

**A BETTER LIFE WITH RACHEL ROFÉ**

**A CONVERSATION WITH  
JESSICA  
LARREW**

**IF YOU HAVE A  
CHOICE, CHOOSE  
A BETTER LIFE.**

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Rachel: Hello everyone. Today we're here with Jessica Larrew. Jessica is a 28-year-old wife, mother, and entrepreneur. She's been making a full time income working online for the last six years after being laid off from her full time job in 2008. Within one month after being laid off, she was able to earn the amount of money online that she used to make at her full time job. Three years after she was laid off, her husband left his job to work from home with her.

Now they spend most of their time enjoying their family and living like they're retired. I reached out to Jessica because I really like her and I think she's a great person for you to learn from. She's a mother, runs a full time business with five virtual assistants on her team, and has helped train hundreds of people on her main business, which earns her over five figures a month. I know that while she's insanely busy, she still makes time to enjoy life.

I see her post pictures on Facebook going to concerts, going to the beach, date nights with her husband, and I just think she's an amazing example of someone who has a lot going on but still has a life that she can be proud of. Jessica, thank you so much for being here.

Jessica: I'm so happy to be here, Rachel. Thank you for having me.

Rachel: Totally. The intention behind A Better Life is to show people that if they have a choice, they can choose a better life. In that spirit, I'd love if you could take a minute to just brag and share with us some of the things that you're most proud of in your life.

Jessica: You know, you don't really get much time where you get to brag, so that's kind of fun. The thing that I'm most proud of is just that I've been able to enjoy my family in a way that I never saw in many people's examples in my real life. My family and my husband's family just struggled financially and with a lot of things as we were growing up. We didn't know how things were going to be for us when we got married and what our finances would look like.

We just assumed that we were going to have to struggle. It was never a desire. We really wanted to work hard and make as much as we could. Just working in regular jobs we thought, "We'll get to the top of wherever we can get to and we'll make what we can." Just in the last few years, we've been able to leave that normal mindset behind and do things on our own and that's just totally changed things.

Now, it's like we just live our own style of life. People look at us and they're like, "I don't know what you guys do. I don't get it, but whatever." We just get to go places that we didn't think we'd be able to go to. Really, it's all just about our family that we have here—my husband and my son, and getting to spend time together and not having to worry about the

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normal going to work every day and watching what you're spending and just kind of getting to live the dream life, I guess.

Rachel: That's amazing and I didn't know that beforehand, you were kind of like okay, let's just see, with the assumption of struggling. That's pretty cool that you were still able to get to where you are now.

Jessica: My mom was a single mom and she always told me, "You can do whatever you want. It doesn't matter how much you struggle, if you set your mind to something then you'll be able to do it." I kind of always had that mindset like, "Okay, I could do whatever I want," so I tried a lot of things to get to where I am now. I just always had that in the back of my mind like, "It doesn't matter where I came from, but we can do better things." You just always have that in your mind like, "Are we going to actually make it?" because you don't know. If you've never seen somebody really do that, then you don't know what it takes to get there.

Rachel: Yes, of course. It's so much easier to model, but to completely chart your own territory is a huge undertaking. Obviously, as we touched upon, you didn't just wake up with having this amazing life and you worked really hard to get to where you are. I know that you were laid off from jobs; you tried all these different things. I want our listeners to see that this is all about how life can throw tough things your way, but you can still make the choice to get through them. So, I'd love it if you could describe a time in your life where you felt like things weren't going the way you wanted and you just felt really trapped and what was going on then for you?

Jessica: I think the biggest turning point for me was when I was laid off. I was at a job where I felt like it was super stable and I knew everybody that was in management above me. I knew times were getting tough in the economy and that we were making layoffs, but in my mind, I was like one of the last five people that would go. I knew that there was no way I was going to get laid off, so it really, really hit me hard because I just didn't expect it.

