

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 dream it, but make the plan, connect the dots and create what you crave. Are you ready? Let's get started.

Welcome back to episode number 57. Today, I am going to answer this question. I get it all of the time. Okay. I am out of people. You're out of people. My friend, there are millions. There are millions of women or men, depending on what, who you market and who needs your product. There are millions that are waiting for you today to come out and tell them what it is that you do. So how do you do it in a way you're on your Facebook or maybe your Instagram and you're thinking, okay, Beth, you're telling me there's millions of people that need what I have. Well, where are they? Well, that is, this is the game of hide and seek for finding your unlimited leads. So, first we need to start with a little thank you to a podcast review. And I don't know if you know this, but if you leave me a review and then you send me your address.

When I say, I'm going to ask that Liz, good morning, Liz, I hope you are out walking your dog right now. I wish I knew your dog's name. Liz is the perfect example of what I'm going to talk about today on how you are going to find people that need exactly what you have by putting out content that relates helps and serves. But I'm also going to talk about where I was in 2014 and 15, before I understood this and how I was still able to grow a multiple six figure business in network marketing, because it's so important that you get both sides of this one side being, we want to become hyperfocused on our messaging, monetizing our message. That's what we have the masterclass coming up. Don't forget that happens October 12th. I'll give you all the details. You hear it all the time about your personal brand, monetizing your message, getting really clear on who you are.

And then you also will say, well, I watched, I watched so and so built her business. And she was just sharing a lot, a lot of different stories on her product. And I'm going to explain both because I think there's two, there's two, there's too much confusion for all of you, because you're hearing from Facebook ads or from don't ever post about your product. Don't ever talk to your neighbor, they're selling and then there's marketing. And there's the third piece is storytelling. And I want to break this down for you and tell how you are going to start moving forward today. And it is a, it's a progression, okay? It is a progression from w and w I'll walk you through how it looked in 2014 for me and how it looks today and how very different that is. So Liz sent me this awesome review and rating a five star review, and she said, Beth, I may be a silent learner, but I love everything you share.

You add so much value and have helped me to grow in the business of network marketing. I look forward to listening and digesting your knowledge every Monday morning, often on my dog walk. And there's a Winky face. Cause I always say, are you walking your dogs, friends, I've gone from feeling awkward and Nicky about inviting and sharing to my business and my products to becoming more authentic, confident in my approach. And I've really grown. Thank you for all you do. And I'm interested in joining your October six figure circle mastermind program. Keep doing you all right. That is the keep doing you. That is when I know that the message I'm sending now, you might say, well, you're not selling a network marketing product. You're selling a coaching product. Same thing. It is the same thing because I'm going to walk you through. I've got you.

So when we talk about leads, that means that's impersonal. When you say leads, but people get it. Where are my leads coming from? I want you to think about all of the human beings that you have helped and will continue to help. So, 2014, I understood marketing from the point of view of how we were marketing a very specialized insurance business and how we wouldn't market to all people. But we were hyper focused on a certain group inside of the equine industry and the referrals and the marketing and the events and the magazines that we would put our advertisements in because it was, it was way

back before we had social media to use. But now all of it was marketed toward high performance, Hunter, jumper, dressage horses, show horses. And that was how we grew that niche to be such a successful business. And so my friend, Terry, who has a reigning horse might not necessarily even know who we are because we weren't sponsoring horse shows or doing events or having her friends and share with us, however she might, what would we sell to her?

Yes, she might say, Hey, I'm looking for horse insurance. And her friend might say, Oh, you should call Don grace. His service is exceptional. They're so awesome there. And so it doesn't mean that because we were marketing to a Hunter jumper world or dressage world that we're not going to sell to Terry who has a reining horse. It just wouldn't be something that would probably come across her Facebook, her Instagram, her, her publication, that she's reading the results. So when I started in 2014 with network marketing, I didn't, I thought, Oh gosh, this is a, this is a mass market product. So I still sell my product and have conversations with everybody that when I know it's a fit, because I know that I can solve a problem. So if my cousin's boyfriend who's a firefighter was complaining about having some knee issues or complaining about not sleeping at night.

I, what am I going to say? Oh gosh, you're not a female. Who's looking to reclaim her business in an authentic way and show up and no, I'm going to say Mark, trust me on this. I've got something that can help. You are like, let's have a conversation. Selling is different than marketing. Okay. So just get that straight. So 2014, I was doing a lot of, of marketing of people's stories and really, really tapped into a market that I already had. And I know that people say, Oh, I don't want to be that person. I don't want to bug my family and friends. I'm going to encourage you to be so be so sure that your product can help someone that it's a disservice for you to not tell somebody what you're doing and ask for referrals. You don't have to be all about. What's the perfect marketing message.

