30-Days of Mindset Coaching doTERRA

by 30 Presidential Diamonds

Provided by: Kacie Vaudry

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# About

This was a playlist put together by someone, and shared to us through Kacie Vaudry, our Presidential Diamond Upline.

Her description:

We are excited to offer you this extensive audio training from some of dōTERRA’s top leaders, many who are published authors and speakers, and were gracious enough to allow us to compile this content to help you grow your business. With that being said, you are free to use this content with the sole use being dōTERRA’s Wellness Advocates and all rights are reserved by the contributors. No part of this series may be reproduced or sold without the prior written permission of the contributors.

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# Day 1. Busting Through Fear-Brianne Hovey (11:40 min)

* Double Diamond with doTERRA
* Didn’t always have the desire for network marketing
  + Best business model out there
  + Living the dream – want others to live the dream
* Doubt sets in
  + When you blow through your warm market, and things get hard
  + Things get hard, and you don’t see many rewards
  + Many dreamers give up, because of FEAR
* How to still take action toward the dreams even if things get hard
* FEAR
  + We want people to see us living our dreams
    - We are scared to tell people what it is like when you get started
    - They might be made fun of, crucial conversation, get told “no” a lot
  + We are also signing up for personal development
  + We must push through boundaries
* New Level New Devil
  + With every new level, you need to break through lots of fears and beliefs
* 4 Steps to help you become the boss of Fear
  + Own your fear –
    - Know it
    - Give it a friendly name, like Susan
    - Look at where the fear came from
    - Fear Setting (learned from Tim Ferris) all the things that come to you when you are working to your goal
      * Look for the worst thing that could happen – find a solution for that
      * Look at the best-case scenario – feel the joy
  + Master your mind
    - “Tell your brain what to do, or it will tell you what to do” – T. Robins
    - Meditate all the reasons why your dream is possible
    - Read a book, take your brain to the Gym
    - The stronger your mind is, the easier it is to bust through your fear
  + Lead with your hear
    - Still be yourself
      * Find out who you are, what will make you succeed
    - Model successful people, duplicate systems
    - Reaching through dreams will make you encounter your fears
  + Do it scared
    - Fear never leaves us – accept it
    - Feel fear and take a step forward
    - Choose faith and believe in yourself
* Hot tips
  + Prepare your team
    - Set some expectations and let them know what’s ahead
  + Be authentic
    - Share your fears
    - This will give them permission to do the same
  + Take small steps
    - There are usually things you can do to overcome fears a bit at a time

# Day 2. Joy In The Journey - Jessica Iddings (6:18 min)

* Presidential Diamond
* Finding Joy in the journey is something important that you need to do
* Important
  + Enjoy and savor the moment
  + We would find more joy if we savor the small victories
  + It works better with our mind and body
* How
  + Find joy everywhere you look
  + Treat yourself to self-care
* Action
  + Do a joy list
  + Write down the things that you are grateful for
  + What brought you joy today

# Day 3. How to do this with your spouse-Dawna T (12:09 min)

* How to do it as spouses
* Brad supported her
  + Let her do it for 3 months and see what happens in the end
* Set clear expectations
  + Them: Break even
  + You spouse doesn’t have to leave his/her job
* The baby
  + The first one in the company really know and love the baby
  + The partner is now intruding on this
  + It can be hard to…
    - Trust your “baby” to them
    - Watch them mess up
  + TIP: let them make mistakes & learn
* Three tips
  + Who am I
    - Super loaded question
    - Simple: superficial answers
    - Deeper: what makes you tick
    - You owe it to yourself to find out who you are
    - TOOLS:
      * Many personal dev tools
      * Strength Finders: doTERRA has championed this
    - PERSONAL DEVELOPMENT
      * It’s about personal discovery
  + Who are we
    - Basket Ball Team
      * You need everyone on the team
      * Everyone plays their part
      * It takes a team to win
  + How is the future of our team better as a couple?
    - How will our collective efforts make our future different
    - UNITY is Key!!!
* Blending
  + Acknowledge your incoming spouse’s sacrifices from the outside world
  + Let the incoming spouse rise in their own way
  + Build your team

# Day 4. How to create massive momentum in your teams-Li Fryling (9:11 min)

* Presidential Diamond
* Massive Action
* Three Requirements
  + Ownership of Business
  + Being Responsible
  + Being a Living Example
* Instill Ownership
  + Does your downline call you, “Boss”
  + Do they feel like they are running their own business
  + Talk about this level of responsibility
  + Are they doing the things they need to do?
* Responsibility
  + Whether their business floats or flies is up to them
  + Are they blaming?
  + Help them see they have the power to change anything that they don’t like in their business
* Be a Living Example in your business
  + Authenticity is very important
  + If you are telling people to do things, you must be doing it yourself
  + Only ask of others what you are doing yourself
  + Are we in massive action
* Example
  + Launch your business – over and over
  + Do the classes yourself
  + Build the leg with your partners, etc.
* TIPS:
  + Make sure people are aware of the steps they need to do
  + Have a REALLY CLEAR way of steps how to launch people properly
    - If you have done it properly, they should be elite in the first month
    - Help them continue to have eyes on where they need to put their focus
    - Co-Teaching, etc.
    - Helping people understand how to… do all those things that are necessary
  + Be authentic – be a leader who is not afraid to get your hands dirty
    - Make new contacts, and meet new people
    - Do the mechanics of the business

