

Rachel: My name is Rachel Rofe. I created this show because I wanted to help you see that if you have a choice, you can choose a better life. If you're listening to this podcast, you're in a pretty fortunate position. You have free will, ability to connect to the Internet, and access to all kinds of new education. This podcast is meant to help you make the most of your good fortune. We talk with all kinds of people here from all walks of life because I want you to see that no matter what your situation, there's always a way to create a life that your proud of.

Hello everyone. Today we are here with Michelle Evans. Growing up, Michelle constantly heard the old adage, work hard in school, go to a good college, work hard there, then get a good job and work really hard and you'll find success. The only thing was, she did that, and she didn't feel success. Instead she felt tired, guilty, anxious, burnt-out, and like she was surviving life instead of actively embarrassing it.

So after more than 16 years building someone else's dreams in corporate America, she decided to take the leap and build her own dreams in business. While they have been many learning moments, aka mistakes, she would not trade her personal freedom for anything.

Now she focuses on helping other's find their own brand of personal freedom, build their own businesses, and find their own brand of success with coaching and group training programs. She also has a podcast called Breaking Free, where she helps inspire people to get out there and pursue their dreams.

I invited Michelle here because I know she is an incredibly passionate person and whether you're listening to the podcast as an entrepreneur or at a traditional job, I know that you can relate to her and she can relate to you. She's really great at implementing development in a way that feels doable, and she's overcome a lot in her life. There's so many different routes that we can take in this interview and I know that any of them are going to inspire you. Thank you so much for being here, Michelle.

Michelle: Rachel, thanks for having me. I love the work that you're doing by the way. I think everyone needs a better life.

Rachel: Thank you so much. As you know, the intention behind A Better Life is to show people that if they have a choice, they can chose a better life. So in that spirit, can you take a minute or two to share with us some of the things that you are most proud of in your life?

Michelle: Before I do that I just want to say, they were times in my life that I didn't really feel like I had a choice. I know that it was more blocks that I put up for me, so I am going to talk about some of that now because I felt like I

had one route that I had to go and I didn't really have a choice to go another route. It took me a while to realize that I did have a choice to have a better life.

One of the things that I am most proud of is that I walked away from a quote, unquote, a successful job a few times in my career because it just didn't feel right. The first time is when I was 31. The year I turned 30 was just a really pivotal year for me because I thought, "Holy smokes, I just went through a decade in my life and I am really not where I thought I would be even though I am successful." I was a VP at a bank. I oversaw marketing and investor relations. I had a house. I had rental houses. I had like all these things that I thought would make me successful but I hated getting up and going to work every day.

I didn't hate the people I worked with, I just hated that environment and the structure, and I don't know, the control that was always in place. My entrepreneurial spirit was trying to get out but the environment wasn't right to let it out. At that time I wouldn't have been able to describe it that way. I just, every morning I would hit my snooze button like 35 times. I just didn't want to get out of bed.

With the year I turned 30, I decided to take a sabbatical. I went to Europe and I really thought about who I wanted to be. I came back and at 31 I quit my job, sold my houses, relocated, and went on a whole new adventure. That was really empowering to me because it showed me that yes I could chose a better life. I could chose something that was totally different and that all the people around me were saying, "You are crazy. What are you doing? Why are you throwing this away?"

Rachel: Yeah, that's amazing. That must have been so hard to do when you have all these different things, the rental houses, the great job and all the people thinking that you're living this amazing life.

Michelle: Yeah but inside I was like, "oh my gosh." The year I turned 30 actually, I looked around and I thought, "I cannot do this for 40 more years."

Rachel: Wow.

Michelle: This is not the life I want.

Rachel: How did you know that? How did you know that you didn't like it?

Michelle: That's a really good question. All of my peers, at the bank, were at least two decades if not three decades older than me. These are people that I am working with so I could see where my life would be going if I was going to stay there because you are who you surround yourself with, right.

I look at their lives and I thought, "That's really not what I envision for myself," and I think it was also just that every morning I would have to force myself out of bed. I'd have to force myself to put on my happy face to go into work even though everyone was around me saying, "wow, you've been so successful so fast, you just must have it all figured out" and inside I was thinking, "I have no idea why I am here or what I am doing."

Rachel: So that was quite a transition to where you are now where you're just . . . I mean you really have so much control over your life. I know you are loving your life and I would just love to hear some of the brags that you have now because I know you're in such an awesome place.