Yes. I need you to learn about how you are going to create your mission, your movement, around who you are and what wakes you up in the morning and gets you excited and how that will attract new people to you. But I want you to think about your leads. I want you to draw a circle or a square on a piece of paper. And when we think about that piece of your business, where that is the most important part of your business is you might've heard your list of 100 growing your list. But if, if we're looking at our network marketing business or coaching business from a business perspective, as the CEO, we are constantly saying, where are my leads? Where are my new people? Where are, where are the people that need what I have? Where are they coming from? So some of it's organic, that means, and most of it network marketing 99% of the time.

It is organic coming from the reach that you make through what we, some people will call it attraction, but why attraction marketing doesn't always work is because you can't have great content without connection. And so you might be putting out the best content in the world. That's a tr that you're, that you're thinking is attracting, but you're missing the piece of, I've got to go out and have the connection with people. And I'm going to talk about that. So then we, then we ha we have referrals. Happy, happy friends, happy, happy customers, happy. This podcast grows from referral from you sharing it in your stories from you saying to a friend, Hey, Beth can really help you. She really helped me to have that aha moment. That is another way that you grow those leads. So I want you to just always think, and I visualize, visualize an opening on a VIP party.

And I want you to think about a red carpet and, and who is standing on your red carpet, who is standing, waiting to get in the door on the red carpet. That is your lead list. And I want you to think about this. They're waiting to come in now. They might not be going straight. Like, let's talk. I want you to visualize your lead box. You're the square that I talked about on your whiteboard or your piece of paper. I want you to visualize people lining up on the red carpet. Those are the people that are going to come in inside of the VIP event. And I went, this is, this is your visualization. We're not having this VIP event, but when

you see it like this, it is going to make so much sense. So they're standing on the red carpet. They're waiting to come in.

How did they find out? So, so the people on the red carpet or your leads when they walk in, that's your community, that's where, that's your content. That's maybe your Facebook group. That's where you're nurturing and loving on them, getting them some information. And then they have to walk over to the bar to buy the drink. Okay. So the red carpet, those are the people that are looking and watching the ones that come in are already saying, okay, yeah, this is, this is pretty great. I want in the door. I want to see what's going on. That would be like camp elevate for me would be my come inside. And then when you walk over to the bar and I'm not encouraging anybody to, to walk to the bar right now, it's early in the morning. Um, when you walk to the bar, that's when you're pulling out your credit card and saying, okay, I want to buy with this person. So

Does this, this is it.

This is how this podcast goes. I was not planning on talking about how you are going to have leads, be waiting on a red carpet, but this makes so much sense for you to visualize. So stop and think the red carpet and people are getting out of the car. So how, how do they get to your red carpet? How do they even know what it is that you do? So let's, we're talking red carpet today. Then we'll talk about next podcast. And inside of the masterclass, we'll talk about opening those doors. What happens inside of those doors so that when they go in, they have this experience and you stand out differently than everybody else that everybody wants to come to your party. And then how do get that person to actually pull out that credit card or say yes. And you think about that review, that the review that I just read from Liz, how did she get to my red carpet?

How did she get to waiting to come inside of my space? I believe that she was a referral and the referral then said, Hey, you should take a look. So she stood on that red carpet and she came into camp elevate, and the podcast is also coming inside of the room. That's where, where I'm connecting and we're having conversations. And then in the same breath, she said, I'm ready to go to the bar and pull out the credit card because I want to be, I want to buy that coaching program from you. I'm going to be a part of your mastermind circle because I see the value because I've, and that didn't happen in the first podcast or the first visit to camp that happened over time of her seeing, Oh, and maybe reading some testimonials, or maybe hearing me share what we've been doing inside of the mastermind circle.

This also works for your, for your products. It's the same thing. So how do you have a long line of happy red carpet, VIP knocking on the door to get inside, to take a better look at what it is that you do, where do they come from? So think about that. Think I want you to, I want you to do that work. I want you to shift your mindset from, I don't have anybody to talk to, to, Oh my gosh, there are an abundance. There are abundance of people who need what I have, who want to be on this red carpet. They just haven't heard about the event. They just haven't heard about your red carpet. So always be thinking, how do I get them on my red carpet? That means when they're on the red carpet, that means they're seeing something that you post, they're seeing a Facebook live.

