amazing self

Amazing Self Session

How to achieve MASTERY of your Health, Wealth Relationships and Mindset

An Interview with Marie Forleo

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MARK: Hello everyone. My name is Mark Ling and I'm from amazingself.com. Today I've got with me a very special guest. Her name is Marie Forleo. Marie is a best selling author, speaker, online entrepreneur, NIKE athlete, fitness personality, dating and relationships guru, a dance chorographer; she's also been a life coach to several Fortune 500 executives. The thing about Marie is that she has defied conventional wisdom and she achieved phenomenal success across multiple industries.

Marie has appeared in the New York Times, Shape Magazine, on the Rachel Ray Show, ABC's 20/20, CNN.com, Forbes.com, HSN and has done countless interviews on radio and TV.

What excites me about bringing you this interview today is that Marie is a true renaissance woman who has a lot to share with you from her success in the four main areas of personal development. That's health, wealth, mind, sex, and relationships. Without further ado, I want to introduce to you guys to the amazing Marie Forleo. Well welcome.

MARIE: Thank you so much Mark. It's so great to be here with you.

MARK: It's great to have you here. First of all, I was just wondering if you'd mind inspiring everybody with your background story. It's quite something.

MARIE: Yes, it's so funny because as you were reading all the things that I've done it makes me sound a bit schizophrenic but the truth is it's really interesting how I got here. I started off studying finance when I was an undergrad. My first job after college was on the New York Stock Exchange on Wall Street.

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I was a training assistant on the floor of the New York Stock Exchange. It was amazingly exciting; the potential to make a lot of money was there, the hustle and bustle of everything. After about six months at that job I had this feeling inside that I was meant to do something else. I didn't know what that something else was going to be but I knew I wasn't meant to be on the floor.

I knew that being in finance wasn't going to be my career and it terrified me. My parents had just invested all this money in my education. I had done so many things to get this job. I felt like this isn't it. What do I do?

That intuitive hunch that I was to do something else got so over powering that I just decided to quit my job and search for what I was supposed to do with my life.

Because I was very passionate about creativity and art but I was also very passionate about business and making money, I put my brain to work. I came up with maybe I want to go into publishing, into magazines; because there's art, there's commerce, there's a blend of creativity and making money.

I landed myself a job at a magazine called *Gourmet Magazine* which was all about food and beautiful wine and things like that. I got a job as an Ad Sales Assistant on the advertising side. I got to work. Really exciting but then the same thing started to happen.

About six months into my job I realized God I don't want to be my boss. You know like; I don't want to climb up this corporate ladder. If I don't want to be my boss, I don't want to be the publisher of a magazine, what the hell am I doing here? I've got to get out.

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Then, I thought to myself maybe I'm leaning too much on the business side. Maybe I need to go more creative. I finagled my way into to a fashion magazine and it was called *Mademoiselle*. I got into the fashion department and I began work as a Fashion Assistant which all that means is I would go to show rooms and have the privilege of going to places like Calvin Klein, and looking at swimsuits and bringing them back to the magazine and helping them decide what went into the page.

Again, it was very glamorous, very fun and I thought maybe this is it. This is so much fun. I'm like a young girl in New York City. I get to play with clothes all day. I'm getting great money and of course, it started to happen again. I had that gnawing feeling in my stomach, that knot that just says God; this is not what you're supposed to be doing with your life.

At that time Mark I was engaged to be married and my fiancé and I were living in this tiny little studio apartment in the West Village in New York City. I remember going online one day when I should have been working and I found this article about Life Coaching. There's this whole thing about this brand new industry that was just being born and that there was folks out there starting this entire business around supporting other people. Strategically helping them whether it was planning their career or plan their business or plan their life and something inside lit up in a way that I have never experienced with any of the other jobs that I did or anything else that I had in my educational career.

It sounded crazy because at that time I was all of 23 years old but something in me said you know what, you have to pursue this. What I figured I would do is sign up for a coaching institute. It was

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actually coaching university. They had three year program at that time and I started studying how to be a life and business coach at night while I still worked at *Mademoiselle* during the day.

Interestingly, enough six months went by I was still really into the whole coaching thing but then I got a call from HR and it was about a job offer from *Vogue*. Now, *Vogue Magazine* as you probably know in the fashion world and in the magazine world is the queen bee. I remember thinking to myself and even talking to my fiancé at that time and going, "Wow, there's this incredible opportunity at *Vogue*. It's very prestigious. It's more money. It's a definite career track but I'm really digging all this coaching stuff that I'm learning."

It was one of those proverbial forks in the road. I remember thinking to myself what do you really want Marie? You're 23 years old; this is a bi decision and that little voice inside of me said screw *Vogue* do this weird life coaching thing. I got the guts up, I turned down the job. I quit working for corporations and I just went back to restaurant work.

I started bartending and waiting tables and doing anything that I could to bring in money while I began to build my coaching business. That was all well and good. It actually started off pretty great. I put up a website. I started publishing an email newsletter and little by little I was getting clients.

Then, I came across a class about how to use something called E-Books as a marketing tool for your coaching process. I was like well if I'm in this business I need to learn how to market and that sounds like a great idea. I signed up for this little mini course. It was like a four week course about using E-Books to market your coaching practice.

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Luckily, it was with a guy named Dean Jackson and I don't know if you know Dean Jackson but he's pretty legendary in the marketing world. I had no idea I was stepping into just a really good situation. Because I was still fresh out of school I was very in the habit of doing homework. When you're in college at least for me I was very dedicated to doing homework.

When Dean gave us homework for this course we were in I really took it seriously and did it. He said, "Just pick a topic that you're passionate about, that you would like to research, that you would write an E-book about that you think other people would enjoy reading that they would get value from and that could support the growth of your coaching business." I thought to myself, what do all my clients talk to me about right now?

Well, most of them were women and they all wanted to talk about relationships. I love to talk about relationships. I was recently engaged. It was just a hot topic and I figured this is something that I could really get into. I don't know where it came from Mark but the title "Make Every Man Want You", just appeared in my mental theater and I just thought it was the best thing.

I don't know if you've ever had this experience, not to sound egotistically but you know when you have a good idea and you just know it's a good idea? You know something about that idea is just on. I remember buying the URL and going okay, I'm going to do this.

Fast forward a couple weeks, I write this E-book called "Make Every Man Want You" and it was all about how to get a guy, how to have a great relationship but then there was one big problem.

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Out of writing this book about guys and relationships and love I discovered I didn't want to marry the guy that I was engaged to.

It was devastating. It was awful. Our funds were co-mingled. it was embarrassing, here I am this brand new kind of life coach person trying to put together a book to sell to other people, meanwhile the very act of writing the book brought up so many things that were incomplete and just not worked out in me I was just like oh, my God what am I doing to do.

It was a real crossroads. Writing that initial version of the book was a real blessing because it turned out that I just gave a hard look in the mirror and I said to myself I can not be a life coach selling love and happiness, love if that's not what I'm living.