At that point, it was okay, if I'm going to make a change in my life, then this is going to be the time because we hadn't talked about wanting to have kids, but for me, it was like if I'm going to have kids, I want to be able to stay home. Where we were at in life, it wasn't going to happen. We had a big house payment, we had these jobs where we were working full time, and how was I ever going to leave that job and have a kid?

It just wasn't in the plans. So, I kind of took that as okay, God is telling me something different is going to be happening, so just take it and run with it. After being super devastated for a little while, it took me about a week to recover, I just said, "You know what? I'm just going to do my own thing and it doesn't matter what things are supposed to look like. I'm just going to do it."

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I thought, “Okay, I’m going to take any skills that I’ve ever used before and I’m going to become an entrepreneur. I’m not going to put myself in that position again,” because it doesn’t matter how secure you feel that a job is, it’s not. It doesn’t matter, and so now I have that [indiscernible 05:41] things can change at any moment so you just have to be in charge of it and you have to take everything by the reigns and just be in control of what you can.

Most people would say, “Oh my gosh, getting laid off is probably the worst thing.” To me, it was the best thing because I don’t know that I would have ever taken that action step on my own to leave that job or to try really hard to become an entrepreneur. I knew I wanted to and I was piddling with things, but would I actually make that choice to go full time without being pushed out?

Rachel: That’s surprising that it took you only a week to get over being devastated.

Jessica: You know, like I said we had a house payment and it was like well, what are you going to do? Unemployment isn’t going to cover that. It was like I already had some things going on. I had been selling online just kind of as a hobby and I thought, “You know what? I’ve seen other people take this full time so why can’t I?” I just thought, “I’m going to do it. That’s just all there’s going to be to it.”

Rachel: Wow! So, your mind was never like, “Are we going to be able to afford the house payment? It was just kind of like, “Okay, this is how we’re going to afford the house payment.”

Jessica: Yes. I just knew that I didn’t want to go back to working for somebody because of how much hurt that caused me. Sometimes, I still go back to that pain and I can’t believe that happened. I just think if it wouldn’t have happened, I wouldn’t be where I am today. I had other jobs that I had worked at before. I left every job under really good circumstances. It went through my mind to just go back and be like, “Can I come back to this job, but maybe as a higher level now because I have more experience?” I thought about that and then I just thought, “No, that’s not what I want. I don’t want to work for somebody else.” So, I just didn’t do it.

Rachel: Good for you! Obviously, you made some choices to get to where you are now. I’d love to hear more about some of the choices or the mindset that helped you make decisions. You touched on some of them when you were saying that you decided that you didn’t want to work for anybody else, you were going to have to be in charge of your own destiny. Was there anything else that you were telling yourself to be able to get to where you are now?

Jessica: At that point, I really started looking for people who could be examples because you have to have something that you can use as a model, like we

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had kind of touched on earlier. Because I didn't have that in real life, I started looking online trying to find people who were entrepreneurs and had made online income work for them. So, I really started to try and surround myself with people who were going to bring me up and help me to get to where I wanted to be and realized that the people around me weren't going to understand because it was like all the time they were like, "Have you gotten a real job yet?"

I did, but it was really hard to explain that and to tell people, "I'm not actively looking for another job," because people just don't get that. It took a while for me to be comfortable in that, like years, to be able to say, "No, this is what I'm doing and I'm not looking for something else." The big mindset was like it doesn't really matter what other people think. To have people around you, either virtually, like online, or in real life if you could find them that are going to help you to get to where you want to be because otherwise your mind just kind of goes crazy and is like, "You can't do this. You can't do this." You just have to find somebody who will help you out with that.

Rachel: Absolutely. That's crucial. I now have two questions from that. The first one is how was it for you when people were like, "Are you going to get a job?" Did it bring you down? Were you questioning things? What was the process with that?

Jessica: It never really made me question it myself, but because I'm so quiet in real life, I didn't want to have to explain myself because that's what I always felt like I was doing. I was trying to explain to people why I would make the decisions that I did. Especially when my husband left his job, that was a big one where we had people that were like, "I can't believe that you would leave that good of a job to go home. You don't know; it's uncertain." I always felt like I was just trying to explain myself to people so I would just leave it and not even worry about it. In my mind, I guess I felt not confident enough to tell people, but confident enough to do it. Does that make sense?