They're hearing about you from a friend. Maybe you have made a new connection inside of a Facebook group by posting something valuable, or maybe you have connected inside a Peloton book club with this person. So you wouldn't just say, Hey, you should come to my red carpet, meaning, Hey, you should take a look at what I do and wait to come in to see like my next day, then I'm going to invite you to, or my, you know, maybe you're going to do a VIP launch for a new product or baby. They're going to the nurture piece, that nurture piece coming inside the doors. It can be a Facebook group, a weekly Facebook live. It could be a zoom invite to an event. It's, it's all kinds of things. So when you visualize those people on your red carpet, those are your leads. My friends, your red carpet is an extraordinary place to be because you are the one that has that list.

You are the one that's unique and authentic and valuable, and where the branding shows up and the personal mission and you being you and not your company is you have to stand out. You have to be known, and your message has to be you because when the wrong people stand on your red carpet, there's not a connection. It's an awkward thing. Like, Oh, Hey, I'll buy your product. Okay, great. And it doesn't create a community of super fans. So like I said, I'm going to tell you how to find them. This is where you have to be consistently knowing you are the marketer, the CEO. And if you go back to the story of how we were building an insurance business around really, really around a lot of Hunter jumper, high end horses, but how are we going to continue to find them? Well, we did a lot with referral.

We found the magazines, the places where they were hanging out, we even talk to brokers who were dealing with high net worth handling all of their insurance, health insurance, all their, their bank things. You know, they're like, whatever. I don't know what I'm looking for here with words, but we would say, okay, now you have high net worth clients and brokerage agreements there. So where were people coming from? And ha, and really our highest, highest lead optimization was coming from just personal referrals and personal connections. We handing a hat to somebody at a horse show, standing at the side of the ring, having conversations and being immersed and part of the community. So one person, one person let's talk about my friend, my friend, Kathy, who had, and has an exceptional barn full of dressage horses. And, and we had a personal connection. She has been a client for 20 years and she has probably referred \$10 million worth of insurance business because she's so happy and pleased.

So referrals, they're huge referrals, referrals, referrals are huge. Where do you meet the other people to go on the red carpet? Well, if you're inside of Facebook groups that, that matter to you inside of Facebook groups, I want you to think about the Facebook group as being this aye. Many people will say, I'm going to Facebook groups and I'm going to recruit people. Well, then that turns into achy, weird and awkward. So we want people on the red carpet and one of the things that I do in my program, and we'll talk about it and monetize your message clearly. But one of the things that happens over the six to 12 months that I work with women is that we consistently talk about how are people lining up for your VIP line? And we come up with all different ways that that happens, creating what I call your go to lead generation for social marketing, that doesn't have you having to pay for ads, because there are so different ways that you can grow that red carpet light.

Today. I'm going to give you one that is, there's a, we have a lot of content in this podcast in past episodes of how to use Facebook groups. I'll link the other episode below. But I want you to think about this is knowing your Facebook groups is huge, not just joining groups and randomly posting where, Hey, I work from home or randomly posting a baiting thing. I would rather, you have three Facebook groups that you're very connected inside of. And I don't want anybody to ever think that Shannon is inside of the Facebook or because she just wants me to join her team. I don't want you to, I want you to be proud of what you do, but I want you to be inside of the Facebook group and knowing my purpose in that group. So choose one for spiritual we're spiritual growth. Choose one.

Whether you are working on meditation manifestation, maybe you're in a faith based group that has a book club choose something that helps you to raise up your spiritual world, choose something that helps you physically. What do you love to do physically? Are you a yoga person? Are you a keto person? Are you, there's so many Peloton groups and it's not Peloton. You are not in those groups to, to recruit, but you will meet so many people and build community, and I'm going to help you there. Maybe you are looking at, um, a new hobby of cooking. AirFryer all kinds of different groups. So AirFryer WeightWatchers groups, or maybe you are looking there. Maybe you're in a group for teachers that are learning how to, um, work virtually for self care, whatever it is you're in. And so choose one that's professional, choose one. That's spiritual choose one that is part of physical. And you can even, and then I have groups that are about learning certain pieces of my business.

So

What I want you to think about is this, when you know the group and you think, okay, so what is it then I'll also think, what is it that I want to learn from this group? How can I, how can I connect with other women to help lift them up? How can I become a part of the community and how can I be attracting and pulling the person toward me that may need what I have.