I took the E-book which was actually starting to sell now off the market. I broke off my engagement and I made a commitment to myself. I said, "There's got to be information out there about relationships, about happiness, about making great money that exists but I haven't found it yet"

It was hard. It was very hard for me to come to that realization but I'm really grateful for all the training that I got at Coach University. I felt like the tools that I had at that moment in time were some what old school and out dated. Just to give you an example I was always taught it's all about writing these very clear goals and doing acclamations and writing in your journal every day and meditating and it's just this whole list of things to do to improve yourself but the problem was they weren't working for me.

I felt like what is wrong. I'm doing everything that everyone says you're supposed to do but it feels like crap. I just made up my

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mind. I decided to go on a new odyssey to find new information not only about relationships that actually work but just about how to have a great life and have it really work from the inside out.

I went on my journey and I started finding new teachers and I discovered this whole wealth of information about living in the moment. Not from an old school kind of esoteric place but from a really practical stand point about understanding that you have a mind but you're not your mind and getting that life is not meant to be lived for some day. You know what I mean?

It's not about getting the goals some day or about reaching something out there or being happy when you get the big paying job or you get the boyfriend or the husband or the girlfriend or whatever you're searching for. It was a real pyridine shift for me because everything previous to that point was so future oriented or working on your past and no one had ever given me a tool kit to really access my genius right now.

I started experimenting with these new tools and very quickly my world opened up. One of the things that I had hidden from most people and even from myself to some degree as I always had all these different passions. If you think back to the beginning of the story when I tried working on Wall Street and then in advertising and I tried all these different things. Part of the reason for that was because I had a lot of different interests and I thought there was something wrong with me because I couldn't express them all in one job.

What I didn't realize at that time earlier was that I'm really a multi-passion entrepreneur. When I started playing with all this live in the moment stuff I started getting real with what I really wanted.

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I had a passion for hip hop and dance. I had a passion for fitness. I had a passion for spirituality, for business, for marketing, for all kinds of stuff. I finally got to that place where I was like you know what I'm just going to let myself do everything. I'm going to let myself go start taking dance classes because I had a passion for hip hop but I never had any dance training. I really loved coaching and now that I was learning about all this live in the moment stuff I felt like I had real tools to share with people that actually work because they were working for me.

My life quickly turned around. It went from being pretty painful and happy on the exterior but miserable on the interior to being very fully integrated and having a multifaceted life that started working. I started making a lot more money. As soon as I started taking dance classes my teachers who were hip hop teachers at that time all told me, "Marie, you should be teaching. You're like really good."

I listened to them which is something that I would never have done in the past because I would have had too much insecure thoughts. Very quickly after I started teaching dance, excuse me, taking dance I started teaching and then I think it was like my second hip hop class or so, someone in the back of my class was a producer from MTV. She came up to me after my class was over and she was like, "You're really good. We're looking for a choreographer for a new show this season. Do you want to come in and audition and try out?"

I was totally blown away Mark, because you have to get, in the dance world, like being at this time I was about 25 years old. Twenty five is ancient. It's like over the hill. I was really excited. I

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went in, landed a job with MTV and then everything started taking off from there.

My coaching practice started making a lot more money. I started doing fitness videos. Eventually got picked up by NIKE as one of their first NIKE dance athletes and master trainers so I helped them develop and deliver a program called the "NIKE Rock Star Workout."

Around the same time I also met the man of my dreams and this time it was complete different than my first time around. Josh who is my fiancé today we've actually been together for over seven years, best relationship of my life. Around the time of fitness and dance and everything that started to take off I kept getting these emails from people who had heard about the original little E-Book, a couple years back. They're saying, "I heard you did this book called, "Make Every Man Want You." Why can't I find it?

We'd send emails out saying, "I'm so sorry. It's being revised. It's off the market." Finally, I said to myself I said "There are people wanting information from me and it's really not a smart business move to not have something to sell them.

I had gone through so much. I had learned so many new tools. I had changed my life so dramatically and my relationship were working better than ever that I felt it was really my obligation to get this information down and do a new version of the book that would server people in a tremendous way.

That's what I did. I sat down. I wrote, "Make Every Man Want You." because I was doing so much in the world of dance and fitness and traveling around. I didn't have the bandwidth to go to a traditional

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published. I just didn't want the headache. I figured if I could hire class A designers and copy editors and everyone that could help me put together a great self published book that I could just do it myself, get the product out there and just see how it goes.

We published "Make Every Man Want You." as a self published paperback book. We sold about 8000 copies within an 18 month period. It was really really good, that's with no major media, no advertising; simply Internet marketing and good old fashioned word of mouth.

Once that happened I felt like I was on to something. I was like all right this book has legs. I don't want to be in the self publishing business but I do want to get this message out there to as many women as I could possibly reach. That's when I got myself an agent. We sold it to McGraw Hill and the newest version which is the current version that's out right now was published in 2008 and it's not in nine languages and counting.

I'm really, really proud of that.

MARK: Wow, that's really impressive.

MARIE: Yes, thank you. It's a great little book. It's a bit of Trojan horse the full title is "Make Every Man Want You. How to be so irresistible you'll barely keep from dating yourself." Really fun but it's more about how to have a great life and very spiritual kind of concepts more than like tricks to get a guy.

That brought me up to the book and I started getting a lot of emails from women who had been following me for quite some time because I had kept my newsletter publishing up and people were

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keeping up with what I was doing. Women were asking me how were you running a business and you're doing all this cool stuff and you don't seem crazy.

Like you don't seem like lunatic. You actually seem pretty normal and happy. I said, "I really practice what I preach". The one part of the puzzle that I had not been sharing as a quote on quote life coach was my passion for marketing and specifically for Internet marketing and for creating and developing program online that you can sell to people all over the world.

I had another one of those moments where a title came to me and this time it was called, "*Rich, Happy and Hot*" I was like whoa, that's really cool. I like that. I realized at that moment that that was the next evolution of my business. That it was now time for me to take all of my experience in health and fitness, in relationships and now also in business and merge it together in an umbrella brand called, "*Rich, Happy and Hot*" where I could teach women not only how to make money doing what they love but also how to have a great life while you do it.

It's an interesting balance not that it's any less of a challenge for men but I think as women there's so much of this legacy from ancient times where we're so used to doing everything around the house and taking care of the kids and that's kind of in our genes. Then, when you add on the financial responsibilities and the creative responsibilities of running a business many of us feel like oh, my God do I have to be Super Woman?

It's time for us to kind of re-write the rules and have new tools on how to do this in the most efficient and effective way and also not to lose our femininity while we do it. I know Josh doesn't want to

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have a masculine business owner as a partner. He wants a soft, feminine, loving lady and sometimes I need to draw upon my kind of bad add, hard ass side in business and sometimes I need to really let that go.

I figured hot was an opportunity for me to address women on multiple levels on what it really means to have it all in modern times. That's kind of where we're at and I think the biggest most recent development for me was what happened last year when one of my personal idols and mentors Tony Robbins, his folks gave us a call and they were doing a new program called, "*The New Money Masters*".