# Day 5. Team Culture-Jennifer Brady (11:25 min)

* Cultivate a Strong Team Culture
* Step 1 – Create a Facebook Page (I think she means group?)
  + Give them something every day
* Step 2 – Providing a lot of strong education
  + Provide constant contact and constant education
  + They are more likely to be on LRP
* Step 3 – Create a Catchy or Unique Name
  + They feel like they are special, part of the team
* Step 4 – Do Fun Things with Your Team Name
  + Do things with your team name – like t-shirts
* Step 5 – Customer appreciation event
  + Gather, food, party, treats, stuff
  + Could be at a home
  + Everyone gets a free roller ball
  + [we could do this at a certain day worldwide]
* Step next – Having New Product Launches for your team
  + Personalized product training for the team
* Culture Honor
  + Don’t cross-recruit, or get people from other teams…
  + Be ethical
* Team parties
  + This is just an event where you
  + Have fun together
  + Create beautiful relationships and friendships
* Contests
  + Using Facebook or Instagram
  + Good for Facebook’s Algorithm
  + Weekly giveaway
    - Comments, sharing, or liking enters them
    - You could also use a Google Form
  + This gets your Page in their news feed
* Do As I Do
  + Your team will follow you
  + They will do the things you do
  + Be in front of them all the time
* Importance Of Team Culture
  + The majority of people who leave doTERRA actually just leave another team
  + Relationships are so important
  + Make them feel like an important oil family
  + Love, bless, and serve others
    - You build for yourself a lifelong income

# Day 6. Work/Life Balance - Dana Moore (13:10 min)

* Presidential Diamond
* Work-Life Balance
  + Past: corporate life, work, at-home spouse
  + Needs to be adjusted
* Ideas
* What do we need to do on a daily basis?
* Prioritizing
* Balance
  + Just tiny adjustments
  + Might feel like you are spinning so many plates
  + Limits: Can’t just add doTERRA into that – don’t overload what you are doing
  + Prioritize: There are things in your life that you just can’t let fall apart
  + Let go: There are some plates that you can just let go
  + Delegate: There are things that you can have someone else do (paid or not)
  + Plan: Create a meal planning guide
  + Batch:
  + Block Scheduling: Commit to predictable times where you do certain tasks
* TIPS
  + Manage expectations
    - Allow yourself to perform at lower levels (e.g. frozen pizza rather than gormet meals on some days)
  + Be Present
    - Be all there no matter where you are
    - If you at home with your children, be there fully
  + Say Yes
    - Say yes to the things that you do need
    - Do the things that you love to do and that you are passionate about and that bring you life
* Book Recommendation:
  + Eat That Frog

# Day 7. Confidence In Our Company (dating DoTERRA)-Lindsay Knapp (12:54 min)

* Sales is Dating
* Date people and allow people to date doTERRA
* Dating doTERRA
  + We actually have the best bachelor on the planet
  + Imagine it as your Leads prospecting doTERRA
  + doTERRA has it all
    - Looks good
    - Smells Good
    - Cares for the world
    - Debt Free
* Tip: Brag about doTERRA – don’t just convince people

# Day 8. Creating an Environment for Success-Melyna Harrison (8:52 min)

* Creating an environment for success
* Lots of opportunities and freedom
  + No boss
  + Freedom make it tricky
    - No accountability
    - Must consciously choose it.
  + You must choose to sacrifice
* Goal: Take away sacrifice or hesitation
  + Take away excuses
    - Common Excuses
      * No Money
      * No Time
    - Are these excuses or reasons?
      * These can motivate you
* Nature vs. Nurture
  + How much comes from your nature or nurture
  + Put the work in
* Create your atmosphere
  + Turn off notifications and remove distractions
* Trade Services
  + Get people to do things
* Multi-Tasking
  + Don’t multitask during cognitive tasks
* Support mind
  + Affirmations, visualizations, mindsets…
* Replace I should
  + Focus on things that
  + Ask two questions
    - Do they need to be done by you or can you delegate it
    - Why is that important? Why is that important? Why is that important?
* Three Ideas - Recap
  + Replace Excuses with Reasons
  + Replace Will Power with Planning Power
  + Replace I Should’s with I Choose

# Day 9. Mastering Your Magnetism - Mikalena Knight (11:25 min)

* Mastering Magnetism – Using Mindset
  + Definition: the ability to attract
  + Everything you are thinking and doing is attracting what you want or what you desire
* Be aware
  + Understand how you feel about the business
  + We are projecting our thoughts and feelings
  + We are constantly putting that energy out there – it is compelling what we have in our lives
* Change Your Life
  + Change your mindset first
  + This is true for the business
  + Swap negative thoughts for positive thoughts
  + Be more proactive – rather than reactive (be a victim or a leader)
  + Book Recommendation: Mindset by Karen Wick
  + Energy Flows where intention goes
* What are you creating in your business
  + Are you connecting with joyful inspiring people?
* Take control – be accountable – have awareness – make conscious decisions
  + Respond with positive energy
  + We are responsible for creating what we desire
  + Become the leader you want to attract
* Desiring
  + This is also about what we are going to let go of
  + Commit with your whole being

# Day 10. The Difference Between A Good Leader And A Great Leader-Michael Rothschild (9:13 min)

* Good leader and a great leader
  + Goodness is not always celebrated, greatness is
  + Great leaders will help people find what is good within yourself
  + Good leaders might just impress
* Help people be great
  + Don’t spoon-feed them
  + Give them resources and let them find their way
  + Help people not only become better, but can make a team
  + Great leaders create great leaders
* Magnetic personality, great leaders have…
  + Believe in yourself
  + Trust
  + Respect is very important
* Visionary
  + Know where they will be years from now
* How
  + Start little and grow
  + Be patient