So putting the names down on paper of the groups and thinking about, okay, how, why am I in this group? What do I hope to learn? Making sure that you really, really stay clear on that is a huge thing. Because if you're just in groups, like I said to prospects and meet new people, and you do it quickly at people, they, they're they will smell you from a million miles away because you are not in groups to prospect people, you are in groups. And if you're, if you're in a group, love that group. Don't just be in the group saying, Oh, I need to check in here today and see if I can meet somebody new, be a part of the community. Put in. You're spending 15 minutes a day, people, 15 minutes a day, filling up your red carpet from your Facebook groups is a pretty easy task because we only grow if we are connecting and how inviting people to be a part of our red carpet.

That makes sense. Let's see, take a look at one of the groups, your spirituality group. So perhaps you're looking for how to be better at manifesting how to be better at affirmations. And you've found a group that has entrepreneurs that are looking to manifest money. They're out there. These groups are out there and your insight, this group, and you, you look at it. Okay. What do I hope to learn? I want to learn how to use manifestation to on a daily basis to raise my vibration and my energy and my attraction. So that's, that's why I'm in the group. And I want to, I stay in the group for 30 days and to make sure that it's a fit for me. Cause there's many times that you walk into an event, a party and like, Oh, this isn't for me. It's like, wow, do we have favorite restaurants?

Some people love that Cuban restaurant down the way. Some people love the Mexican restaurant. They go a couple of times and I'm like this isn't for me. And then you have your hot regulars. Anybody from Michigan go to the red coat Tavern. Holy moly. If you have never been, this sounds like a commercial. If you've never been to the red coat Tavern in Royal Oak, Michigan, you are missing the best burgers in the world like that is I would stay in, I would stand in line for hours for one of those burgers right now. Uh, so anyway, inside of the screen, I want to make sure that I am people know who I am. So I'm going to do a great introduction. And I always say that when you introduce yourself, look to see what the group rules are. If you can do a post, that's not under a chat.

That's awesome. And just to say, you know, Hey, my name is Beth. People. People know that they have to hide their banana Laffy taffy from me. I started my entrepreneurial journey by selling a cards out of a box in my neighborhood when I was 11 and fell in love with being my own boss. And just, there's, there's a little format that we have in camp elevate that you can learn. And so you do a great introduction and then it's like walking into a space. Are you going to walk into a space and just be a fly on the wall? The next thing that I say is to have a weekly schedule. So inside of the power map method, we do group connection time. The power met method is a, it's a trademarked program, the millionaire action plan, power map, that power map method that I use for the hour power hour, that has massive connection strategies about how to connect and pull people to the red carpet, the red carpet being your lead list.

So let's say I'm inside the money manifesting group and yeah, people are. I want to know what people I want to ask a Monday. I always say serve, right? I use serve everywhere. I go, social media serve. You don't know what it is. There's a podcast episode. And there's also a unit in camp elevate. So serve is on Monday. Okay. Yes. We asked our friends inside of the group to help us to solve a problem. So I always do a post on Mondays and I will ask for help market research on, um, solving some sort of problem. Now I will think about a problem I want solved, but also I might, there are some times I use groups where I'm

learning the language of my ideal client, my, my boo, my who. Right? But this time I might say, I'm just starting the practice a morning practice with affirmations around money.

What ha what affirmations have been powerful for you? And people will start posting their affirmations below and sharing. What's been powerful and I'll comment on those affirmations. I'm in a conversation. It's not, you don't walk into a room and like, and say, Hey, who, who loves roller coasters and walk out of the room and never listen. So some people will post in a group like, Hey, am like, they're making an announcement and then they'll go away and they'll wonder why they're not getting leads. You've got to think about this. I'm conducting I'm, I'm putting myself out there, I'm connecting. And now I've got people that are, that are chatting with me. So we're chatting back and forth. So I solve a problem. And then I comment with my power comments back and just making that connection. And then the next day I might go in and educate, empower.

So I won't do a post on the second day in less it's needed, but I might empower people with encouraging comments, power comments, and then reveal behind the scenes are, I may go back in and reveal what I've been doing with the affirmations, maybe post a photo of my affirmations. And here's the thing is through this connection and through staying inside of the group and really knowing the energy of the group, you are going to get friend requests. People are going to say, Oh gosh, I need to be friends with this person. Or if you're connecting with someone chatting back and forth inside of the group, you send them a friend request. Here's where the, the branding and the messaging and the consistency of what is showing up on your timeline. And what's showing up in your content here is where it really starts to, to make a difference is when you have that new friend come into your life, and this is, this is something that people say, well, I don't understand why nobody's commenting on my things.