It was about people who are doing really well online but that also have great lifestyles. They have interesting stories and are out there doing great things but they also really pay attention to their family and to giving back and all that kind of good stuff. At the time when they called they had interviewed 11 people and all of them were men.

They didn't have any women entrepreneur. They were like we think you could be it. I was like I would love to be it. We kind of went back and forth and we found out that they selected me for this program. I flew out to Tony's house and he interviewed me and it was kind of one of the coolest full circle moments ever because I told him, I said it was less than 10 years ago that I was listening to your tapes and you completely inspired me to do what I'm doing right now.

It was a very cool thing. That's kind of where we're at today.

MARK: That's fantastic. I just want to just go back a moment. You're talking about living in the moment and just to clarify to that people that

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doesn't necessarily mean not like spending all the money you've got right now and having the best couple of weeks of your life.

MARIE: No, absolutely. It's more of a philosophical and almost like a spiritual practice. It's certainly nothing you could say I'm going to live for the moment and blow all my cash and run off to Vegas, do something crazy like that. That's definitely not what we're talking about.

For me, I noticed that so much of my time and attention was either into the future, worrying about how things were going to turn out or working on goals or stressing, do you know what I mean? Just constantly off in future oriented type of scenarios or I was beating myself up about the past going like why did you stay on Wall Street so long? If you would have got out of there sooner you know what I mean, you could have started your business sooner even little things like at parties why did you say that to that person? That was really dumb.

My attention was splintered. It was never where I was actually at. It was almost like my body was present but my mind and my being was some place else if that makes sense.

MARK: Yes.

MARIE: I didn't realize what a huge a determent that was to my ability to be successful and to be happy.

MARK: Yes, for me you clarify if you think I've got this wrong here but for me what you're saying is it's about enjoying the whole journey.

MARIE: Yes.

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MARK: It doesn't mean that you're not planning ahead.

MARIE: Yes. Actually, what you just brought up is a very interesting paradox that I've been spending a lot of time thinking about and also talking about lately because if you want to be successful in any thing of course you can't have all of your attention in this moment. You do have to have a future vision but most of us make the mistake of being lopsided, you know what I mean?

MARK: Yes.

MARIE: They're so much attention on the future that we do miss the journey. We miss those incredible moments or we have no ability to slow down and actually take a break. People that don't have enough of a future focus find themselves just bouncing all over the place because there's not a through line.

There's no clear vision that's pulling them ahead so they're very susceptible to get distracted by every bright and shiny object that comes their way. They seem really busy but they're never actually accomplishing anything.

MARK: Yes, like my step mother when was in High School because my father remarried when I was 16, she was always being someone that saves and saves and is always ahead three or four, five years in the future. I've been sort of noticing and watching that. You can't change her. You can't change people. I'm not that kind of person.

The thing about it is even now because that was 15 years ago; her whole life doesn't seem to be...she's happy but not as happy as she could be because she's always to me always looking ahead five years in the future and not enjoying life right now. Life right

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now I believe and I believe that there are probably a lot of people listening to this that could say the same thing.

That life right now could actually be pretty good if you actually took a moment to enjoy everything that's happening right now whether that be the challenges that you're facing or some of the successes that you're going through.

MARIE: Yes, even just the simple act of recognizing that we're breathing. I know this sounds silly but anyone listening to this audio, you're listening to it probably right on a funky little thing called a computer or maybe even a phone or something called an IPOD which for much of the world is an outrageous luxury. You know what I mean?

MARK: Yes.

MARIE: Taking the story of the very small things and going like wow, I do have a roof over my head right now. Okay, that's great. I'm breathing. Okay. Check. I can see through both eyes or maybe I can hear or I can walk on both feet.

You start looking at what you have in this moment and all of a sudden you really start to train yourself to look for what's working. When things that aren't working pop up you have this incredible momentum and its energy to kind of almost lay over it so you can start looking for solutions.

It's a very practical way of training yourself to be and it's especially practical for handling really big challenges.

MARK: I think for me one thing that's really got me in the moment right now

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in this stage of mine life has been the birth of my own son.

MARIE: Yes.

MARK: Children grow up so fast. I know they grow up fast even though he's my first son because my little sister was born when I was 17 so she's already in high school already so it didn't take that long. Yes, I try to soak in every moment that I can with my little boy who is seven weeks old at the time of this recording.

Yes, I'm sure a lot of people have a lot of things going on in their lives on a similar sort of scale, maybe not have a newborn son or something, you may have something else going on but you can always be a never ending trap of thinking in the future and not enjoying the present very, very easily.

MARIE: Yes.

MARK: You can feel on top of the world when you're thinking about things that are going on right now. Even if it's just as little as like you say thinking about breathing. I had a really bad chest infection a few weeks ago and I was thinking to myself man, it's really interesting how the moment you lose one little body part you start to realize, like your lungs, you start to realize how valuable each one of them are.

Then you think what about those people out there that have only got one eye or they're blind.

MARIE: Yes.

MARK: That makes you very, very lucky. I'm very thankful for every single

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body part that I've got. You know what it may not always be that way and in 30, 40 years time when I'm an old man or something like that. Every time I get sick I pretty much think to myself I'm going to enjoy every moment, the moment I'm well and I do.

MARIE: Yes, now it is the simple stuff and it's also the present moment when we're really here. When I say be really here I mean if you're sitting in a chair right now, really feeling your butt in the chair and just looking around and taking in the visual information that's around you. Not necessarily labeling it but just taking it in as sensory information, feeling things.

I truly believe that when you're here body, mind, and soul you're also greatly tapped into a direct channel to a greater intelligence, whether you call it God or spirit of just creative source; whatever your belief maybe I always find it's interesting when I'm in the shower and I'm just really lathering up the hair and sudzing up the body I get amazing ideas.

It's like you're a pure channel for creative juice to download right into you. Whenever I find myself striving a little too hard, working a little too hard in the mind like future focus I don't know if you've ever experienced this Mark. It's like your brain just kind of goes dead. It just goes kaput.

MARK: Yes.

MARIE: It's usually when I get back to fun and get back to really being where I'm at is the creativity comes back, the passion comes back, and the insight comes back. All that good stuff is variable to us always if we're here to experience and to receive it.

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MARK: Yes I think that's really well said. To me that's really obvious to me that you couldn't have achieved all of this phenomenal success across such a range of industries without having a lot of self belief and determination. Marie, can you describe where that self belief and motivation comes from and how other people can find it within themselves to develop a similar positive belief system about themselves.

MARIE: Absolutely. I have to say I feel very fortunate to have had ridiculously cool parents who repeatedly told me you can be whatever you want. Whatever you want to do you can do and we're very supportive of all my crazy little creative things that I wanted to do as a child.

Now, that being said as all of us grow up we all have self doubt, every single person. I have a ton of it as well. I realized pretty quickly on was the worst thing that could happen was that something wouldn't work out. I had enough curiosity in me that I needed to know if I could do it.

For example, with hip hop I've always loved hip hop dance. I've never had formal training. The only training I used to have was like doing the moonwalk across my mom's linoleum floor in the kitchen. You know what I mean like that's the degree of it.