# Day 11. Dreaming Bigger Deep Why Higher Purpose-Betsy Holmes (17:02 min)

* Presidential Diamond
* “The meaning of life is to find your gift, the purpose of life is to give it away” Pablo Picasso
* We need to discover our gifts
  + We may be holding them back
  + Be patient
  + We are all different
* We are channels where things flow through
  + We have an abundant to give
  + That which we give just flows through us
  + “We are not meant to hold on to things that are meant to be given away.”
* PIPELINE
  + Once the pipeline is made, it can be automatic
  + This applies to sharing our gifts, too
* How
  + Time
  + Love yourself
  + Unlock them
    - Getting rid of limiting beliefs
  + Start moving forward
    - Use oils, books, and programs to help you break through limits and extend your posibilities
* Your WHY
  + You have a mission to give away your gifts
  + Allow yourself to be the gift (it is inside of you all along)
  + You want to be fulfilled, happy, and free
* Red Hearing – what we thing we are seeking
  + Looking for love and acceptance from others (we really just need love and acceptance from ourselves)
  + Release judgement
    - Any judgment we cast on others is just a reflection of ourselves
  + Love, accept, and appreciate who you really are
* Foster Positive thoughts and believes
  + Negative thoughts and beliefs crowd out possibilities
  + You are amazing
* Dreams
  + Almost always seem impossible
  + Fears follow them
    - Failure is not something to be avoided
    - It is a catalyst that propels us forward
  + We must breakthrough
  + Your dreams get weaker when we worry about what others thing
* Belief is what gets us there
  + Whatever it is that we believe, we are going to live that out
  + Our feelings are important to propel ourselves
* Questions
  + How does your dream impact others?
  + How does it make you feel when you know you have helped others through a passion of yours?
  + What must you overcome to see your dreams into reality?
  + In what way will you celebrate accomplishing your dreams?
  + How will you celebrate small steps toward your dreams?
  + What does it look like for you to live towards this dream daily?
  + What is something that you would fight for? What makes you dry?
  + What are some dreams you buried a long time ago? Why? What stopped you? (That thing that stopped you, helps you find your why)
  + What is something that pushes you to overcome and go after it anyway?
  + What experiences do you want to have? What do you want to feel? What do you want to give?
* Look to others
  + Books, other leaders, other ways that bring you inspiration
* Costs
  + There will be a cost to follow your dream, but
  + There will be much more costs to not follow your dream

# Day 12. Scarcity Vs. Abundance-Jen Frey (10:29 min)

* Book recommendation: “Permission to Screw Up” – Kristen Hadiid
  + She wanted some expensive clothes, and her parents told her to get a job, so she started a small cleaning business, which became a larger business
* How you recognize a scarcity mindset
  + Feel “I am not enough”
  + I do not have enough time/money, etc…
  + There isn’t enough for everyone (like doTERRA is saturated)
* Abundance
  + I have strengths that I can bring to this situation
  + I have enough time, and effort to devote to this
  + There is enough for everyone
* Impact of scarcity
  + Hoarding knowledge and power
  + Fear for loss – be defensive
  + Stress out
* Impact of abundance
  + Generosity – give because there is more
  + Content they have enough
  + Develop and challenge self better
  + Go from fear and stress to love and compassion
* Team
  + doTERRA is a team
  + Although we have individual goals, we all have value we bring to the table
  + If the team has scarcity, there will be
    - Competitiveness
    - Elitism
    - Hoarding information, materials, etc.
    - Hiding risks, not telling others when things go wrong
      * People love to see you have failures too, it helps them connect to you better
    - Easy to get tunnel vision – focusing on only one thing (the problem)
  + If the team has abundance
    - Sharing presentation, information, working together
    - Learning with and from each others
    - Ues experiences to grow as a team
    - Hold each other accountable – build them up
    - Purpose is as large as a team
* Cure
  + Example: tunnel vision – focused on one problem to the exclusion of others
  + Solution: open up and be vulnerable and allow that problem to flow through you and live it and move on
  + Others can speak words of belief and encouragement
  + Reminding yourself of the abundance that is around you

# Day 13. Growing Your Vision So Others Want To Follow-Janelle Parrington (6:29 min)

* Blue Diamond
* Growing your Vision, so others will follow
* Her story
  + Worked in corporate banking – recession hit
  + Friend invited 8 times to an essential oil class
  + Came on the 9th time
  + Hear the success story of a family working together – time freedom
  + Going to the zoo on a Tuesday
  + She thought about it for 2-3 months
  + They shared with her a check stub
  + She thought that if they could do this, she could do this
* Decision
  + Thought about what is her heart’s desire
  + She wanted time to be with her kids and do things with them
  + She wanted to be free from her job
  + Then she started to share essential oils
    - SHE SHARED WITH OTHER WHY SHE WAS CHOOSING HER PATH
    - She started sharing with others her goal of time and financial freedom
* How to
  + Talk about it (your vision)
  + Be passionate about what you do
  + What do your leaders (downline) desire? Help them achieve it
  + BE what you want to happen
  + Grow your vision and take as many people with you as possible

# Day 14. Removing Limiting Beliefs - Rachel Jones (7:51 min)

* Living a life without limits
  + Removing the cap on your capacity
  + We all have these limits
  + We need to be aware of our limits and move forward with our growth and success
* Limits
  + Not the lack of desire
  + It is the lack of awareness about what the limits are
    - Where we were born
    - The family we were born into
    - Can’t change these things
    - Can change the caps put on you by others and the caps you put on yourself
* Caps from others
  + Parents
  + Others
  + Things people have said about us and have stuck to us
  + We have the ability to cut these off and move forward
  + We have the ability to remove these
  + “I am unwilling to surrender my potential for someone else”
  + “I am unwilling to allow others to put caps on me and define my potential”
  + “I value too much my potential and where I am going to allow others to limit me”
* Caps we put on ourselves
  + May use the phrase, this is just how I am, or I was just born with this
  + We have the ability to change these things
  + It is just awareness
  + Stop telling ourselves these things.
  + This is a process of removing caps and getting through
    - Personal Development
    - What is limiting you
* Choice
  + We have the power to choose to blow those caps off
  + Remove those caps that others have put on us
  + Greatness is a matter of conscious choice
  + You have the ability to change it
  + The caps loose one at a time
* Role of five
  + Intentionality – what do you want to accomplish
  + Practicality – what is you plan
  + Focus – focus on just one at a time
  + Action – doing those actions every day
  + Consistency – daily doing those things to remove those caps
* Encouragement
  + Stay with it. Stay with it long enough
  + You cannot be successful if you do not believe in yourself
  + You need to do the hard stuff to do the bigger stuff
  + You CAN take your capacity to FULL