Rachel: That totally makes sense. So then when you were looking for people to surround yourself with, how did you do that?

Jessica: For me, it was really on Facebook. I've met so many great people on Facebook—you, too. I met you on Facebook. I just went to groups where people were doing the same thing that I was. At that point in my life, I was selling on Ebay, so I was looking at groups of people who were selling on Ebay. I would just kind of look for people who seemed similar, who had the same kind of values and then would start chatting with them privately.

There's one girl, her name is Beth and we're business partners now in one area and we met online on Facebook. I would consider her one of my best friends, but we've never actually met in person. We know each other so

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well and that was because of online and on Facebook, so that's kind of where I went because I didn't know and I was so young, too. I didn't really know where to go in real life. I don't know that there was even Meetup at that point. For me it was just online.

Rachel: That's fabulous. I think Facebook really helps so many people.

Jessica: You know, I think because we are so young it's like it's just natural. Virtual online friends can be just as real as real life friends, I guess. That sounds funny when I say that aloud.

Rachel: I totally get it. Now that you are doing so well, your husband quit his job, and it's three years later, the people before who were asking if you were looking for a job, how are they with you now?

Jessica: I don't know that they really get what we do, still. I do get a lot of, "Are you still selling stuff online?" or "Are you still selling on Ebay?" A lot of people don't realize the transition that we've made from selling on Ebay to selling on Amazon to having our own consulting business and things like that. It's still kind of like I don't really try to explain it. The people that are the most important know and they get it and are really interested.

Our really close friends in real life totally get what we do and they seem to really support us. My mom is like my biggest fan and my biggest supporter so I get to go to her with all of the yeas and things that went really well. A lot of times people still don't really know. It's so hard to explain, I think because it's just a different mindset. People don't give us a hard time anymore.

They're not questioning it because they see that we're doing okay. We're doing better than okay. It feels weird to say that because we don't usually talk about it aloud, but we're doing well and people see that. Whenever we're going to the beach in the middle of the week, we're like, "We're just going to spend a week here." It's like, "Okay, I guess you don't have to go to work like the rest of us." It has kind of turned into that, if that makes sense.

Rachel: That totally makes sense. Because you have so much stuff going on, I know you have your team and your mom, how are you able to make the time to go to the beach?

Jessica: I really just tried to put as many systems in place as I could to make time. I never wanted to be working full time. To me, to work full time hours from home would be even harder than to leave and go work full time somewhere else because we do have a son now and he's almost four so he takes so much attention. I try to spend my time doing things that give me the greatest return.

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You mentioned that I have virtual assistants. I have people who look for products for me that I can sell. They'll be sourcing for me and then I just pull the trigger on what I'm going to buy to sell. I have a lot of stuff on the website that generates income as well. I just try to spend the time on things that are going to produce the most result. I can't focus on things that are going to be sold one time now.

Since you sell on Amazon, you kind of get that, I'm sure. You want to spend time finding something that's going to generate income over a period of time instead of just once. That's kind of what we focus on a lot now is if we can get something and we can sell a thousand of it, well then that's going to make us whatever our profit is times a thousand. Even something as small as we only make \$8.00 profit on it, when we make a thousand of those, then we make \$8,000.

I try to look at things in a broader perspective now, which takes a lot of time. It's not like you can come out right when you start a business doing that because the first few years, it was a lot of work and a lot of time, but just as things have changed over the years and we've gotten systems down and more in place, it's gotten to the point where we can do that. We can invest more money up front on items and we don't have to spend so much time to do the things. The same things take less time because of the money.

Rachel: Yes, that totally makes sense. Even for people just listening, some of the things that you've said are really good as far as like you said with your website, sometimes people can find you through your website. I think that's originally that's how I heard of your name. I was just doing searches around Amazon and I came to one of your tutorials.