I remember like why don't I just go and take a class? What's the worst thing that can happen if I go take a class? Nothing. No one's really going to laugh at me. After taking one class it's like you just take a small action and that small action is like a vitamin to your ability to believe in yourself.

One small action and you do something else and then it builds on it like a building block. All of a sudden there develops this

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momentum and for me once I had stacked enough experience where I said screw it. I'm just going to go out there and give it a try and whatever happens happens. I'm on the planet once.

Once I stopped enough of the experiences not of necessarily succeeding but of just doing it again it was like a building block of self belief and motivation where now I'm so much more able to take bigger risks, to just try things and say you know what, if it doesn't work out who cares.

Within probably like 60, 70 years I'm going to be dust, no one's going to remember and if they do screw them. It's not going to be a big deal. Answering the second part of the question which is how can people develop a level of self belief and of motivation to take themselves forward here's what I would suggest. Start small. If you want to write an article for example and you've never written anything before but you have a dream of writing it's like sit yourself down. Say I'm just going to do 300 words or 500 words or just a short article and submit it as a guest blog post.

Just doing that one thing. Don't worry about a book; don't worry about being a New York Times best selling author yet, just to one small thing. Take that one small action and when you do that you can stack on it with something else, with the next action. Maybe it's reaching out to someone that's a blog to see if they would want you as a guest poster.

Again, I'm making this up just off the top of my head but the point is it's about taking small actions consistently that lead to huge successes. That's all it really comes down to. The other thing I want to talk about with this is I believe that confidence is hugely overrated.

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There are so many times Mark that I am completely not confident; completely not confident and in more recent times just as far as I guess about a year and half ago I launched a full adventure Mastermind for women entrepreneurs. It's called the "Rich, Happy and Hot" Mastermind program.

It was a pretty hefty price tag, $15,000. I had never charged that much money before for a particular program. I was terrified but I realized that I would never make it to the point to where I felt confident.

I knew that I had value to share so it wasn't about value of the program. I was absolutely clear on that. I wasn't confident in myself or confident that people would sign up, does that makes sense?

MARK: Yes.

MARIE: It was like terrified.

MARK: Yes, it's outside your comfort zone.

MARIE: Completely, so if I would have waited until I felt confident or comfortable or you know what I mean, any of that stuff the program would have never happened. I would have never not only made that money or impacted people's lives and now that program has tripled in numbers. Not only are we making more but we're serving more women. They are happier than ever.

It was all because I didn't wait to feel confident. That's another big secret that I would strongly, strongly suggest you not wait to feel confident. You probably won't ever feel confident but again if

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you take those small actions every day. Just say screw it, I'm just going to do this right now. That starts building it up and you just get momentum.

MARK: Yes, no absolutely. It's kind of like from a man's perspective anyway it's kind of like picking up women. I don't know any guy that doesn't feel a bit of fear or rejection or something when they want to walk up to someone that they like to hook up in a bar or a club or something like that.

MARIE: Absolutely.

MARK: If you don't then you're never going to see that person again.

MARIE: Absolutely. Same exact principle.

MARK: That's where I met my wife in a bar about seven years ago. It wouldn't have happened if I hadn't of gone up and talked to her for instance.

MARIE: Right, if you didn't get over those little fears or those little butterflies and just went up and said, "Hey, Michelle."

MARK: Yes, that's exactly what. Yes, but also the other side of things is business because I coach people in business as well and I usually always practice a philosophy of you might as well fail as fast as you can and learn from your mistakes then try and wait for everything to be perfect.

Let's put it this way imagine if a little one year old was learning to walk and all they did was sit there watching other kids learning to talk and didn't want to take their first step until they knew everything

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about how walking worked? How long do you think it would take them to learn to walk as opposed to if they just kept falling over and figuring it out that way?

MARIE: I love it. Absolutely. Probably be like eight or nine still sitting on their bums.

MARK: They might never walk.

MARIE: Totally. Absolutely.

MARK: I think of it in the same way. Another thing tat strikes me about you; you're juggling a lot of things. It's not like you've given up things that you enjoy. You're still doing your fitness stuff.

You're running a successful business; you've got a lot of things going on. How do you go about maximizing your own person productivity to make sure that you actually can get all these things done?

MARIE: One of the things that's been super important and useful for me recently has been the power of scheduling of really letting go of a to do list per say and putting things straight into the schedule. Like we'll make a master project list and kind of have everything in electronic form, everything that we're working on.

I can see it. My teen can see it. Everybody is on the same page. Then, what we literally do is for me I take a look at what's most important. As creative people we all can have 100 projects on that list, 100 goals that we want to accomplish but especially if you're a multi-passionate entrepreneur, some people are very, very comfortable or they have a tight niche they're super in it and that's

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great. For me that's just not how I'm built.

I always have to be very careful about choosing two or three things max to work on at one time and letting everything else kind of hang out at the bottom of that list. Very consciously going you know what; I'll get there when I get there. What we do then is start breaking those objects down into tasks and then literally putting the tasks in the calendar.

I found that that helps me tremendously when it comes to managing my own time and getting things done. For example, just putting time in the calendar, Marie this is your appointment with yourself. This is yoga time. This is time tot write the next article or the next blog post or create a video.

This is where we're working on promotions for the next campaign. I literally schedule things in now. I never used to do that before. My business wasn't as big so I didn't have the same kind of pressures as I do now but I will tell you that over the last year and a half to two years I have scaled back a lot on some of the fitness stuff because I've realized that where my time was best spend is in growing the "*Rich, Happy and Hot*" Brand because that allows me to like inject fitness but I don't have to be the one necessarily teaching it.

I can bring in other experts to have the same impact that I want to have on women but not have to do it all myself.

MARK: You're still keeping yourself physically fit thought right? You're just not teaching it.

MARIE: Yes, no I'm not 300 pounds. No, I'm still definitely. Yoga has become hugely important to me and also dance when I can fit it

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in. it's interesting my passions; I'm watching them transform and evolve as I do.

While I love getting to hip hop classes when I can I find that now doing Yoga and we also have these amazing pole dancing classes in new York City that are the most incredible gorgeous sensual amazing work out for women that I have ever discovered. Amazing. It's a little balance between pole dancing and yoga for me.

MARK: That's the great thing about New York City. There's a lot of opportunity for this sort of alternative ways of keeping fit.

MARIE: Yes. It's actually a very beautiful thing for women. If you haven't heard of it you can totally just Google online and find out. There are so many classes I think all around the world.

If it hasn't crossed over to Europe and to where you are Mark or down under it will very soon because it's an incredible form of fitness that taps into women's ability to not only be sensual but to really own her curves no matter what her size, no matter what her age, no matter what her background and really celebrate the beauty and the joy of being a woman in a very safe and awesomely fun space.

MARK: That's fantastic. Speaking about fitness what advice would you have for someone listening to this call. Let's say there are men and women listening to this call that perhaps aren't the weight they wish to be. They want to lose a few pounds or something like that.