# Day 15. Discovering Your Purpose - Gina Kiesel (6:22 min)

* Blue Diamond in doTERRA
* Discovering your purpose is the most important aspect for yourself and your business
* Idea: long-term strategy MUST be purpose
  + Success will not hold stronger players
  + Significance will help them stick with what they started
* Situation
  + The majority of the people in the world do not have a purpose
  + Many go through life without this
  + Successful people have a unique purpose
* How
  + Two questions
    - Passion – (points us to our purpose)
      * When in life are you in a high on being yourself, a burst of joy, energy, or fire
    - Strengths – (we are created/designed to have the tools we need)
      * What do you give average efforts to that produces above average results consistently
      * In order to be successful, you need to be good at what you are doing
  + Match the passion and desire with your talents and strengths
  + Important to take you to a place of clarity, etc..
  + We thrive when we are being who we are meant to be
  + Step into it and operate in it
* Apply to doTERRA business
  + Discover our purpose
    - Be what we are meant to be
  + How does the opportunity affect the way I run my business?
  + (many other questions)
* Encouragement
  + Seek your purpose
  + Be true to who you are
  + Bless the world…

# Day 16. Trusting The Process Maintaining Belief - Cherie Burton (11:06 min)

* Trusting in the process
  + All Diamonds deal with massive introspection, rejection, and seeming failure
* Everyone’s desire/ purpose is to help people
  + Deepest fear is… rejection
  + Must bust through this common fear that almost everyone has
  + Help people by connecting with them
  + You come to trust yourself when you do the hard thing and TALK to people
* People are looking for
  + Enthusiasm and certainty
  + If people feel certainty from you, they will follow you
  + They will bond to you subconsciously
* How to build passion, purpose, and certainty
  + Get clear on your vision
    - Clarity comes with engagement
    - Action brings the clarity – Jim Rohn
  + Get clear on your story
    - Be able to communicate that in a CLEAR way
    - When you speak it out, you inspire people
  + On the path to get answers
  + The oils have a mission, what’s my mission
    - Can I start talking about that and open my mouth…
  + Listen to those successful people who have come before
* Her story
  + She and sister had troubles
  + Joined doTERRA and made a pack to always do the thing
  + Has seen lots of systems come and go
  + Saw lots of leaders rise and fall
    - The people who were authentic with their story
    - Had trust with their builders
    - The people who have really found their passion, strengths, are the most successful
* Serve
  + Not everyone is going to listen to you or connect to you
  + If you are clear on your vision, those who need to hear from you will come
* Conclusion
  + Build your vision – it will carry you through rejection and when things gets hard
  + Money goes where passion flows
  + Go forth and slay those dragons

# Day 17. How To Power Through When The Going Gets Tough! - Ashlee Miller (9:32 min)

* Power Through
  + Every entrepreneur runs into the roadblocks when they wonder, “What are we doing?”
  + Take a deep breath and know that it is going to be okay
  + Apply some oils
    - Arbovitae – can help you get through challenges
    - Wild Orange – bring back some sass
    - Breathe – remind you that it will be okay
* Get some things scheduled
  + Appointment to move your body (walk, yoga, weights)
    - You are a priority and creating balance
  + Schedule something fun (movies, date, and friends)
    - This will rejuvenate you and help you in multiple ways
  + Schedule time to build your business
    - Just schedule something (some activity) that will build your business
  + Schedule some time to serve
    - Quick AromaTouch, time with kids, help someone with their house…
    - Reminds us that it is really not about us
    - Reminds you that you are progressing and making a difference
  + Schedule a mentor call with a coach that you respect
    - Need outside perspective – fresh eyes
    - It’s about showing up to get you moving forward
* These five appointments
  + Gets time there in the important ways
  + Resets your perspective
  + Helps you know what you are doing in your business
  + Reminds you that you will progress, and you will figure this out
* Her story
  + After Blue Diamond, she was ready to quit when comparing herself to others
  + Really overwhelmed with things
  + Then learned how to schedule things different
  + It was a hard bump at the time
* Other thoughts
  + Schedule the important things (five appointments above)
  + Look back at your past success
  + Embrace hope and encouragement
  + Ups and downs make you normal

# Day 18. Taking Action When You Don't Feel Like It - Brianna Coles (12:35 min)

* Taking action when you don’t feel like it
  + Not in the mood
  + Not motivated
  + Feel not ready, worthy…
* Questions
  + Goals, purpose, willingness, value of goals
* Things get in the way
  + Overthinking
  + Procrastination
  + Fear of failure
  + Waiting to feel like doing something before we act
* Overthinking
  + Thinking is good
  + Too Much: it’s possible to put too much thinking energy
  + Too much thinking leads to procrastination
  + Results come to those that act
  + “Think only enough to give fuel to action”-Ben Balden said this
  + Takes too much energy to think more than needed
* Procrastination
  + Reasons to not
    - Remove stress
    - Add order
  + Parkinson’s law
    - Work expands to fill the time available for completion
  + Takes way more energy to do tasks when drawn out with procrastination
  + TIPS to bust through
    - Set a timer for 10 minutes
    - Break down the tasks
    - Cost Analysis
      * What is it costing you to not move forward?
    - Book Recommendation: Eat That Frog
    - Do the biggest task first
      * Ben Balden - Like fitting rocks pebbles and sand together in a jar
    - Reward – reward yourself to make task-completing fun
* Failure
  + The only failure comes from not attempting it
  + Successful people keep moving
  + Accept: failure is a part of success
  + If it’s not something that’s going to kill you, just do it
  + Fear decreases when confidence increases
    - Confidence increases with action and experience
* Waiting to feel a certain way when we act [REALLY GOOD STUBB – BEN BALDEN\*\*\*]
  + Many people feel like they have to be in that mood or feeling or groove before they do it
  + TRUTH: You don’t need to FEEL like it to do it
  + The feeling usually comes when you act
  + Why is it hard in the moment?
    - It’s feelings
    - We naturally make decisions with feelings
      * Our brain (which initiates mood and feelings) is designed to protect us from
        + Scary or
        + Hard things
    - We don’t need to let our feelings drive
      * Act really fast to beat this “Feeling Response” from the brain
      * Book Recommendation: 5 Second Rule
        + The moment you have an instinct, count backwards (5,4,3,2,1, then GO)
        + Creates an ad hoc deadline
        + 5 Seconds of courage
  + Taking the action will help you feel the way you want to feel
  + Consider
    - Remember: What is this costing me?
    - What can I do to take even the smallest step to achieve the goal?
    - Waiting costs more energy
    - Doing gives you
      * Confidence
      * Feelings
      * Sense of accomplishment
* Last thought
  + “People with accomplishment went out and did something “—Loenardo
  + Courage to start and courage to keep going