Michelle: After that I left and I went to a dot com and dot com unfortunately imploded with the housing stuff a few years back. After dot com I was able to really spark that entrepreneurial spirit because I was free to do so much stuff there and we had money to spend as well. I was like, "oh my gosh this is so much fun," but I still didn't like having a boss.

Then I went to Microsoft and at Microsoft I was really blessed because I was in high potential program and I was given a coach for the first time, an executive coach. The executive coach really helped me awaken to myself and become really intentional about what I wanted in my life. Without that transition, even though it was at a job, I was so lucky to have the manager that I had and to have that coach because I wouldn't be where I am today without having somebody ask me these really hard questions.

Even though I had a lot of professional, quote, unquote, successes. Meaningful programs, doing all these things, that's not actually where I found success. When you talk about brags, the brag I want to talk about are not so much all the promotions and the bonuses and the accolades that I got in my job, but it was realizing that when I became a mom, that stuff wasn't as important to me.

I felt, at first, like I didn't have a choice. I had to balance my really demanding work with being a mom. When I had my second child I said, you know what, actually I don't have to do this. I can chose to have my own business. I can chose to go my own way. I don't need to worry about somebody else saying, "hey your great, your good enough, we're going to give you this salary or this promotion or this title or whatever." I could say I am I'm done with all of that. I'm going to create my own business and that's what I did.

Rachel: I love that. Did something happen that made you decide like that's it? I understand that you had your accumulating, just not liking what you're doing, not liking what you're doing. Did you have some major moment that

made you decide to do it, or was it just the accumulation over and over decisions?

Michelle: There was definitely the accumulation which probably pushed me closer and closer to the breaking point, but there were two things that really pushed me over the edge. The first one is that I had this bout with infertility and miscarriages, all sorts of things between my first and second child. It just made me realize how fragile life can be and how blessed I was to have this opportunity to be a mom and how I wasn't being the mom I wanted to be or the professional I wanted to because I was just constantly juggling between the two.

When I had my second child, I worked until I think like one or two o'clock the day he was born, or the day I went into labor with him. It was two weeks before the end of the fiscal year at Microsoft and I was literally like putting in every last ounce I could to get the best review possible. I ended up winning an award for MVP for the marketing people there.

So when I was on maternity leave, I went in and I had lunch with the corporate vice president of marketing, and then I went and got my review from a new manager. This new manager looked at me and he said, "Hey, you know you got his award, you are getting the best review this year, but I am just going to set your expectations next year. The max you can get is middle of the road and you might even get less because of your maternity leave."

Rachel: Wow.

Michelle: I just sat there and I was like today's the day. Today is the day that I have hit the brink because I had been dancing around this desire to have my own business for a long time, but I had these really, cushy golden handcuffs on. It was really easy to say "Oh, I just need one more bonus, I just need one more year of [inaudible 00:09:04], I just need a little just this little bit more, a little bit more, little bit more before I take this step."

That manager and I are now really good friends. I am not angry at him because I think actually it was a gift. It was a gift of him holding a mirror up in front of me and saying, "What are you doing? This is not really what you want to do."

I literally went home that day and opened my business. I didn't quit my job for six more months because I had to get some stuff in order and line up some clients and stuff, but I went home that day and opened my business and made the decision that I was going to go out on my own.

Rachel: I love, A) that story, and B) I love that you were practical about how decided to open your own business. So you took the actions step, you opened your business, but then you didn't actually quit your job until you had clients lined up. I love that. I love when people are practical. It's not just a leap of faith because I think when you have such a more solid foundation in which to get going.

Michelle: That's sort of my nature too is to be quite practical. We have a house and our kids are in private school, all that kind of stuff, I didn't want to just rip all of that away and be like see you everyone I am going to do my own thing like I did earlier when I turned 30 and just walked away from everything.

Also I wanted to know am I really committed to this, and I think it's easy to go get a business licenses. It's easy to buy a URL. It's even easy to put up a WordPress theme, right. Those things are easy to do because they don't really require a lot of investment. To go in and talk to clients and to say, "Hey", knock, knock, knock, "would you hire me to do some work for you"? That takes a different level of commitment and I wanted to make sure that I was at that level before I walked away from my job.