MARIE: Yes.

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MARK: Let's say they struggled to keep up with an exercise routine or they struggled to maintain a healthy diet with everything else going on in their busy lives. What advice would you have for them?

MARIE: A couple things; number one you have to find some form of exercise that you actually enjoy. Even if it takes experimenting like with kick boxing or with running or with cycling or with yoga, go through every different modality that you can, that you can get your hands on to find the one that works for your sprit and for your body.

Number two is you need to get support. I honestly have so much more fun when I got to yoga class with Josh or with girlfriends or again the pole dancing; doing it with girlfriends saying do you want to come today? It just feels like there's a sense of comradely. That's for me one of the biggest, biggest clues and secrets to making it stick it to have people to go with.

Frankly, if you have the extra cash or even if you don't have the extra cash you need to find it. If you need to hire a personal trainer or someone to hold you accountable do it. I remember in certain points of my life when fitness was very much in the fore front, when I was learning a lot about it I would have fitness magazines out. I would talk to my friends about it. I would go to a lot of different classes.

I would use as much multi-media support as well as possible. In this day and age think about it, you can have things you can listen to on your IPOD. You can make sure that you're subscribed to fitness and health related newsletters that come right to your inbox.

I'm sure that there's pod casts that you can listen to online. They even have workouts on them you can listen to when you're on the

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go. Then, again I'm going to go back to the power of scheduling if you schedule something in just like it's a doctors appointment, just like it's a meeting with a client, any of those appointments that you would not miss if it's in the calendar you need to put your health first. As you know Mark if you don't have your health you don't have anything.

MARK: Yes, absolutely health before anything.

MARIE: Absolutely

MARK: I happen to use my iPhone for scheduling so, things sort of pop up on there. I find that nice and easy. Do you happen to use your phone for it or do you prefer to use your computer?

MARIE: I use Google Calendar and I also use my iPhone like the alarm functions as well. Google Calendar when I'm online. If I'm online most of the day, I'll just schedule it so the reminders just pop up. If I'm not mistaken you can even have Google Calendar text message you. It can come right to you.

MARK: Really?

MARIE: Absolutely. I'm pretty sure that that's one of the functions but again if someone has an iPhone which I do as well I often use even the alarms like to remember just like last night I'm starting a new vitamin supplement series and there's an AM when you take your vitamins and then you take them again in the PM. I'm using my iPhone's alarm to remind myself because I'd otherwise forget.

MARK: Yes, I do that kind of thing as well. The other sort of things is for people with iPhones or even if you've got different types of phones

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there's probably similar type of things but they're applications that will integrate with your computer if you want to do it that way as well. To me it didn't really matter if it integrated as such; it works for me fine just using the phone for most of my scheduling.

Yes, for people that are way inclined there's an application called things that will run on both a PC, and a Macintosh, and on your iPhone and it will simultaneously no matter which one you do your updates on it will update across all of your different instances. There're a lot of ways of doing it.

MARIE: Yes. I have a big tip which I find actually incredibly useful; there are actually two more tips to get going and get in shape and stay in shape. One is to use the power of music.

Music is such a motivating force. Instantaneous when you hear a piece of music that you love, that you just love rocking out to it energizes your body in no way. The second thing is this; never underestimate what small little bursts of exercise can do for you.

If you've just been out of the game for a long time and I know how that feels. You haven't been to a gym in ages. You feel like really God, I don't know where to start. I have no energy.

Try just doing 15 squats while you're watching TV. If you've got 10 minutes see if you can crank out just five push ups. I remember when I was blow drying my hair and I was traveling a lot, I would just literally do squat and calf raises while I was blow drying my hair in the bathroom.

It sounds silly but those are simple little ways just to get some momentum, just to get things moving because you'll find that your

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body starts to feel different. You got a little bit of soreness. You go this is kind of fun or I kind of like this.

All of a sudden your motivation shifts and you start looking for bigger pockets of time. Again, you got that IPOD going. You get some music you like. You start getting a little sweat going. Before you know it, you're back in the game.

MARK: Yes, no that makes total sense. I heard an interview on the radio a few days ago with the marathon runner. He was told that when he was getting coached when he was a bit younger that whenever he struggled to get off the couch and actually get exercising like when he felt too tired for it or couldn't do it, he got told by his trainer that he simply had to whether the time was set in the calendar or whatever all he has to do is get on his exercise gear, put it on and run for half a mile down the street. If he's too tired he can come back.

MARIE: I love it.

MARK: That's the thing half the battle is just getting off the couch and getting started.

MARIE: Right.

MARK: I think that's great little goals like even just for things like squats. If you're doing that every day you'll probably find that after a short amount of time that you're actually doing more than that.

MARIE: Absolutely. You start getting the juice and your body starts feeling good and you're like maybe I can do 15 squats and let me do 10 lunges on each side. Okay. Maybe I can add in a just a little

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job from the top of the house down to the mail box and back and then again. Those things add up and do continue to make a huge difference.

MARK: I think it's really important what you said earlier as well about making things fun. Like for instance doing exercises at home I found it to be not so fun getting on my gym equipment at times. Then again if I am using my little WII fit kit that could be quite fun. I ended up buying myself a treadmill so that I can put the music on and just run. That's fun for me if I listen to the music.

For me I play squash which is kind of like racquetball for those of you in America. I think you play squash there as well.

MARIE: Yes.

MARK: I play a lot of that. It's simply just a matter of ringing up one of the guys from the squash club that I'm friends with and going down and having a hit. Gee you get a good work out by the end of that.

Then there are team sports as well. People might find that more fun than an individual sport. I play a team sport as well once a week called Cricket. I'm just other people out there you might want to play a team sport like join a team like a basketball team or something like that.

I think some people underestimate how important it is to have fun or at least as much fun as you can while achieving your goal.

MARIE: Yes, fun is a huge thing. If it ain't fun I actually even use it over to business as well. Like if projects don't feel like fun, if someone asks me for an interview, even if a project is on our plate it sounded like

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a great idea but then when I really look at it does this really sound like fun? If it doesn't, I don't care how much money I could make because it won't make that much if it's not fun for me.

MARK: Yes. There's always going to be elements of a project that you don't find fun.

MARIE: Yes, but I think if the over arching outcome or just the theme or whatever it is that gives you the juice to kind of go through and just hammer out those details that need to get done or delegated or get someone else to do it.

MARK: Absolutely.

MARIE: Yes.

MARK: I was going to say in the long run delegation I guess is the way to go like you get other people to do aspects of the project. Obviously, you can't do that in terms of like going to the gym. You can't get someone to go for you but in saying that when it comes to business you can obviously at least in some stage in your business hire people to do the things you don't enjoy as much.

MARIE: Yes.

MARK: I'll just ask you one more question about weight loss before getting back to something about with people's financial circumstances. One of the biggest obstacles people face when they're trying to actually weight is trying to curb cravings for foods that are really bad for them. It's not a very easy thing for people to overcome but what advice do you have for overcoming cravings for junk food?