# Day 19. Shifting Unhealthy Beliefs To Healthy Beliefs (Guided Visualization)Crystal Nyman (17:57 min)

* Clearing Self Sabatage
  + We do it without thinking about it
* Intention
  + Give you a tool to clear this from thoughts
* Intro
  + Identify non-productive beliefs
  + Learn how to change circumstances
  + Slipping back is less likely when we build new beliefs
  + Naturally rise to the next skill level
  + Propels us to self-discovery
* Problem
  + Negative self-love causes problems: relationship, and otherwise
  + Body remains in trauma status until trauma released
* Emotionally Charged Memories
  + These are stored in us like a computer disk
  + These are brought up when triggered by
    - Any sensory input that ties event to the memory (arbitrary seemingly)
* Trauma Source
  + Simply a look from a parent, sting of belt, harsh emotions even in the womb
* We attract the things that show up in our life
  + These things seem to come back on another level
* Good news
  + Issues are TOTALLY ERASABLE
* How To -> Guided Meditation
  + START
    - Apply an essential oil to open mind and heart (breathe, forgive, console…)
  + Take deep breaths breathing in and out
  + Say to self, “My mind is still. My body is relaxed and is sinking deeper and deeper into relaxation”
  + Continue to feel relaxed and let your body relax
  + Ask yourself the question
    - What is the main issue that is happening to you today?
      * (Could be emotionally, spiritually, financially, relationship…ly? )
    - What is your belief about this issue? What do you believe? How do you respond?
    - Where in your body to you feel this?
  + Gather up all the feelings that you have about the issue
    - All feelings, associations, emotional trauma, mental beliefs, etc…
    - Imagine pulling it all to one side of the body
    - Recognize it, get a good sense of it
      * What does it feel like, color, shape, noises, smells
      * What is the negative belief that has formed in regards to this issue
  + Now imagine
    - When you have a clear picture of it
    - Close your arm around that energy on that side of the body
    - Squeeze it hard and release that arm, hand
    - Imagine light coming through head and pouring into the other side of the body
    - Feel the light penetrate every cell of the body
    - Does a color, shape or picture show up? Any smell or sound…?
  + Now release
    - Allow you mind to open up
    - Receive the belief that you want to receive (on the other side of the body)
    - Get a clear picture of it. Feel it radiating.
    - Gather it together. Close your hand and anchor it, and then relax your hand
  + Light dissipates the dark
    - You have dark on one side of you and dark on the other
    - Open up the light and release the light
    - See the light merge and fill the dark side and dissipate all the darkness
    - Allow the light to completely fill the dark
    - Continue. Completely fill both sides of the body saturated with this light.
    - Let that light expand outwards from you body and expand it outward from you to fill your home, neighborhood, city, state, and the entire world and universe
    - Bask in the light
    - Feel the way you are feeling
    - Experience the new sense of self, the new healthy sense of belief
    - You are ready to move forward in your life with new results
* Emerge
  + Take a moment to journal what you saw and thought
  + Review these new beliefs
  + Return to this exercise whenever you feel those beliefs
  + Repeat
  + You will become amazing at releasing any emotional limits in your life

# Day 20. You Only Grow to The Point of You-Aaron McBride (7:21 min)

* Blue Diamonds
  + Elevate the bar of your beliefs, thoughts, patterns and behaviors, …
* His experience
  + Rather than bring cupcakes to school for birthday, bought a tree, the class planted it and then gave them tasks to care for the tree
  + Exciting challenge – every day they would take turns caring for the tree
  + They cared for the tree and then the tree outgrew them
  + Relate these lessons to growth in doTERRA
* We also
  + Need nurturing and care to grow and succeed
  + Nourishing resources: Pers. Dev., Product use, Encouragement
  + Real growth occurs inside of us
* How
  + Pinpoint our limiting beliefs
  + Accept: our potential is limitless
  + Let go of limiting thoughts
  + Create new empowering thoughts
* Action
  + Come to grips with what hasn’t worked
  + Care for, pick the weeds, and nourish
  + Pull Weeds
    - Re-organizing office, wasting time on TV, procrastinating tasks
    - Blaming others, complaining, wrong people,
    - Do your friends help you grow and bring out the best in you?
  + Get nurtured
    - Intake nutrients, new beliefs
    - Associate with people that will build you up
* “If you don’t like how things are, change it.”

# Day 21. Authentic Leadership-Stacy Paulsen (11:40 min)

* Importance of Authentic Leadership
* Two points
  + 1) Seeing people as people
  + 2) Authentic Clarity
* Two Experiences
  + One leader who shunned others when someone “more important” was around
  + Meeting a busy Emily Wright at corporate offices, who took time to meet people
* Looking for clues
  + Do you complain about people or see them as problems to be fixed on your team?
  + This will let you know there needs to be a mindset shift
* How to
  + See that person as a PERSON
  + Look into their needs, who they are
  + What makes them tick, accept them
* Authentic Clarity
  + You have your own strengths
  + Discover your strengths (unique talents)
  + Help others discover their strengths
  + Get clarity on your strengths and your business
  + Paradox of Success
    - As we get clarity, we create success
    - Success brings more opportunities and options
    - Opportunities and options creates Chaos and Confusion
    - TIP
      * Less is better
      * Do fewer things, but do them better
      * Get clear on the things that we don’t do in our business
  + Book Recommendation: Essentialism
  + Energy
    - Focus your energy (lots of energy) and go BIG in ONE direction
    - Priorities must be clear
* Priority Questions – 7 Questions
  1. Who is the priority in my life? [Her answer: God]
  2. What is the most important work I can do for them?
  3. What does success look like for them?
  4. What is the primary obstacle in achieving that intent?
  5. What is my best response to that obstacle?
  6. What is the least valuable activity I can give up to move forward in that work?
  7. What is the next physical step I can take to move forward today, thinking start small and move big?
* Her experience
  1. doTERRA network marketing is the best you can give up
  2. She eliminated online building because it was a distraction