A high leveraged thing to do is to spend time on your blog because you have Google pointing to you forever and you have people pointing to your articles from other blog posts. It's definitely one of those activities that keeps on giving you returns over and over versus, just like you said, the one time things that you might sell once and even if it's like a \$20.00 profit, if you can't leverage it...

Jessica: Yes, exactly. One of the things is that everybody's at that point where you had said that you have more time than you have money. I talk about that a lot with the people that I work with doing Amazon business. You're going to come to a point where you don't want to be spending the time for the money. What can you do to get more time, but make more money?

A lot of things like clipping coupons, for example, is something that takes a lot of time, but if you don't have the money, you're willing to give up that time because you need the money. Later, you'll spend that extra 50 cents per item so that you don't have to spend the four hours preparing for it. I think that's really important in any type of business even with websites. If

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you have virtual assistants, you're trading time for money. You're giving them money so that you can have time, but at that point, you feel like your time is worth more than the money that you're paying.

Rachel: Absolutely. Another thing that people can think about is a lot of times with clipping coupons and trying to save money, even when you're first starting out, I think some people put so much energy into saving money. It's so much easier to take that same energy (because you can only save so much), but if you take that same energy and put it into producing more income, you can have better results. I think it's great to look at it from both perspectives where if you can save, awesome, but put the majority on what you can do to actually get more results. Even for people starting out, there's higher leveraged things that they can do. Do you agree?

Jessica: Yes. I think anything that you do for yourself, there's ways that you can leverage even if it's having people in your neighborhood help with different things around your house so that you have more time to focus on stuff that produces better results. There's always ways to leverage.

Rachel: Totally, totally. I guess one other thing to mention for people listening is one thing that I find that really helps is if I'm in a situation where I'm feeling trapped or I just don't know how I'm going to be able to do this in a way that feels easy, just ask yourself the question, "How can I make this easier? How can I do this in a way that I'm not stressing myself out financially?" It's amazing what the mind can come up with as far as answers to that question.

Jessica: Right. I don't know why it never just comes super easy because that would make it too easy, right? You kind of have to be stuck to really think outside the box and try to figure out a new solution.

Rachel: Yes. I'm just starting the podcast series, but I'm seeing a theme, as a lot of people are saying, they had these things that happened to them that weren't the most positive, but they turn out to be these amazing blessings because they were able to navigate out of them, just like you with getting laid off. Now you're kind of living like you're retired, you're 28, and I'm wondering, do you have a specific action step or something that you do on a regular basis to just keep having this awesome life that you have?

Jessica: I'm always just looking for new ways that I can improve on what I'm already doing or ways that I can make it easier. Having virtual assistants was a big one. If I'm spending too much time trying to figure something out or if something's taking too long for me to do myself, then that was a big one. Also, just to really spend time with people who build you up and who you can learn from, even if that's just reading websites of positive people. I think that really impacts you.

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Rachel: Yes, I think so too. That's actually the whole reason behind this podcast. I think having that daily motivation for people is so important because especially, if you're working behind the computer all the time, it can be so isolating.

Jessica: Yes, you always feel like you're alone and you're not, but because you don't have that office. I think for entrepreneurs, that's the biggest thing. You don't have that place where you can just go and reach over the cubicle to somebody or meet at the water cooler and just kind of chitchat. You have to intentionally do that. You have to make those connections in real life and virtually as well. Otherwise, you kind of go crazy, I think.

Rachel: Yes. I agree. When you decided to start outsourcing, how far in your business were you?

Jessica: That's just something that I did in the last year.

Rachel: Wow! I didn't realize that. You built five assistants in a year?

Jessica: Yes, but they're not all full time. I have one that's full time and then the others just do specialty things for me, just things that were hard for me to do. If I don't know how to do something, I'm pretty much always last minute. I don't know why I do that. For my website, if I don't know how to do something, I'll just sit down and try to figure it out. All of a sudden, I realize that it's been like 12 hours and I've either barely figured it out or I'm still just as confused as when I got started.