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MARIE: One of my clients she's amazing when it comes to this kind of information and one of the tid bits that she taught me was two things actually. One is you need to have replacement foods. You know what I mean; it's very hard for any of us to have a back end.

We're trying to shift the way that we're eating and move from junk food to more healthful food. You can't really just eliminate the junk food and not have anything there to replace it whether it's a crunchy texture or a sweet taste or something salty, there are those alternatives that are more healthful.

In other words, not leaving yourself in a back end position where's like there's nothing to crunch on. The other thing is this is really slowing down enough to taste food.

Interestingly, enough it comes back to the whole practice of living in the moment. In my own life I know that when I feel stressed or when I'm dealing with emotions that are uncomfortable or I don't like very easy to want to just hammer through a bag of chips. Not even tasting it.

It's just something to numb the sensations in my body. On the flip side when I'm more conscious and really paying attention to what I'm putting into my body I recognize that even just slowing down to taste something you want much less of it, you won't go through a whole bag of chips. If you're actually there while you're eating that potato chips and not mentally off in la la land or just so sucked into the television that you have no awareness of what your body is experiencing you'll actually eat much less, if not, not even want them at all.

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It's a very interesting phenomena this whole idea of slowing down. Again I'm sure there are studies done on it. I don't have any to quote right now but I do know especially people who have cravings and are some what addicted to certain junk food slowing down even if you can't stop eating it but you just slow down and really taste each bite I can almost guarantee people will eat at least half of their portions. If you can have it once you can have it again and you can have it again until a point comes where you can start making more healthy choices.

MARK: No, yes I think that's really good advice. When you say about replacing what you're eating I just want to throw something out there and this is something that just popped into my mind when you said that. Sometimes people eat because really deep down it's because they're bored or it's something to do kind of thing out of habit but yet they don't eat that way when they're out of the house. Would you say that replacing the replacement doesn't always have to be food like the replacement could be as little as just being out of the house and just going and visiting a friend or just doing something outside of the situation that seems to cause repetitive eating?

MARIE: Yes, that seems to trigger it absolutely. That's ideal. It would be ideal if when you feel that trigger come on, if people slow down and pay attention it's usually an uncomfortable emotion or sensation or like you said sheer boredom and habit. It's just habit. You sit down in front of the television and you need something to munch on.

It's habit. You walk in and you open the refrigerator and you stare at it like what's to eat in there. You know what I mean?

MARK: Yes, we've all done that.

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MARIE: Absolutely, we've all done that. Again it comes back to bringing consciousness to it and then going maybe I'm not hungry. Maybe I need a glass of water; hydration is often mistaken for hunger. Dehydration I should say.

Take a glass of water and go let me take a walk and if I'm still hungry after the walk is done or after going to talk to a friend or doing some other activity then I'll eat. A friend of mine pointed out something really interesting. She said when you think about healthy food versus non-healthy food all of us can kind of plow through a whole bag of chips right, but could you eat 10 bananas?

No. If you had 10 apples sitting in front of you would you really eat all 10 apples? You probably couldn't even get through two. That's another really interestingly kind of food for thought. If you're thinking about healthy food versus non healthy food, if you just start bringing it back to the food zone if you just start replacing some of those kind of junk food things with more healthful things you're going to eat a hell of a lot less and get filled up a lot faster.

MARK: Yes even if it's just a matter of okay you can have that bag of chips but you've got to eat that banana first on the table.

MARIE: Yes.

MARK: It makes it hard to eat the whole bag.

MARIE: Exactly.

MARK: Cool. That's really good advice. Okay. Just getting back to the income side of things, the wealth side of things I wanted to know in

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your opinion because you've seen a lot of people that are wealthy and you've worked with people that aren't making money and got them moving as well. What are the main differences though that you see between people who are wealthy and people who are struggling from paycheck to paycheck?

MARIE: There's a few. One of them is this idea and we've all had it I'm sure at some point in our lives of feeling like we're being a victim, of feeling like the outside world is dictating what we can and can't do, feeling like somehow no one's giving us a break, everything is to expensive, no one's going to want what I have. It's this kind of feeling as though the world is doing it to you.

Any time I work with clients who they always come up with excuses. There are two types of people in the world. There are people that have excuses and there are people that have results. I've noticed that folks that are having a challenge around the area of income and wealth a lot of the times there is this elusion of them being a victim, of them not having power or control over their own life.

The second thing that I noticed that's a big difference between folks who experience financial success and those who don't is the people that experience financial success are very action oriented. They're also what you mentioned earlier willing to fail; do you know what I mean?

They're scared to fail but they're willing to fail. They're willing to just put it out there to be enthusiastic, to go forward and to see what happens. Most folks that I find that are finding themselves in a bit of struggle around money they won't ever take action. They'll think and think and think, talk and talk and talk but they won't just keep going one foot in front of the other. Let's try this. Let's try this.

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Let's try this.

Those are probably two of the primary differences.

MARK: Okay. Someone listening to this interview is currently not in the financial situation that they want to be in then what would you say they should do right now to get themselves at least on the path towards financial freedom in the future?

MARIE: One of the things that really worked for me in my own life was to take an honest look of how I was treating money. What was my relationship with money? The little bit that any of us have what are you doing with it? Do you pay attention to it?

Are you scared of it? Do you think it's the root of all evil? Do you think it's dirty? Really getting intimate with how you feel about this thing that we all call money. That's step number one.

There are a ton of fantastic books out there about how to change your money mindset and how to really dive deep into this world and get your relationships with money and really improve it. The second thing is this; what are you spending your money on?

Are you making enough? Are you putting enough value out into the world to get paid more money? When I was having a lot of challenges around money when I first started my career I remember getting just super clear and going you know what enough of this bullshit.

I am not going to squeak by anymore. I'm done with credit card debt. I'm done with having all the credit card debt. I'm going to figure this out and make this work.

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It made me really clear and really focused on what I really wanted. Then I got my butt to work. I worked extra jobs, took extra shifts as a bartender, and asked people if I could be their personal assistant. This was all when I was starting my business because I didn't want to be desperate for clients but I knew that I could earn money.

I figured I'm going to clear out this credit card debt. I'm going to handle this money thing and kick it and really own my worth. For someone struggling right now that's kind of a two pronged approach of you need to get clear on do you piss it away? It's like it grows on trees. It's the root of all evil. What are your beliefs on money, how are you treating it?

The second thing is if you need more of it it's like get to work. If you need to find a new job, if you need to take an extra job, something, take some kind of powerful consistent action to bring more of it in and then be a very good steward of it when you have it.

MARK: Cool. I think that that's really good advice. Do you think that people who don't have that much money should be saving money? Do you think they should be investing it? What are your thoughts on it?

MARIE: It depends. Really that's such an interesting question. I think it really depends on each person's unique situation. For example, if hypothetically if someone had a lot of credit card debt and they didn't have much in terms of investments I would think that they should A go find an incredible financial advisor, someone they could speak with that they could just show them their entire financial life.