# Day 22. Back To The Basics And Keeping It Simple - Cami Buchta (9:43 min)

* Getting Back To The Basics
* How you doing?
  + Are you growing? Wondering what to do next?
  + There is a HUGE breakthrough around the corner
* How
  + Get the the root of the cause
  + You may have lost the joy of building the business
    - Your team might be burned out by calls, training, and pushing
  + Solution
    - Doing what you were doing when you first started
* Activity
  + Get a paper out and draw three circles with a space in between
  + First circle write date when you started
  + Middle circle write today’s date
  + Connect these with a line
  + Draw an arrow from middle circle back to the first circle
  + Draw your big gnarly goal and timeline (goal) in the third circle
  + Final Step: Draw a BIG FAT thick arrow going from third circle back to the first circle
  + The Point: Going back to the basics will get you to the big goals
    - Start enrolling again
    - Teaching classes again
* Moving forward
  + Think about what you were doing when you first started
  + In the beginning
    - You were excited about essential oils
    - Talking to everyone
    - Sharing, etc…
    - THESE are the basics
  + Confusion
    - Sometimes we think we need sophistication and training to move forward
    - Your joy and enthusiasm first attracted them
  + Returning to the basics
    - Place of joy
    - Place of inspiration
    - Makes your work so basic and simple
* How to use this
  + Rediscover the passion you had in the beginning
  + If you have teammates who are not growing, help them
  + Presidential Diamonds still do the same simple things
  + K.I.S.S. – Keep is simple stupid
  + Share, Invite, Prepare, Enroll, and Support

# Day 23. Belief Into Action - Kelly Anderson (9:42 min)

* Presidential Diamond
* Putting Belief into action
  + How do I rank advance? Is it a heaven yes? Faith
  + If you have faith, you can ask for anything you want
* What it looks like
  + Working first on mindset
    - Something new to trigger your mind and help you remember this is what I want or where I’m headed
    - Add an affirmation or mantra statement – “I’m so excited and greatful to … on or before … .”
    - “Why is it that I always find strong leaders and builders?”
    - You have powerful questions that represent the results you want to achieve
  + Think with the end of the mind
    - Start with six weeks out
    - Get ready to go the night before the first – plan it all out beforehand
    - Not in a rush, not desperate, got a plan in place
  + Surround yourself with people who believe in you
    - Talk to people who have already done this before
    - What she would say
      * What you like most about your business
      * What lights you up
      * Help people see the strengths that they already have
    - Inspirational stories
* She read a book – Something about Now
* If you are ready, and it’s a heaven’s yes, make a plan, find some anchors

# Day 24. Nurturing Our Teams- Farrah Collver (9:44 min)

* Blue Diamond – Alaska
* Nurturing Our Teams
  + Love to nurture
  + Not a big enroller
    - Has only enrolled 50-60 people
    - Has a team of 16,000
    - Nurturing is how she has grown her team
* Take it in
  + Take the parts that resonate
  + Don’t beat yourself up on the parts that don’t resonate
    - It is okay if this doesn’t resonate with you
  + Just celebrate your talents and strengths and go forward
* Nurturing Components
  + Compassion
  + Respect
  + Provider of Resources
  + \*\*I built my business through friendship and generosity and providing resources
* Compassion
  + Come to business and organization with compassion
  + Empathize where they are in life
  + Respect what they bring to the table
  + Create a space that is respectful and free
    - Try, buy, enroll, build, lead…
* Friendship
  + People are more important than oils, teams, etc…
  + People come first in every part of the organization
  + Every place that she can, she wants to put them first
  + Sometimes a chat about business turns to a chat about them as a person
  + Never comes across as a sale – it is a free choice
* Generosity
  + Giving as big as you can
  + What we sow we will reap – a giver at heart (doTERRA makes it possible to be generous)
  + Giving in so many areas
  + Feed and nurture the team
* These 4 areas
  + Nurturing as many people as possible
* Being a Resource
  + Let people use and do what works for them
  + Not TOO many choices (which leads to overwhelm)
  + Tools, oil information, ideas
  + Places
    - Two Facebook Groups
      * Users – don’t talk business
        + Place to learn about business
        + Once a month an invitation to learn something about the business
      * Sharers (Everything business related)
        + Nurtures them in every capacity
        + Hobbyists (referrers) or Full-time sharers
    - Home
      * Let your home be a great place to be nurtured
      * A place where people can be nurtured the best way they can
    - Phone call
      * Nurturing can come through your voice
  + Let it all come out

# Day 25. Becoming A Leader Of Leaders-Kari & Gary Sammons (10:49 min)

* Becoming a leader of leaders
* Who do you want to work with
  + Own story
    - Didn’t want to do this as a business in the beginning
  + Others
    - They feel the same way
    - Didn’t want to do it at first
    - Worked with them and built relationships
  + Who to look for
    - Those who love the products
    - Those who naturally share them
    - Those who are not fussed with getting a check from doTERRA
    - Looking for qualities (hardworking, integrity, teachable, good attitudes)
* Working with them
  + Draw out the leadership qualities in the beginning
  + Empower the leaders rather than Forcing
    - Don’t create fake Elites (fake leaders)
    - Take the time to build strong leaders
    - This will pay off in huge ways
  + Make sure you know your leaders
    - As you mentor them and work with them
    - Know intimately their goals, passions, and visions are
    - Their participation in their doTERRA Business is about them
    - They will learn our intentions by your actions
    - How
      * Ask them
      * Communicate them in the ways they want to be communicated with
    - Know the mindset of the leaders
      * Blocks & Beliefs
      * Skill set & tools easy
      * Blocks need to be dealt with to make progress
* Get the leaders out of the nest
  + Their people need to start seeing them as a leader of their personal team
  + Own Story:
    - She started out just inviting people to her upline’s class
    - There was a point when she knew that her people needed to hear from her
  + Now work toward it
    - Teach for them, then teach together, and then do it together
  + Defer to your leaders
    - What do they think, let the leaders … lead
  + Fade into the support role
    - They set up their own team, groups, training, etc…
* Grow yourself into dymanic leaders
  + All about personal development
  + Read
  + Watch webinars
  + Learn from other leaders
  + What makes a leader
    - Someone who is leading others