Well, because you haven't figured out who you, who you are, and you're not doing it on purpose. That's a Dolly Parton quote, figure out how you are and do it on purpose. And that's the monetize your message. Okay. So we've met this friend in the, in the manifesting money group. We're new friends, we've connected. She goes to your timeline and it's inconsistent. It's not aligned with who she thought you were inside of this group. And so she's like, I don't really know what this person does. So that's what we're going to do. And monetize your message is talk about how to be clear and aligned and consistent. So she came over to your timeline and she saw a very consistent messaging strategy that was around who you helped and what you do. And then you are putting out powerful, powerful pieces of content. And she could see in your stories again, trails of breadcrumbs of what it is that you do.

You are going to have your new friend, let's call her Michelle, your new friend, Michelle has become your friend. And now she's standing on your red carpet. She's standing on your red carpet because you've made a connection in. She liked your energy. So she, she said, I want to see what this person is all about. And now she's decided she's going to stand on your red carpet and, and take a look and be watching and coming into the room. The party, the VIP space is your right now. It's your social media. So she's on. That is how you've just acquired a new lead, a qualified lead from the Facebook group. The next step is if your Facebook is all spam, all about like, yes, you're going to, you can, people need to know what you do. You aren't hiding what you do. People need to know what you do.

But yeah, we want to make sure that your personal mission, vision brand, who you help, how you share and the content that you put out is on target. Because when you are all over the place, she won't know what you are really all about. Does that make sense? So then we start to create a content strategy so that when she takes a look and she's, she's your new friend, she's on that VIP line. Now here's the thing. Michelle probably gets into seven, seven VIP lines a day, maybe three or four. Maybe she's made three friends a day. You have to stand out. You have to show up and be consistent and stand out so that Michelle wants to stay in your line. She's curious. And how do you keep her in line with you is you are

tracking and knowing who are those new, who are those new friends, those new friends of yours that are wanting to get your VIP line.

So let's say that Michelle makes three new friends that day, your social media has something that serves her. She connects, she's like, yes. Oh my gosh, this is great. Amen. So then she's like, I'm going to go into these stories. And inside of those stories, you've left breadcrumbs and she, Oh my gosh. She's talking about how she uses her essential oils to keep everybody's energy where it should be. Or maybe she's like, Oh yeah, I'm a hockey mom too. Isn't that interesting? And the hockey bag doesn't smell. You CA you are leaving. You're leaving clues. You're leaving evidence. You're in you're sharing testimonials. It's okay that you have a job selling a product. No one ever said, you can't tell people, you sell a product. It's how you do it and how you come across and how you personally brand it. Because my friend who sells a pharmaceutical product, she tells us like, she's traveling to pharmacy, to her pharmaceutical spot.

And this is what she does in the car to keep herself. She, you know, she shares the podcast. She, she shares value about sales. I go to her page because I want to know about sales. I want to know what podcast she's listening to. And she's funny and she's quirky and I'm standing on her carpet. So she's on the other thing that you will do with Michelle, standing on your VIP carpet is you continue to connect because if she's waiting on that VIP carpet and you haven't come out to say, Hey, thanks so much for waiting. Thanks so much for being on my VIP red carpet line. She's probably gonna forget about you. She's gonna forget that she's waiting in that line. So that means that you are going over to our Facebook or Instagram, connecting, asking questions. And you're not just making her stand there forever.

She is going to see that you have an irresistible offer to come inside of that exclusive nightclub. And you'll take her from that journey from red carpet inside of the exclusive nightclub, where is, that's your nurture? And then you'll give her that irresistible offer. And she'll say, yes, I want in, I want some, what is it? And it might be right away. It might be that she needs to be a part of your community for a bit, or it might be that she is just someone that thinks you're cool. And that's okay, too. Does this all make sense to you guys about how you are going to fill the red carpet, the red carpet or people that have put up their hands to say, Hmm, this is fascinating. This is interesting. And they come to you and one strategy for putting people and getting people in line on your red carpet.