So, I realized that I can't do all of this on my own. I decided that I want to make things bigger. I want to make more money, and so I started spending more time. Then I was like, "No, I'd rather make less money, but spend less time. How can I do both? How can I spend less time and make more money?" The only thing I could do was to have people help me. So, I got website specialists, and then I have the people who help me on my Amazon business. We even have some people locally that help with the Amazon business as well. Anything that I don't have to do myself is on the list of things to get somebody else to do now.

Rachel: That's awesome. That's such a good thing that you were saying about asking yourself the right questions. So asking yourself, "How can I spend less time and make more money?" Then all of a sudden you come up with these phenomenal answers. How did you find the people to hire?

Jessica: For the website stuff, it was a lot of referrals and just going with people that other people know and a lot of trial and error on oDesk, trying different people and just seeing how we work together. It doesn't always work out even though you kind of think this is going to be perfect. Something that I realized with the virtual assistants, it's really about how well you can explain things.

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I think from being someone who's like a solopreneur for so long where you're just kind of in charge of everything, it's really hard to explain exactly what you want. I've had this conversation with my husband a lot, "How come my virtual assistant can't just read my mind? Can't I just say, 'I want this,' and then it gets done?" I think no matter where you find a person, via oDesk or freelance or I've even done Facebook posts on my business page like, "Does anybody know how to do this?" then built relationships that way. It takes a lot, personally, to work with someone. Have you realized that, too? I know you do a lot of work with assistants.

Rachel: Yes, definitely. I had a company back in 2010. We had 120 employees at one point and it was just insane. We were dealing with so many different people. I had to learn a lot about hiring and best practices and stuff so what I realize now is that, when I'm hiring for something, if I know how to do it, then I'll either have a video or I'll outline every single step that needs to be taken. I think that really helps too.

I find the more specific I get in the job descriptions, the higher quality people respond and the less overwhelmed that they get. I think the expectations are better. When I know how to do something, I'll make a training video and then sometimes I'll have people even take a test based on the training video and if they do well, then I'll hire them because I know that they can do what I need. Then on the things where I don't know what to do, like I can't make a training video for technical stuff, then I think referrals are definitely the best way to go for those kind of things or asking people if they've done that specific thing before, that's really helpful, too.

Jessica: Awesome. I'm glad I'm not the only one. I'm trying to get better at that to really be able to explain what I'm looking for to make that whole relationship work better. Since it is so new, being my first year and being such an introvert, it is kind of hard to explain exactly my process.

Rachel: I hear you fellow introvert. I think the other thing that's really helpful, I learned years ago from Eben Pagan. He talks about when you work with outsourcers to have them answer three questions everyday. Which are: Number one, what did you get done that day? Number two, did you have any challenges or obstacles to overcome? Number three, do you have any questions for me?

I think that's really good because when you're getting the daily reports, you kind of know what's going on. It makes it safe for them to be able to tell you if they're having any problems, and any questions, it also just makes it safer for them to be in communication with you. I think that especially until you really get to know somebody, just the more communication the better.

Jessica: Yes, for sure.

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Rachel: Awesome. I'd love to switch gears a little bit. I know that you're surrounding yourself with people that bring you up and you read lots of things about keeping yourself motivated. I'd love to hear about the other side. What do you think is something that most people don't talk about in the personal development world that maybe it's just not sexy? I'd just love to hear from someone who's been able to create an amazing life for yourself like what goes on behind the scenes that is maybe a little bit more work?

Jessica: I think that the biggest one is that it takes time and it takes a lot of effort. When we do these kind of interviews, it's years later, it's years down the road. Imagine if we had done this my first year. I'd be like, "I don't know what the heck I'm doing. This is just crazy. I'm spending all this time." I think the biggest one is that there's always more to what you see on the surface.