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Do they own anything? Do they have insurance? What are they earning right now? Someone who is a qualified professional who can really sit them down and say look we need to handle this credit card debt first but at the same time let's get you in a habit of saving maybe even it's just a little as $50 a month while we kind of nab down this kind of high interest credit cards.

Again that would be such a specific answer to each person unique situation but I feel like all of us have to empower ourselves and realize the information is out there about how to be financial successful. Being successful financial doesn't necessarily mean that you're a millionaire, multi-millionaire or billionaire. Many people don't want that or don't even need that much money.

It just becomes about really owning your own power to manage it effectively and brilliantly and having a very symbiotic and pleasurable relationship with your wealth so you know where it's coming from, you understand how it grows. You understand how it likes to be treated and how it also doesn't like to be treated.

You take a real hard close look at where are you just throwing it away. Are there late fees building up? Do you get tickets? Are there late fines for videos or whatever it is that you're kind of into and get really real with yourself and each person's situation is going to be very, very unique but that's why we have qualified professionals out there who can certainly help.

MARK: Yes. Absolutely. That's fanatic advice. I've got a couple of dating and relationships questions for you because obviously you're a best selling author of "Make Every Man Want You". You've also been interviewed by men such as David Deangelo from Double Your Dating and other people because you also seem to have a

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lot of great advice for men how to attract women as well.

What I wanted was to start for a question for women and then I'll go on with one for men. What would you say are the top five worst mistakes that women make when trying to attract their ideal partner and how can women overcome each of these?

MARIE: Okay. I don't know if I can do five but I'll certainly give it my go.

MARK: All right.

MARIE: The biggest mistake women make when trying to attract the perfect guy I believe is making it internal, more of an inner game error of thinking they're incomplete, thinking that they are half of a whole that somehow Mr. Right is going to come and complete them and the clouds are going to part and trumpets will sound and that somehow Mr. Right is going to come along and everything is going to be magically perfect.

They're going to have the perfect life. They're always going to be happy. Blah. Blah. Blah. That's due to a big myth that we've all been sold is that we're all half of a whole until we find out soul mate. That's just total BS, complete BS.

Every human being on the planet is a complete human being as you are and when you really get that, when you really get that nothing outside of you can save you there's no relationship, there's no money, there's no job that can ever make you feel more complete than you are in this moment something relaxes and then all of a sudden you're looking for someone else cool to hang out with that you want to share your life with. You're not looking for someone to fix you.

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I think that that's huge. I think that when women really get that the energy with which they enter any kind of conversation whether it's in a bar, somebody gets fixed up on a blind date, it's completely different. Guys can feel if a girl is desperate for someone to make her life magically better.

I don't know about you Mark, how you feel about this but if the tables were turned and a guy...I was on a first date with him and I could sense that he thought I was the answer to his prayers I'd want to run the other way. It's too much pressure.

MARK: Absolutely. Yes.

MARIE: Right? That's one big mistake. The next big mistake is being like this perfect little doll when they first meet you. Then, as the months or years go on it kind of deteriorates and the turn into this kind of raving bitchy nagging lunatic when you had on all your perfect behavior in the beginning and you just kind of all let it all hang out as time goes on. The east fix for that is just be yourself up front.

Just don't put on airs. Obviously, we're all kind of conditioned to put our best foot forward so I'm not suggesting that you show up on your first date like a because slob with like stains on your t-shirt or anything like that. When you first meet a guy if he talks about oh, my God I just love basketball so much, don't lie and say I love basketball too and then go home and try to research every basketball games so you can sound intelligent.

You know what I mean? Like okay, well that's great. That's really cool that you like. If he says are you into basketball and you're not just say no, I'm not.

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If you're interested in learning or you're open to learning say that and if you're not say that. Be real, be transparent from the get to and you'll never find yourself in a situation where a guy was like wait a minute, you've changed. You were so different when I first met you but now you're like this different person.

That's mistake number two. I would say let me think of a third one for you. It was about meeting Mr. Right, right? Women making relationships?

MARK: Yes, for meeting their ideal guy or for keeping them happy as well. That's important as well.

MARIE: Let's go to keeping them happy because I think this is a big one that we all make and that I've constantly watched myself for is not treating your guy like a second class citizen. I don't know what happens for all of us. I think this is a cross over problem. Men do the same thing. Women do this as well.

We'll talk about it for the girls. A lot of women especially strong and powerful and assertive women can treat their guys not only like second class citizens but like pansy's. They don't know how to do anything and tell them they're always doing things wrong and you don't know what's up and I'll handle it. It's basically emasculating the man.

I don't know any guy who wants to feel emasculated by his woman. That's one of those we women have to really watch out for because very tempting if a strong assertive woman feels like she's smart and she's right, she's correct its like keep it in line. No one wants to be treated like a second class citizen.

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Men want to be treated with respect and with love and with softness and with caring and with understanding. No one wants a bulldozer to come in kind of this is how it is and you better like it or shape up or ship out. I think really coming back to this is the simple idea of really being kind to your man. Important.

MARK: Yes. That's really good. I think those are really some good tips there. Okay. Now let's have some advice for men. What do you think are the top mistakes that men make when trying to attract women and how can men overcome each of these?

MARIE: I think one of the biggest mistakes, we'll take it from the attraction stand point, is not being genuine like coming up with some kind of line or trick or something to get their attention. Creativity is awesome but I believe that there is a subtle but important difference between like puling out some kind of manipulative trick that you've heard would work or you're trying to get her attention versus being cool and creative and just honest.

If you're interested in a girl just say it even if you come up with a cool line or something like that I don't know if I'm making myself very clear but I've experienced a lot of guys that have been around the pick up circles, they've read the game, you know they've read all these kind of traditional pick up books.

MARK: Yes.

MARIE: They're a bit robotic. They all sound the same. They all look the same; they got the same kind of shirts. They got the same hair gel going on. It's kind of disgusting.

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It's just be yourself, just really be honest and straight forward and if you think someone is attractive and you're interested in her like that's all you need to kind of say to women. We don't really want that huge of a song and dance. We just want somebody straight.

MARK: Can I say just before carrying on to the next mistake you're going to mention like would you agree that, because this is something that I've always sort of thought anyway, but I just want to know what your thoughts on, would you think that for men and for women one of the most important things is that you're having a lot of fun but regardless of whether you're actually with someone or not and that when you actually go up to meet anybody that you're actually in an internal state where you're having at least as much fun as the other person is having if not more fun so that you could bring their energy levels up rather than down?

MARIE: Absolutely. I want to hang out with fun people regardless if they're single, they're married, old, young; it doesn't matter. People want to be around fun people. That's a given so I agree with you 100 percent.

I think we'll move onto a second mistake that men make. I think also not being straight forward in terms of what they want. If you don't want a girlfriend or if you do want a girlfriend it's like say it.

I think where men can kind of get tripped up is again trying to be a player, do you know what I mean or try to do this mysterious thing. It's like God, a smart, engaged women who has a lot going on has no space or time for bullshit. It's just like don't make us figure things out. We don't want to figure things out.