One strategy is going into the Facebook groups, providing value, but knowing that you are not prospecting and hunting, that you are connecting and committing to the work and the community inside of the group, they will be pulled toward you. And they will be on your red carpet. So visualize this. People are on that red carpet. They're waiting for you. Now, the monetize, your message is what is it that is going to like they want, what are you going to put out into the social media world that keeps them saying, Oh yes. Oh my gosh, that makes so much sense. Just like this podcast episode, just like this podcast episode that I put to you every single Monday that I hope that Liz is walking her dog right now. And she's saying, Oh my gosh, this makes so much sense. She's on my red car. She's already inside of my nightclub and she's ready to take the next step with me because I want to keep putting things up in content that is going to connect with my person, that I want to create a community of all of us who have the same mission and vision.

So that is how we do the connecting, getting on the red carpet selling. Now, if my friend, Tom, I think I said, Tom is a firefighter and he needs my product. He may not want to stand on my red carpet and wait for my next content piece. This might not relate to him, but I am still going to have that conversation. And that's how in 2014, when I first started was I wasn't necessarily filling my red carpet. I didn't have the strategies of the new people, but I was sharing so many stories that you can get started before you were like, I don't know what my message is. I don't, it doesn't matter. I want you to realize that you can fill your red carpet in any way. And as long as you're sharing with people, the stories and the transformations and your energy is high, you, you can grow.

But the next steps, the next steps, because I was all of a sudden wanting to go from multiple six figures to seven figures and wanting to actually have a business that made me get up in the morning and say, I've got to record that on a podcast, or I can't wait to help this person do X, Y, and Z. It is leaning into your authentic message that feels aligned to that is powerful. That creates your super fans. That creates a community of, of women that just you want to be with around and help and cheer and celebrate and hanging out, dancing to your favorite song. Like it's, it's when you're inside of the nightclub. And I don't even go to nightclubs. I don't drink. So, I mean, occasionally I'll have a Michelob ultra, or, you know, what I love is a blue moon after like a hot day on the boat or a skinny margarita, I guess I do occasionally like maybe once a month.

So anyway, thinking about that red carpet and when the right people find you, and this is what happened, this is what's happened on my personal network marketing team. And also in my coaching programs is that it feels like the right song comes on when you have the right community. And everybody looks at each other and says, Oh my gosh, we're going to dance to this together. And you're on the dance floor and everything is in sync. That's how your business can feel. So I, I did not think I was doing a nightclub red carpet pull out the credit card episode today, but it makes sense. Doesn't it, it makes sense how to get people on that red carpet, how to keep them there and add, help them inside of that community. Once you open the doors and the community can be just your social media real estate, it can be a Facebook group.

It can be a lot of different things. There's a lot of different examples. That's one of the things that is my superpower is building out those communities so that people are thinking, I don't care what it is that she has. I'm buying it. Oh, you have shampoo. Okay, cool. I'll buy it. Right? So that's what I have for you today. I want to end this episode with that invitation to the monetize, your message. Masterclass, October 12th, go to Beth Holden graves' dot com forward slash masterclass to read all about it and get inside of we're opening the doors you can get inside of that nightclub. You don't have to wait on the red carpet. We're not, we're not starting until the 12th, but there will be a lot of pre party pregame things going on that will help you in this podcast. Episode is absolutely one of those that starts to think about once people are on that red carpet, what is it that they need from me?

What kind of social media posts, lives, resources people can I bring into their life to help them to, to be better, to feel empowered, to be educated, to take the next step with me. So have a beautiful Monday. If you're listening to this live, I so appreciate and love all of you. And I would be so grateful if you would share this podcast episode out today in your social media and your stories, and tag me at Beth Holden graves. And I also have a new I new Instagram account for this podcast. And for all of you, there's two and it's called no boss talk. It's formerly camp elevate, but it's called no boss talk. And I post quotes that are business and company related to help all of you educate in your stories. You can just go there, find one of the quotes. There's going to be one a day right now.

I think we're only at five and you just press the little, the little arrow button to share it out in your stories. And it's, I wanted to do that, that Instagram account to tag this podcast, but also to help all of you educate and empower and define what it is that you do by sharing some of the quotes about the network marketing industry, about the direct selling industry and building businesses online. So check it out. And if you have quotes that you love quotes that you've said, or quotes that you've heard about that are funny, that are educating, that might talk about passive income. Anything that you see send over to me, I will give you credit for it and use it on the Instagram account as always be you bravely show up, do your thing. There's nothing that you can do that is wrong. It's taking action. That is right. There is no wrong action. Someone is waiting for you. Someone woke up this morning and needs you to help her, whether it's with your product, with your business opportunity, or just with your words of encouragement, because she needs you today. So show up for her. Okay. I'll see you guys all next week.

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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 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 Boston 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, that 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.