You can look at a six-figure Amazon business and think they have it so easy. It didn't start that way. For me, it's like the beginning is where all the hard work comes. People have to realize that it's not super fun, and it's not sexy when you're staying up super late. For me, when I first started really heavy in the Amazon side, I was pregnant, and then my son was a newborn while I was really building it.

That wasn't a fun time. I'm staying up when he's sleeping trying to make an income because I had to replace the income that I lost, but we still needed it to pay bills. It's not like just because I had a kid, all of a sudden I could quit. It was a lot of really, really hard work to get to where I'm at now. I think it's really important to see that it doesn't matter where we are today, but just to know that it took a lot of effort to get there.

So, if you find yourself struggling because things don't look like they do for other people, just know that it wasn't all rainbows and butterflies for us in the beginning either. It's not easy in the beginning and it does take a lot of work. It's not ten-hour weeks whenever you first get started, it's 50-hour weeks and then barely making enough, but you are, and then you get to the point where you're working ten-hours a week and you're making more than enough.

Rachel: That totally makes sense. I'm really glad that you brought up the part about when your son was born because I know a lot of mothers listening are going to be really curious about that. You painted that picture so well about your son sleeping, you're taking the time to get work done, and I could feel how stressful that must have been. You had your eye on the prize.

Jessica: I think then, I had no idea what the prize was going to be. I just knew it wasn't going to be where I was before. If there was somebody that I was

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listening to then that was telling me what it could look like, I probably would have worked even harder. It would have been 60-hour weeks. I just didn't know and to be here now and look back, it was like all that hard work and people not understanding me, it was all worth it.

Rachel: I love it. That's great. Like you said, if someone could tell you how it would be, I feel like you just painted a really great picture for a lot of people of what it could be like. I think a lot of people are going to hear what you're saying and feel really inspired.

Jessica: I hope so. That's just so awesome now with being able to talk to so many people and I don't mean like having a name, but to where people come to me. To see people's lives change and to know I was there, it really means a lot.

Rachel: I love it. In the spirit of making this podcast feel real and letting people know that no matter where we go, we're still going to have struggles, I'd love if you could let people know what you're working on right now and how you're getting through it.

Jessica: One of the things I've been struggling with lately is finding that balance with having a public life. Like I just said, I'm not necessarily like a well-known name, but people do know who I am. It wasn't my goal in the beginning to be that way, it just kind of happened. What I've been really struggling with now is trying to differentiate myself and to not get hurt. If you said that you looked at my Facebook page, you may have noticed that I haven't posted anything in a couple of weeks.

I just kind of had a period where I got tired of dealing with people who try to make you feel worse to make to make themselves feel better. That happens so much on the Internet. I keep saying, "public figure," but that's not how I see it; I just can't think of another word for it. I've been dealing with a lot of people who are trying to bring me down to their level and so I'm kind of at the point where I'm backing off a little bit to just really focus on myself and my family, so whenever I come back full force, those things aren't going to bother me.

I think that the more that you make yourself open and vulnerable, the more people take advantage of that. So, I'm kind of at that point now where I've been really, really vulnerable and now it's like people are really taking advantage of it. So, I'm going to refocus and figure out where I am in this and not lose myself. I can't let other people affect that. That's kind of where I'm at right now is trying to make that whole side of the business not affect my personal being because then nothing is what it is.

I can't change who I am, so I just have to deal with it and overcome that. My struggle right now is just being a person, being a businessperson, and

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having that all be one and not let other people affect that. Does that make sense?

Rachel: That makes a lot of sense. I totally understand what you're saying. I've had the same thing hosting on Facebook. One time I posted this picture of my boyfriend and me on a beach and we had the beach to ourselves. It was just amazing with dinner and rose petals on the table. I wrote up this post about how happy I was and what a magical night it was. Someone responded, and he was just trying to be funny, I get it. It was funny. Do you know what I'm talking about? Did you see it?

Jessica: Yes, I did. I don't know what the comment was, but I remember the post.