# Day 26. YOU Are Your Brand - Holly Lo (6:58 min)

* Canadian Founder & Presidential Diamond
* Establishing your own image and your own brand
* Amazing opportunity
  + Company has already branded their own products
  + We don’t need to do any branding here
  + They do a great job
* Branding for us is about You
  + How do you want your image to be portrayed?
  + What do you want others to think about when they think about you
  + Question #1
    - If you strip everything away from whatever anyone thinks you are
    - Pull away all the elements from who you think you are (kids, background, etc.)
    - What is left? Your naked self.
    - What is the special thing you bring to the world
    - \*\*\*Take some time to find that answer
  + Question #2
    - Who do you admire? Who do you want to be like?
    - What is it about in that person that you would like to have more of in yourself
    - This is not comparison, this is a healthy admiration
    - Get down to the details
  + Question #3
    - What do you want to create? What legacy do you want to leave?
    - What is your passion at its very root core?
    - Strip it down to the basics looking at just you
* How are you going to present or represent that brand?
  + Social media, blog, website, image, clothes, etc.
  + Key point: Be Consistent
    - Maintain cohesion
    - Narrow your focus
    - Be consistent in how you show up in that brand

# Day 27. Building From Ease Vs Effort-Kari Coody (5:40 min)

* Blue Diamond
* Coming from a place of Ease vs. Effort when you are building your doTERRA Business
* Her background
  + Her strengths: Achiever is her top strength
  + Achieved, but didn’t feel fulfilled – just checked off the list to feel like you have accomplished something
* Her Discovery
  + Find things that you love doing, your strengths, come from a place of ease
  + Discover things that come natural to us that bring a joy into your lives
* A few things to do to stay on the path of building from a place of ease
  + Think about what felt light and what felt heavy every day …
    - Review every day to see where your talents, strengths, and joys come from
  + What felt joyous
    - What would you do even if you didn’t have to
    - Something that you would do even if you weren’t paid to do it
  + What felt heavy
    - Are there things that you don’t need to do at all
    - Are there things that other people can do better (or prefer to do)
  + Simply think about those things
    - Switch them around
    - Do more of what you love
    - Do less of what you don’t love

# Day 28. Recognizing And Working Through Money Blocks-Scott E Ford (9:14 min)

* Working Through Money Blocks
  + Took a lot of time working through it
  + Book Recommendations: Think and Grow Rich from Napoleon Hill
  + Challenges to creating wealth
    - Main one: money blocks
* Law of Attraction
  + We have thoughts and beliefs
  + Who we are is exactly who we believe we are
    - What we believe we are capable of earning
    - What we believe we are worth
* Overcoming money blocks
  + It will take time to breakdown and work through these money blocks
  + Focus on Three Experiences (which many of us have)
    - Entertainment – Bad guy is a wealthy individual full of greed and immoral
      * Unsporting belief – rather be poor and good than rich and bad (money is the root of all evil)
    - Parent’s Conditioning – through words
      * “We can’t afford that.” “It’s too expensive.” “We don’t have enough money.”
      * Don’t use these limiting words
      * Instead answer with, “I choose not to purchase that at this time because I have better things to do with my money.”
    - Emotions Connected to Paying Bills
      * It’s emotionally packed: fear, frustration, anxiety, anger, guilt
      * Associate new emotions: gratitude, power, thankfulness, happiness, abundance (gratitude is the ultimate emotion here)
      * Only you have control over this
* Action
  + Go to the bank and get a clean, fresh, crisp $100 bill
  + Feel good every time you see it
  + You can always say that you have money (I have enough, but I choose to do something else with it)

# Day 29. Finding Builders-Rhonda Ford (9:21 min)

* How do I find builders?
* Getting users is like getting builders
* Tap into yourself?
  + How are you as a leader?
  + Get over yourself. Get over your limiting beliefs. You need to be a leader.
  + Be good with yourself. Own who you are. See yourself as an amazing incredible builder.
  + Stop sabotaging yourself. Evaluate yourself (why are you not attracting builders?)
  + What are you doing every day to attract builders (it is not about you, it’s about serving)
  + Step into who you are and who you can be.
  + Every day, go through your affirmations
    - If you have a negative block, you will block those you could be attracting
    - Saying things over and over again is not enough, you must FEEL and experience it
  + Get clear on what you want, your vision
    - Repeat and envision your vision (see yourself there with all your 5 senses)
  + Work on yourself – personal development
* We don’t find builders, we create and develop builders.
  + Get yourself right and then help others
  + Look for the people
    - They most likely start as users
  + Educate people
    - Weekly consistent classes
  + Present the opportunity
    - If anyone is interested in earning money or getting your oils paid for, contact me
    - Share opportunities for the business opportunity
    - Have your own business story
      * Get the story ready, so you can share it with people
  + People don’t care how much you know until they know how much you care
    - Ask yourself, everyday
      * Who can I help today
    - Use the oils
    - Believe
      * More in yourself
      * More in the product
      * More in the company
* Call to action
  + Write out 10 to 20 affirmations
  + Put that to music as you review it everyday
  + Get pictures to help you
  + Always include “I know, I belive, I feel …. Thank you, thank you, thank you…”