If you don't want a relationship, that's cool. If you do want a

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relationship that's great but just be straight forward. Be truthful. If you say you're going to call, call. If you don't want to call don't tell us you're going to call.

It's like this really novel idea called honesty which I think works very well. Then, let's go the keep it happy side for men since we did that on the third space for women.

I think for women what we want as far as in the realm of keeping us happy is to really feel appreciated and for a lot of women especially if you get into the stage where you're living together or you're married often times doing things around the house, doing things that we perceive as helping us out whether it's grocery shopping, making dinner, taking out the garbage or just straightening things up sounds silly but those score such huge points in women's book. You know what I mean?

Like I, for me when Josh does things to take care of me in that sense I could care less about flowers. I could care less about gifts. If he's helping me make my life easier and recognizing the spaces where I feel stress and like taking an active role in relieving it forget it. He's got me head over heels forever.

MARK: That's really good advice because that's the kind of thing that you don't see in the Hollywood movies but actually makes a huge difference.

MARIE: It's humongous because again we started talking about this for a lot of money you add kids into the picture, if they have a career, if they have a business there's a lot on their plate. Most women really want to take care of their family. They're excited to take care of the house and to make sure everyone is clean and fed and

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everything's running smoothly. It can be a tremendous amount of pressure.

When a guy proactively steps in to say how can I help or even be on that, like takes a look around to see wow the laundry's not done. Why don't I just go ahead and do that? It's huge. Way more important than chocolate or perfume or who gives a shit like I can buy my own jewelry. I don't need him to do that.

With the other stuff it means a lot. It means that he's really paying attention and he really cares.

MARK: I just want to reiterate one of the pieces of advice that you gave a few minutes ago when you were giving it to the women about not being over critical of your man. Sometimes guys help out women or start to in a relationship like they'll do the washing or do something like that and then you get some women that will go ahead and say you're doing it wrong.

That sort of cuts the guy off from actually going ahead and doing these things.

MARIE: Right.

MARK: I think it's great advice teaching men to do these things but I also think it should be reiterate to women listening to this thinking how come my man is not going this or that or what have you. It just may not be the answer but I'm just saying just ask yourself that question though. How critical are you of how they do it?

It's all right to mention that there are mistakes but guys like you said about emasculating them. They need to feel appreciated at

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the same time when they do do things.

MARIE: Yes.

MARK: You catch them doing the right thing and then maybe just say that was wonderful that you did this. Just make sure that when you fold the shirts can you do that; something like that.

MARIE: Yes. Yes, there's always very wonderfully effective compassionate ways to like you said just really acknowledge all the good stuff and I think there's always ways. I know when I've done things sand Josh is like hey, can you do it this way there's usually just a tone and a lovingness with which the communication is delivered that makes a whole lot of difference.

You say next time this is awesome but, you give him a little kiss on the cheek and would you mind doing it this way or just making this fold this way? I don't think any guy would ever feel terrible about getting that kind of reception and a little bit of additional information especially it was delivered with appreciation and love.

MARK: That's interesting that you say that about tone and tone thing I've actually noticed without actually about until you just said those words there that women that I see and to a lesser extent but still similar in some ways men, but certainly from what I've noticed from being a guy, women that I see that are really successful with men seem to have a better way of arguing or not necessarily arguing but just there's a tone about them.

MARIE: Yes.

MARK: From a guys perspective quite often you can sense that tone right

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from the very first data. Whether or not you get to the second date is part of it is just that you get this feeling. I can't quite explain what it is but certainly there are quite often more gentle ways of....or at least more like you say compassionate or more understanding ways of saying things than being too abrupt.

MARIE: Yes. Guys can sense if a gal is going to be a bitch on wheels really fast. They're like I would not want to hang out with that one too long.

MARK: Yes, just like girls probably can too just when you meet a new girlfriend.

MARIE: Yes, same thing and even with guys you can kind of feel if they're always telling a story, they're always holding court like there's no softness in them. There's no vulnerability. There's no open heart.

People are extremely intuitive and can pick things like that up very quickly.

MARK: Right. Marie, recently you developed an online product called The Live in the Moment Booty Camp. Would you mind sharing with our listeners what is this all about?

MARIE: Yes, so it really sprung out of a lot of the work that I did in the book. "Make Every Man Want You" is a bit of a Trojan horse and it's all about training ourselves to live in the present moment with very practical step by step tools and strategies that people can use every day. You don't have to have to sit up on a mountain top or mediate for hours on end to discover how to live in the moment.

There are actually short cuts per say and really simple things that

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you can do to train yourself in this lifestyle and that's really what I believe this is. We had a lot of people writing in going I love this. I want more. I want more. I want more.

I figured I need to provide that. I actually used to try and direct people to certain spiritual books and they just kept kind of sending them back to me saying I can't understand this or it's too long. Can't you just give me the cliff notes?

Live in the Moment Booty Camp is actually a four module program that walks you through all of the most powerful tools and strategies you need to really unwire all of the mental junk that all of us have in our heads that constantly pulls you into the future, beats yourself up about the past. It's like this amazing tool kit for self confidence and for allowing yourself to really be your best in each moment.

I didn't realize how powerful it was until we created it and the feedback started pouring in women going like oh, my God I thought this was going to be fun and I've learned something that has completely changed my whole life.

This is not the 2.0 version, so we have these incredible action guides, like step by step action guides to go along with each audio module and there's video content as well. It's just an incredible comprehensive really, really fun program that will give you an inner operating system upgrade much like your computer if you have faulty software or if you have viruses and bugs in your computer it crashes.

That's how most of us are operating and so I believe you train yourself to live in the moment and then it's like the best system upgrade you could ever imagine. No bugs ever.

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MARK: I noticed that on your website which is at livebootycamp.com I noticed that there's not just success stories from women because you've mention that women have had a lot of success. I noticed that here are success sores from men as well. This is obviously for both men and women right?

MARIE: Absolutely. It's for anyone. Again only because I have over time accumulating quite a following of women these strategies for anyone and we do have lots of men that have gone through the program. One guy actually he used these strategies to make an additional $75,000 like I don't know, I think it was under three months in his business because his ability to not only concentrate what was in front of him but also tap into his intuition; he had a lot of different business opportunities and he knew which one was the right one to pick and it's like this has totally changed his game.

He's gone from being overwhelmed to absolutely able to really put his attention on what's important in each moment and stay clear.

MARK: Would you mind just for everybody listening just repeating what the web address is and spelling it out to people?

MARIE: Of course. It's Livebootycamp.com. that's L-I-V-E-B- as in boy, O-O-T-Y- Camp; C-A-M-P.COM. Livebootycamp.com

MARK: Awesome. I just want to say a big thank you Marie for the wealth of information that you've shared on this interview and it's been really, really enjoyable for me. I'm sure people tout here listening will have gained a great deal of value of it.

MARIE: Thank you. It's a total honor and thank you for the time and the

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attention. Yes, my desire is always just to support people and having an amazing, amazing life. Thanks for having me.

MARK: For everyone out there listening take action with what you learned and we'll see you next time. Bye, guys.

(END)

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