Rachel: Yes, so basically, someone read my post and then he made a video of it with cheesy music in the background. When I had a minute to walk away from it and then watch it again, I found myself laughing. At the time, when I first saw it, it was like, can't I just be happy and talk about it? So, I totally get what you're saying. I think taking some time to refocus and replenish yourself and resource yourself so that you can come from a place of where you're just fully resourced and able to handle it from that place instead of being in a reactive mode is really smart. I think it's such a great strategy to not feel like you need to be reactive and just take that time to go through and figure out how you want to handle things.

Jessica: Right. I'm sure if I were you, I'd want to be like, delete that comment and screw you. But, okay, hold on, sit back, just a second.

Rachel: Yes, totally. I think it comes back to what you were saying about surrounding yourself with awesome people because what I did was I'm in a Mastermind group and we have a Facebook group, so I went on there and just posted, "Guys, this just happened." I basically needed them to be like "It's okay, Rachel," and they did. I was able to get that support and then come back later and see the humor in it. For sure, in that moment it did not feel good. It felt humiliating. I think that people are going to listen to this and feel so inspired. If someone's listening to it now and feeling inspired but still scared to make a change in their own life, what advice would you give them?

Jessica: I think especially if they're at the place where they feel inspired and they want to make changes, it's like just get over that fear in any way that you can, whether it's just reaching out to people who have been there or talking with a close friend or a spouse and just really set those goals into place. I think if you have the opportunity to make these changes before something forces you to then you have the upper hand the whole time.

If you're working a job right now and you hate it, but you see other opportunities and you know that you're really good at other things and you want to just run with those, if you could just really press through now, then

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it's so much better. I think about the difference in me losing my job and then doing this versus my husband getting to make the choice to leave his job and do this. It's so much easier to make the choice.

You get to plan better. Things aren't thrown at you. So, if you have that opportunity to make what you want happen and to put those things into place for yourself, then your outcome is just going to be so much faster and so much easier because you controlled everything that got you to that point instead of somebody else doing it. Then you say, "I'm going to be reactive and this is going to be what I do with that." Instead, you get to say, "I don't want to be in that position, so I'm going to do this instead."

Rachel: Brilliant advice. If there's anyone now who's listening and they're struggling and feeling trapped by their circumstances, what would you say to them?

Jessica: I think if you feel trapped, then that's your cue that you need to find something different. I kind of felt that way before I lost my job. I knew that things weren't quite what I thought they were, but I wasn't willing to take that and run with it. I think when people actually feel that place where they know that things aren't right and they feel like they can't do anything else and are going to be stuck here forever, that's the time where you really, really have to dig out of it and make it something for yourself.

The only thing that can happen at that point is that you're going to be controlled by something else that takes place that you didn't want to happen. Feeling trapped in a job doesn't get better. It's not like you hate your job today, then in three months you get a promotion, and then all of a sudden it's better. It's usually you hate your job today and if you get lucky enough to get a promotion, it's even worse because now you have more responsibility and more pressure. I think that once you're at that point where you know things aren't right and things aren't where you want them to be, then it's time to take action then and do everything that you can to fix it.

Rachel: Wonderful. I know people are going to absolutely love this. Can you let people know where they can go to learn more about you and find more about what you do?

Jessica: I have my website, it's [www.jessicalarrew.com](http://www.jessicalarrew.com). I talk a lot about Amazon on there, but that was what got me to where I am now. I have Facebook, like we talked about before, so people can add me as a friend on Facebook. I have a business page for Facebook, but people can add me as a friend and kind of get to know me as a real person.

Rachel: Awesome. So, for everyone listening, this is going to be on the show notes, but also Jessica Larrew is spelled Jessica: J-e-s-s-i-c-a and Larrew:

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L-a-r-r-e-w. Jessica, thank you so much for being here. I know people are going to get so much from this and I just really appreciate your time.

Jessica: Awesome. Thanks for having me. It was really fun.

END

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## Review

*Thanks again for reading this and getting all the way to the end. I am so*

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*glad you've enjoyed it enough to get to this point.*

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With love,  
Rachel Rofé