# Day 30. Investing in Your Success-Roxane Bybee (12:29 min)

* Investing in your success
  + When you first start, you may not have much to use
  + Her story, they had nothing when they first started in doTERRA
    - They had debt, mortgage, little resources
    - Husband was eager to invest (buy kits, etc…), but she was reluctant
    - When they jumped in with both feet, things happened
    - Corporate Events were not negotiable
      * Convention, Leadership Retreats, Incentive Trips…
* Investing
  + Look at it like any company
    - Need to attend events (not negotiable)
      * Hard to pay costs or find a babysitter
      * Get creative and invest in yourself
      * Even the incentive trips pay you back
    - Invest in people getting to the events
      * Purchase convention tickets for people (make them earn them)
    - Put time, resources, and love into your team
  + Investment in doTERRA will pay you back every penny and then some
    - Avoid going into debt, but you may not have a choice
    - The amount of investment you need to put into doTERRA is way smaller than traditional businesses.
  + Be creative
    - Ideas will come to help you come up with volume and enrollments

# Links

[Day 1. Busting Through Fear-Brianne Hovey](https://soundcloud.com/user-572468099/day-1-busting-through-fear-brianne-hovey?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 2. Joy In The Journey - Jessica Iddings](https://soundcloud.com/user-572468099/day-2-joy-in-the-journey-jessica-iddings?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 3. How to do this with your spouse-Dawna T](https://soundcloud.com/user-572468099/day-3-how-to-do-this-with-your-spouse-dawna-t?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 4. How to create massive momentum in your teams-Li Fryling](https://soundcloud.com/user-572468099/day-4-how-to-create-massive-momentum-in-your-teams-li-fryling?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 5. Team Culture-Jennifer Brady](https://soundcloud.com/user-572468099/day-5-team-culture-jennifer-brady?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 6. Work/Life Balance - Dana Moore](https://soundcloud.com/user-572468099/day-6-worklife-balance-dana-moore?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 7. Confidence In Our Company (dating DoTERRA)-Lindsay Knapp](https://soundcloud.com/user-572468099/day-7-confidence-in-our-company-dating-doterra-lindsay-knapp?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 8. Creating an Environment for Success-Melyna Harrison](https://soundcloud.com/user-572468099/day-8-creating-an-environment-for-success-melyna-harrison?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 9. Mastering Your Magnetism - Mikalena Knight](https://soundcloud.com/user-572468099/day-9-mastering-your-magnetism-mikalena-knight?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 10. The Difference Between A Good Leader And A Great Leader-Michael Rothschild](https://soundcloud.com/user-572468099/10-the-difference-between-a-good-leader-and-a-great-leader?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 11. Dreaming Bigger Deep Why Higher Purpose-Betsy Holmes](https://soundcloud.com/user-572468099/day-11-dreaming-bigger-deep-why-higher-purpose?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 12. Scarcity Vs. Abundance-Jen Frey](https://soundcloud.com/user-572468099/day-12-scarcity-vs-abundance-jen-frey?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 13. Growing Your Vision So Others Want To Follow-Janelle Parrington](https://soundcloud.com/user-572468099/day-13-growing-your-vision-so-others-want-to-follow-janelle-parrington?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 14. Removing Limiting Beliefs - Rachel Jones](https://soundcloud.com/user-572468099/day-14-removing-limiting-beliefs-rachel-jones?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 15. Discovering Your Purpose - Gina Kiesel](https://soundcloud.com/user-572468099/day-15-discovering-your-purpose-gina-kiesel?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 16. Trusting The Process Maintaining Belief - Cherie Burton](https://soundcloud.com/user-572468099/day-16-trusting-the-process-maintaining-belief-cherie-burton?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 17. How To Power Through When The Going Gets Tough! - Ashlee Miller](https://soundcloud.com/user-572468099/day-17-how-to-power-through-when-the-going-gets-tough-ashlee-miller?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 18. Taking Action When You Don't Feel Like It - Brianna Coles](https://soundcloud.com/user-572468099/day-18-taking-action-when-you-dont-feel-like-it-brianna-coles?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 19. Shifting Unhealthy Beliefs To Healthy Beliefs (Guided Visualization)Crystal Nyman](https://soundcloud.com/user-572468099/day-19-shifting-unhealthy-beliefs-to-healthy-beliefs-guided-visualizationcrystal-nyman?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 20. You Only Grow to The Point of You-Aaron McBride](https://soundcloud.com/user-572468099/day-20-you-only-grow-to-the-point-of-you-aaron-mcbride?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 21. Authentic Leadership-Stacy Paulsen](https://soundcloud.com/user-572468099/day-21-authentic-leadership-stacy-paulsen?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 22. Back To The Basics And Keeping It Simple - Cami Buchta](https://soundcloud.com/user-572468099/day-22-back-to-the-basics-and-keeping-it-simple-cami-buchta?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 23. Belief Into Action - Kelly Anderson](https://soundcloud.com/user-572468099/day-23-belief-into-action-kelly-anderson?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 24. Nuturing Our Teams- Farrah Collver](https://soundcloud.com/user-572468099/day-24-nuturing-our-teams-farrah-collver?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 25. Becoming A Leader Of Leaders-Kari & Gary Sammons](https://soundcloud.com/user-572468099/day-25-becoming-a-leader-of-leaders-with-kari-gary-sammons?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 26. YOU Are Your Brand - Holly Lo](https://soundcloud.com/user-572468099/day-26-you-are-your-brand-holly-lo?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 27. Building From Ease Vs Effort-Kari Coody](https://soundcloud.com/user-572468099/day-27-building-from-ease-vs-effort-kari-coody?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 28. Recognizing And Working Through Money Blocks-Scott E Ford](https://soundcloud.com/user-572468099/day-28-recognizing-and-working-through-money-blocks-scott-e-ford?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 29. Finding Builders-Rhonda Ford](https://soundcloud.com/user-572468099/day-29-finding-builders-rhonda-ford?in=user-572468099/sets/30-days-of-mindset-coaching)

[Day 30. Investing in Your Success-Roxane Bybee](https://soundcloud.com/user-572468099/day-30-investing-in-your-success-roxane-bybee?in=user-572468099/sets/30-days-of-mindset-coaching)