Rachel: That's a very smart call. You obviously had to make some choices to get to where you were. Can you share some more of the choices that you made or the mindset that you had in order to get from Microsoft working to the day that you are delivering, which is crazy, to just going through and finding clients and knowing this is going to be your path?

Michelle: You know, Rachel, I talk a lot about really tapping into your big why. In the professional world, we talk a lot about what you do but not so much why you do it. I think that's where there's a lot of dissonance. A lot of people are unhappy with what they're doing because that why that's inside of us, won't let us just pick any old what. You know we're each here for a reason, right. None of us are mistakes.

For me it was saying "Okay, I can't define myself by the company at I work at. I can't define myself by my job description. I can't define myself by review score." All these things that I had defined myself as, I can't define myself as that anymore. I really need to tap into why am I really doing what I am doing and personal freedom is actually one of my biggest whys. My biggest value is to say. I think that we all have value to add and I think we need to personally be free to add that value in the way that really serves the people that we are meant to serve.

I had to redefine who I was a lot and it wasn't easy. It sort of like going through a divorce because I am divorcing that old person that I was and I'm reverting myself as this new person. It really came down to every

morning intentionally saying that I know why I am doing this, I know that I would be able to make this work, I know I have some learning to do, and I know I am going to make a lot of mistakes, but it's okay because I am reclaiming my power.

I need to give myself permission to be expert or to learn what I need to learn, and I need to have faith that I can take those steps to build my business. That I don't need somebody else to say you're good enough, you're smart enough and darn it we like you. Like I was in my job but to say, you know what, I can wake up every day and I could go out and I could touch people and I could find the clients I should be finding.

Rachel: So what did you decide to even find the clients for?

Michelle: Even as I say that, initially had a whole bunch of consulting clients lined up. I had 16 years of corporate marketing and a lot of different strategy and execution and planning and just all sorts of stuff. I was able to find clients like that, but I also wanted to build my coaching practice. I had a lot more faith in my consulting because I had a lot of history, a lot of people who would give me pretty good references for that. Those are the clients I lined up immediately but right after I left I had 30 coaching clients that I was able to line up as well.

Rachel: Whoa.

Michelle: I got to a place actually where I took on way too much business. I had to learn the hard way that there's only so much of me to go around. I basically simultaneously built two businesses. A coaching practice and a consultant practice.

Rachel: So when you say coaching, do you mean like life coaching?

Michelle: The coaching that I initially did was career coaching. I helped people really tap into why they either were stuck in a job, or weren't happy with the job, or whatever. After a while, I actually had a car accident in 2012 and after that I realized you know what, it's not career coaching that I am passionate about, it's actually helping people build side businesses and escape a corporate career that I am passionate about. Those were the clients that I loved working the most with that really had this secret desire to build a business.

So I switched my coaching to be more of a life and business building, because I don't think you could do a business without also taking a look at what's going on in the rest of your life since it is so all encompassing. It's really focused on, I call it breaking free coaching, for people who are in those jobs like I was and feeling like I have these golden handcuffs on, or

it's just really scary to think of life without a paycheck, to get to a place where they have a business built up on the side with clients and money coming in to say, all right, now is the right time to take that step.

Rachel: Awesome, so I am curious as you've been going through and you've been transitioning all these different things, from the job to working with the dot com to being a coach and even transitioning the way you are doing the coaching, how have the people around you been impacted?

Michelle: Oh wow. I didn't ask anyone permission, I had conversations with my husband I didn't ask about leaving my job but I didn't ask anyone permission to do it. I think that was probably one of the biggest right things that I did because I wasn't looking for validation from anyone. I just said I'm doing this. I even had my father-in-law flew up from California to have a sit down chit chat about the craziness of leaving my corporate job.

Rachel: Wow.

Michelle: I just said you know, I know that this is the right thing. I know I am going to have a lot of learning to go through but in the end I am going to be happy that I did this. I think because I wasn't looking for anyone else to validate me that I didn't end up having a lot of people trying to dissuade me.

Rachel: Yeah a lot of people say that. That once you get really clear on what you want and you just have that focus then people could see it and they respond to it.

Michelle: I think if I was looking for validation I probably would have gotten talked out of it but at that point I was ready to go. I was basically just saying, hey I am going on this train you can either cheer for me or you can get off. As I've grown and as I've gotten more clients and just kept evolving my business, it's really funny to take a look at some of my older co-workers that I used to work with, especially at Microsoft. I have them calling me up and saying all right, please coach me now and help me figure out how to do this too. You never know who is watching you and whom you might inspire.

