you absolutely love the products and love the leadership and you're not seeing the results yet stay where you are, don't think that, Oh wow. That later over there yeah.

Speaker 1 ([23:12](#)):

Is going to offer me the answers or that person says I'm gonna make a lot more money a lot more quickly. No, you know what? You're still going to be there. So I'm all about like really digging in and staying put. And especially, there's just so many companies popping up right. Left and center. And sometimes it seems so much easier someplace else. And the truth is this is work. Where else in the world can you make the kind of money that you can make in our profession without putting any work into it? Come on. It's work. But it is so it's so worth it. Like I'm sitting here talking to you in Hawaii and I don't have to worry anymore about where I'm going to send my daughter. I didn't get to finish that. Like from the day I made my decision, I have spent every single she's 22.

Speaker 1 ([24:00](#)):

Now she was nine. I have sent, spent every single holiday. Like we've been able to travel the world together. I've been able to provide her a life. I could have never fathomed. And the work is just so, so worth it. But like I said, it's work, but it's rewarding work, right? It's not like a job. It's work. It's like my life's work. It's my calling. And so I invite all of you to ask yourself, how can you own your network marketing business? Like your life calling, like you're, you're serving your purpose here. And when you had mentioned that there are times that that whether if it's ethically or, or leadership has changed or something changes that it is time for somebody to look for other options you had already, you knew what it would take to build. You had the mindset you knew about it's still the same process of solving someone's problems.

Speaker 1 ([25:00](#)):

Looking for, can I provide a solution for this family, for this single mom, for this young mom who wants to stay home and lead this career, or maybe it's igniting a side hustle to fuel that IRA or pay off debt. So you've written a book. You are on stages speaking to thousands, thousands, and thousands, and you've impacted so many lives. What has been the one moment event, whether it was live, whether it was, I don't know, something that just sticks out to you and you close your eyes and said, Holy cow is this my life. I've had a lot of the moments in this profession because it's like a magic wand wand. I swear. There's just so much cool that comes out of what gets offered to you here in network marketing that you never will ever expect. I think I would have to say which it doesn't have anything to do with my business is meeting my husband, like meeting my husband in network marketing.

Speaker 1 ([26:01](#)):



I wasn't looking for a husband. I actually had declared. I would never, ever get married again. And I also was always attracted to like the bad boy surfer dude. My husband is completely the opposite. And so it's just amazing. It's amazing using that. I found the love of my life, who has the same goals as me, the same vision as me and now we get to create together. So I would have to say that like probably when we bought our house here on this Island, we're on a teeny Island of 3000 people. I mean, every day I wake up and say, I can't believe this is my life. And it's all because of network marketing, like all of it, every single thing in my life is because of that one decision I made that day. I put my daughter on the plane that I have chills right now.

Speaker 1 ([26:49](#)):

I even think I have chills. I'm like, Oh, I, um, and sometimes when we are in our deepest, darkest moments of pain is when the biggest transition, the moment that decision. And I also have to say, Kylie, I know you're listening. So hang with it. So I was teased Kylie, cause she said, I've got to find someone that has this mindset. And so I have this vision of, there's gotta be some sort of dating service for, for these entrepreneurs that want that, you know, it's, it's an abundance mindset that you're seeking. And yes, I had to give Kylie a shout outs. I always tease her. I'm like, he's on the way. Right? He's on the way she's been. She is serving our country and I, and I just love her. So I ha I, she listens. She always listens every morning that this drop. So she's laughing right now because I always check in, say, where's the dream date?

Speaker 1 ([27:43](#)):

All right. So as we wrap this up, Kimmy, I'm going to ask you if there was one thing of someone that's looking to evolve their mindset, they're having those conversations back and forth. Well, of course, Kimmy can do it, blah, blah. It's all of the mind, clutter, is there something that you can suggest daily to help to have the expectation that it's happening for them? That it's on the way? You know, I am a big believer. Like nothing just happened for me. I actually put in the effort. I mean, yes, I was open. I was ready. I was available. I was willing, but I worked my butt off and I'm a firm believer in creating habits for yourself to set yourself up to win. And so in the morning I actually wake up at 4:00 AM and I spend an hour of time meditating and reading and getting my mind in a place where I can show up as my best person.

Speaker 1 ([28:45](#)):

And so if there's something I could put out there to all of you listening is like take advantage of this life. We have 1,440 minutes in a day. That's it? 1,440 minutes. And we waste so many of them on the silliest of things and we'll never ever get them back. And if anything, this pandemic has taught me even more than before to like show up in life so that I don't regret any of those minutes. I don't waste those minutes. And so I want to invite you, like take advantage of your mind, expand your mind, spend the morning, the most precious time as you're getting started. And if you don't have the time right now, make more time, wake up earlier because we can all achieve anything that we set our mind to. And I

believe that unless you're in a space in your brain, which is the most, like there's so much in between these ears that stop us from getting where we want to go.

Speaker 1 ([29:45](#)):

So how about setting the tone of your day perfectly by studying and reading and fueling the belief that we all need. I still do. I do it every day. It's not like, Oh, I've arrived. It's a continual journey. So that would be, my recommendation is like, what would those things be? My goodness, Google has everything. You can put your hands on. You just Google inspiration or leadership or personal development or belief. And you can feel your mind every day with something new. And that's what I, and I, I have to tell you that over the last two weeks we have done a lot of traveling. There's been a, there's been a lot of late nights. And I, for the first time in probably the in six years have missed three of my morning routines and I am a mess. I am snapping at, but at my 16 year old and, and running from behind and it is so important and Yuling of the brain.