Rachel: That's a good point. The other really good point you made that I'd love to dig into a little more cause it's such a good point is, that you said if you was looking for validation, that people would of probably talked you out of it. Just curious, like to dig a little bit more about it because that's a big jump that you're making, with kids, and just to be so set on your path and to not need validation, I am just curious more about how you go to the place where you can be so firm?

Michelle: First of all, I know that I had to do with the work that I did with my coach where I was really clear on my values, on my strengths, and on my personal why. I knew why I was so unhappy in what I was doing and why I was having such an emotional reaction when my boss was like, hey next time you're not going to get this kind of a review because you're on maternity leave.

I don't really like bosses. I don't really like authority. I don't like people telling me no. I knew that entrepreneurship was the right journey for me. The second thing is we had enough savings that I knew that I had cushion if I had client drop off. The third is that I had these clients lined up, so I stepped out of my job and I immediately replace my income with these clients. I didn't have like that big scary moment of uh-oh I have nothing to do. I did have a couple of weeks of no work because there was a transition in between me going out and then me having contracts ready to go.

That was kind of, the quietness is kind of scary but I was able to immediately replace my income and then I was able to go surpass it when I started getting all those coaching clients as well. I think just knowing that I had my savings, I had plan A, B, and C, right. I think just knowing that I had clients lined up, I had savings, my husband was supportive, then I had a plan to build my business. I think that just all of that helped me feel really confident that I could move forward.

Rachel: Yeah, that's a really great point, if you think through to the worst case scenario and then you plan for it, I could definite see why you wouldn't be worried then. That's a really great distinction. The other thing that I am curious about is that you mentioned a couple of times how you got really clear on your values. For the people that are listening, are there tips that you can give people to help them get clear on their values and their why?

Michelle: There are some really, I mean it takes time, so you have to be able introspective. Some of the ways that I help people get really clear on their values is I have a whole list of tons of words, I have two full pages worth of words and I have people go through and circle them. I think that there's a site, maybe values.org or values.com, I can't remember what the site is that has a similar exercise. (NOTE: [this is a similar one.](#))

It's basically just to stimulate, what are some words that really are important to me. That alone won't get out your values. What I usually have people do is tell me about a time when you were on top of the world. Everything felt like it was clicking together. You were excited, you were confident, you were happy. It could just be one moment in time. It could be a series of moments but think about that time when everything was really

coming together. Who were you being in that moment? Who was around you? What were you doing? Why was that so important to you?

You can see that those questions, while they seem simple on the surface, they actually take some reflection and introspection. You really almost get back into that place and think, what was going on around me? Did I feel amazing and how I looked? Was I confident in what I was delivering? Was I being a really fantastic friend? What were the things and why is that important to me?

Just continue asking why was that important to me, why is that important. Until you get at the bottom line of ah-hah, I was being authentic with myself and these are the words that really mean that. On the flip side, another way to get at it is just say, when was a time that you were just so frustrated, so upset, so angry? Something was really, really, really just irritating me and it was almost like continuing to scrape a scab off, like it just kept hurting and hurting. What was going on? Because that means that a value of yours, or maybe multiple values are being violated.

If you think about, somebody's constantly late and that just irritates me. Why? I hate it when I show up on time and somebody's late. Why? Because that means that they think that their time is more important me. Why? You just keep going at it and you think, all right, I really value respect or I really value, something like that. That's how you can really get at it but it does take a while. Those two exercises can get you quite a ways towards understanding yourself.

Rachel: That's really helpful. Even if it's just a couple of hours of time investment, if it takes that much time, for someone to be able to understand themselves. Maybe it's just looking at your values and realizing that your end goal, like you was to quit your job, but maybe that's even just taking those values and putting them into your life on a daily basis.

Michelle: Intentionally, right, in saying, you know what I really value whatever. I really value health and for me that means working out, eating well, whatever and this is why. Just be really intentional about that stuff helps tremendously. Just to feel like you're in control of your life, right?

Rachel: Absolutely, yeah, and even for things that are hard to, like respect might be hard to do yourself, I mean there are definitely ways you can, but even if it's just something like finding a mastermind partner or somebody where you could tell what you got done at the end of each day and have them see you and say great job and cultivate that respect. There are so many different ways where you can implement those feelings. Then what you focus on expands so then, boom, boom, boom, put more of it into the

world. That's great, that was such a good side step. Thank you saying that.

Michelle: Yeah.

Rachel: Awesome, so I know that you mentioned health and I know that's something you've been concentrating on lately and I know that you've been doing so many things to just continuing up leveling your life. I'm curious, what's a specific action step that you take on a regular basis to make your life better?

Michelle: For me, I've shared this with you before our interview, but for a long time I really neglected my health in favor for my professional work and in favor of taking care of kids and house and husband and all this stuff. I just felt like everything is always more important than my health. But in the last year or so, I've really come to this place where I'm like, you know what, I cannot do my best work. I cannot be the best mom, wife, friend, sister or whatever, if I am not taking care of myself.

It is actually selfish if I put all these other things ahead of taking care of me, which is a huge mental shift for me because I felt like, "oh my gosh, if I go do all this stuff for myself that's really selfish. I'm taking away from either income or my kids or my husband." Some really specific things that I do is that, I get up at 5:15 a.m. three days a week and go do yoga. The other two days a week I get up and I will do either walking here at home because my husband out doing working out, or I would do some meditation or something else.

I'm being really mindful on how I start my day. I mean it doesn't sound like a huge thing, especially if you really are into working out, but for me. Making myself a priority first thing in the morning, sets the tone for the whole day. It's like I've chosen myself and said you know what, I am important enough to really kick off my day well. I need to be really intentional about how I live this day because it's a gift.

Just rolling out of bed and jumping right into things doesn't get me off on the right foot. Just taking that time in the morning before the kids get up, before the craziness starts happening, to honor myself and have some quiet reflective time, maybe work out a bit. Really, really has been a game changer in terms of my business, my happiness and my personal health.

Rachel: That makes so much sense and it's great that you do it when you first wake up because I know you have such a full life that it would be very easy, later on in the day, to get distracted and not be able to get the working out done. It's awesome that you do it first thing in the morning, and I noticed too I've been doing a morning routine here and it's just

waking up early and even just a half an hour of exercise and just making a smoothie is crazy how much better my day is, like night and day.

Michelle: It's really strange and it sounds so simple. I don't know about you but for me I just feel like the day isn't running me, that I am running my day.

Rachel: A question that I ask people often because I know you have so many amazing things going on, I also want my listeners to know that you're a real human, with every day struggles and we're always evolving. What's something for you right now that you're currently working through in your life right now and how are you getting through it?

Michelle: Boy Rachel, you know what, my dad just passed away. The thing is, is that it was totally out of the blue. He was very healthy, very active and he just had a heart attack and died. Having that realization of how fast life can be taken away has been a struggle. I won't lie. I had put my business on hold for a couple of weeks and just take some down time and take care of me and my family.

The struggle that I have around that is I wish that he would have had more of his own personal freedom. He did in the last year or so but for so long he felt just like I did. That he had to put all of his time into his professional career and he was super successful but didn't always have the time to spend with his family, with us.

I wish that we had had more time together and just reaffirms why I am doing what I am doing. For me, the personal struggle in my life is to make sure that I don't go back to that sort of workaholic mentality, which I have a real tendency of falling into when I'm upset, or when I'm stressed or whatever. But to make sure that I have a good balance in my life of all the things that I value, all of the things that are important to me.

Work is just a small piece of that pie. Family is a piece of that pie. Fun and adventure is a piece of that pie. Fully living every single day because every day is a gift and we are so blessed to be here. To have the opportunities that we have and to intentionally [inaudible 00:27:36] every day. That's one of the biggest struggles because, Rachel, it's so easy, it's so easy to jump into the place of "Oh woe is me, I have ten loads of laundry I have to do." It's just so easy to jump into that place being really intentional and being grateful and living each day to its fullest, that's probably what I am struggling with, just that intentional gratefulness practice.

Rachel: Yeah, got it. That's a great thing to be working on. Again, I am so sorry about your dad. I know you have told me a little bit about this and I am so glad that you've been taking time to get help with it and stuff. Just makes

sure that you're fully supported. I just so respect the way that you've been making sure to support yourself.

Michelle: Yeah and that's the beauty of having our own business is that we can say you know what, I am going to set this stuff aside for a little bit because I have something that's more important. I know you've done that in your business as well. You've been able to say I need a little space in my life. I'm going to step back for a minute.