Speaker 1 ([30:48](#)):

So what is, uh, what's the last book that you read that has made an impact on your life? Oh my goodness. Well, right now I'm reading a couple. I Gabby Bernstein, super attractor. I don't know if you've heard of that. Yes. I'm such a Gabby fan. Oh my gosh. Yes. I actually had, we have to talk about that. That I loved, I love studio tractor. Love it. Okay. And then I'm also reading right now. What's the book I've got, right? I do a lot on audible because I do a ton of hiking. So I'm also listening right now to, this is an amazing one for anybody right there, whether you're going to build your business or not is Wayne Dyer's book called excuses be gone. And I swear if you were, if everybody listening right now were to just get that book and truly implement what he talks about in the book, like you would see results that you could never believe you would see.

Speaker 1 ([31:44](#)):

So I guess that would probably be my biggest, like little golden nugget for you to take away from this call excuses, be gone by Wayne Dyer. It's amazing. I'm such a Wayne fan and I have not listened to or read that book. So that's next time reading. Can't stop. Can't hurt me. Have you read that? Oh my gosh. It is David Goggins. Can't hurt me. And so let me just say you guys, if you're, if you're actually listening, when you hear tips like this, take out your phone, pull up your notes. She's already given me a book before we even got started. And so write these things down and don't let them just slip away, like hold on to the nuggets that show up. And that's the thing. Are you paying attention? Are you actually hearing these gifts being offered to you and grabbing them and pulling them into your success journey?

Speaker 1 ([32:36](#)):

Cause I think so many people just expect that like, Oh know if I get on all the calls long enough and I just keep showing up, but like, it's work to be done as well as the listening. So can't what it was. It can't hurt me by David Goggins and your husband. And we have two books that have come out of your family. So give those a shout out as well. Cause two of my favorites. Sure. So my husband has written, okay, this is

awesome. My husband wrote the book the four year career and it is a must read if you're doing network marketing. I then for a couple of years, badgered him about putting in a little bit of a more feminine touch and Hey honey, next time you revise it, would you do this? And then would you do this? And he kept saying, sure, sure.

Speaker 1 ([33:21](#)):

And after a while I finally said, you know what? You're never going to do that. Can I write my own book? And I'm going to call it the four year career for women. Can I steal your title? And he's like, of course, because you know what? I was wanting him to write a book for my point of view. And he's a man. So we've got the four year career, the four year career for women. They both are awesome books to read. And then Richard also wrote a book called Mach two with your hair on fire. That is all about.

Speaker 1 ([33:46](#)):

And so creating your vision in order to, you know, his belief is that we can get externally motivated very easily by promotions and incentives and all the things. And until we're truly internally motivated when we are internally motivated, that's when we have the power to decide, right? Like all the leaders you hear say, I decided they're coming from a place of internal motivation. So that book is a great place to get tapped into your internal motivation. And I have to then shout out are my friend, Jason Stewart, who is walking around one of our getaways with hair on fire. And I said, I get that when you're finished. And he's like at his notes. And so I want you to know Jason, I did already get the book.

Speaker 1 ([34:33](#)):

So we've got all these people driving to work today, listening. Cause I said, guess who I'm interviewing Jason. Okay, Kimmy, thank you so much for being on with us. And so they can grab your book and find Kimmy on social media for her inspiration. And are you on Instagram as well as Facebook? I am. I'm on Instagram and Facebook. I have to be honest that I have been pretty quiet on both platforms as of late. Cause I don't like all the noise and I am really sitting in a place of positivity and feeding love and just love into my brain into this space of the world. But yes, if you want to find me, I am on Facebook and Instagram, both. So it's instant Kimmy Brooke on Instagram and Kimmy Merrill, Brooke on Facebook. Thank you so much. And if you best loved this, which I know you did give us a shout out at Instagram and I will see you all in the next episode.

Speaker 1 ([35:30](#)):

So I hope you loved this episode with Kimmy and I took so much away and I hope that you were able to really listen to her when she talked about how she made that decision and she became coachable and the consistency of one invite a day, one person that you're talking with a day to have them take a look at your business at your product, what it is that you have to offer, what is your irresistible unicorn offer? You have it because you have a product or you have a service and you also have a way that you can invite business partners. The other thing that I took away was that hour, a day that she is spending in the morning, reading meditating and preparing for the day. So with that, I would love to invite you over

to camp elevate, where we are going to be diving into so many of the principles that she talked about today. And you know that in that group, I love to help you elevate your mindset, your impact, your influence, and your income. So I'll see you guys all next week. Join us@thecampelevategroup.com. Be sure to give us a little shout out on Instagram. I'd love to see you in our stories. If you leave a review or share this out in your Instagram stories, I will put you in a drawing for one of my favorite boss hats. All right. See you later.

Speaker 1 ([36:53](#)):

Thank you so much for hanging with me today on the podcast. And remember you can create what you create. If you're looking for a supportive sisterhood, I would love to see you over in our free Facebook group. As most of you know, I love camp. It's part of, you're not the boss to me because when we're building this thing, we're doing this thing. We need a supportive sisterhood and I also crave more fun and more connection. Join us at camp over in the Facebook world, the camp elevate group.com or just click on the link below. And we will see you around our campfire and help you to create what you crave.