Rachel: Absolutely, yeah.

Michelle: It's powerful.

Rachel: It's so nice. It's so nice to be able to have that. Even if, I mean for people who are working now, even if you can create a day in a weekend or something, just anything that you can give for yourself to recharge is helpful.

Michelle: Yeah. There's something, so not just being intentional grateful every day, but also having white space. I call it white space because on my calendar I color code everything so I know what it's for. When I have nothing planned, when it's literally just an open time, I put a white box there for white space which means I can do whatever I want. Even in a job, if you can get yourself 20 minutes of white space a day, maybe 10 minutes in the morning 10 minutes in the afternoon, it's amazing how much more you can get in touch with who you are.

Rachel: I love that. That is awesome. That's such a good helpful tangible tool. I know even just like five minutes, if I just stop and I just breathe and get back into my body, just how re-centering and how re-energizing and I want to say like soul aligning it is.

Michelle: When I was in the last six months of being an employee, I would block 10 or 15 minutes in the morning and 10 or 15 minutes in the afternoon because my calendar typically was wall to wall meetings. I would step away from all of my devices and I would just go for a walk. Either around the building or around the campus and breathe, just like you said. Just breathe and just check in with what am I feeling right now, what's going on. It's amazing how much more in control you can feel when you really just give yourself a few minutes to that.

Rachel: So true. A lot of people right now may be listening and they might feel inspired by you but still scared to make changes in their own life. What advice would you give them?

Michelle: There's a couple of things. The first thing is, you might have a big dream, you might think oh my gosh, I need to quit my job and start a business and stuff and I would say don't make all the changes at once. Whenever I've been really sorry that I've made a lot of changes is when I made way too many all at the same time.

I always say pick a small one like, if your desire is to open a business, just get your business license. Nobody else have to know. Just take it one small step and then maybe get your URL and then maybe get website up. Then maybe start having some conversations with some people that could potentially be clients. Just go down that road, step by step, and just keep taking one more step to the change that you want to see in your life.

Of if it is weight loss, tomorrow just wake up 15 minutes earlier and walk up and down your stairs or do some jumping jacks or something. You don't have to bite off a five day a week workout plan in order to get healthy tomorrow. You can take small steps towards it.

I would say be really conscious about why you really want to make that change, and then take small steps towards it. Before you know it, 90 days in, you're so much further than you probably would have been if you tried to do it all at once.

Rachel: Totally and the other thing that's so good about taking small steps is just that our brains normally can't handle like a ton of change at once. We might be okay with it for a few days but we have our subconscious that's used to a certain amount of health or used to a certain amount of anything. When we take on more than we can handle, it's a disconnect and that's why we snap out of it. Like with all the lottery winners, how they win all this money and then . . .

Michelle: They lose it all.

Rachel: They lose it all, exactly. They're not used to it, so starting with just walking up the stairs like you said, and then maybe it's up and down the stairs twice the next day or something. Your brain can actually hold onto it and you can actually then start adding up more and more progress. So that's great. I think that people are going to really benefit from this. I love how you're so practical. It's something I really value too. I'd love if you can just let people know where they can find more about you.

Michelle: I have a podcast, which you mentioned already, called [Breaking Free](#) which is on iTunes as well. I'm just at [Michellelevans.com](#), where I have my blog and just all that kind of stuff. I'd love if anybody wants to reach out, I'd love to just hear what their story is. I am always interested in where people are in their journey.

<http://www.RachelRofe.com>

Rachel: It sounds fabulous. That will be in the show notes too and thank you again. This has been phenomenal.

Thank you so much for listening to A Better Life. You can find all show notes for this episode at [RachelRofe.com](http://RachelRofe.com). If you enjoyed this episode, subscribe so that you can automatically get access to all new shows. Let's also connect, just go onto Twitter, Facebook or Instagram slash Rachel Rofe and we could talk there. The opinions of all guests here are their own and I am not necessarily endorsing any of them. I do want to give you a perspective though, and always remember, if you have a choice, chose a better life.

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And as a thank you for checking this out, I'd be thrilled to give you a copy of my **favorite** time management tool. It's normally \$97 and can add a mind-blowing amount of productivity to your day.

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## Review

Thanks again for reading my book and getting all the way to the end. I am so glad you've enjoyed it enough to get to this point.

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*Thank you in advance!*

I really appreciate you.

With love,  
Rachel Rofé