

Rachel: Hello! Welcome to today's episode. And today, I talk with Thais who is a super vibrant woman and we talked mostly about women stepping up into leadership. So sorry, guys, she works specifically with women. You can of course still listen and learn from it, but I think it's going to be especially helpful in this call for women. We just covered all kinds of things, so we went over what leadership means, if everybody is a leader, distinguishing with intuition, the differences between fear and intuition. Thais had some really interesting perspective on what happens when obstacles come into your life, how to handle that, and are they really even obstacles, or are we just trying to get too much control? So that's been really interesting for me to hear about.

We talked about sisterhood and just a whole bunch of different things around just being your most vibrant, alive self and being that leader. Thais said that everyone - and I totally agree with it - we are all leaders in a different capacity, and so really just stepping up into that. I really enjoyed this conversation and I hope that you get a lot out of it just like I did. All right. Here we go. Hey, so thank you so much for being here, Thais.

Thais: Thank you for having me.

Rachel: Absolutely. So the intention behind A Better Life is to show people that if they have a choice, they can choose a better life. So in that spirit, can you take a minute to share with us some of the things that you're most proud of in your life?

Thais: Of course. So I would have to say the thing that I am absolutely most proud of is being an entrepreneur. I think it takes a lot of courage and strength to not only listen to the calling of the spirit, but to also act on it. And taking that leap for me at the time that I did was going against everything that I had defined myself as, because I thought I was going to go to law school. I mean, I took my LSATs, I interviewed lawyers. I was definitely on that trajectory. I excelled in school, so I figured it makes sense to go into something that required more schooling. I thought that I would only succeed in life if I had that extreme structure where, you know, you can only move up one ladder rung at a time and that's that.

So when the calling that came to me to become a coach and get into the coaching, and Yoga world, and to empower women, when that calling started to get stronger and stronger, I initially faced a lot of inner resistance which came in the form of other people doubting me. So I would have to say, Rachel, that my ability to continue to honor my calling and do the inner and outer work to manifest my work in this entrepreneurial path, has been such a grace for me. I'm really proud that I had the courage to listen and to take action.

Rachel: Good for you! So when was that, that you decided you wanted to be an entrepreneur?

Thais: This was back in 2010, was when I was introduced to Yoga and that's what completely changed my path of going to into law. Once I started doing Yoga, which for me was extremely woo woo and weird, and I didn't know what it was all about. I went to a big power Yoga class because I was bored and I felt maybe this would be a nice hobby to pick up and at least I would get some exercise in. When I went and it

completely changed my life, I knew that I needed Yoga and I needed to do something with Yoga. So that was the door that opened for me to begin to look at the path of the holistic coaching, Yoga, health and wellness, empowerment, and all that stuff. So yeah, it would be 2010. And then I got my certification to coach in 2011.

Rachel: Wow. So what was it about Yoga that was so changing for you?

Thais: You know, up to that point, I led a very intellectual life. I considered myself to be pretty intelligent and that was how I defined myself, was by my intelligence. That was working out, or so I thought, but I was extremely disconnected from my body. I think that's how a lot of us walk through life, thinking that we can just power through with the power of our mind.

So there was a lot of disconnection there, which led to some pretty serious binge eating issues and emotional eating issues. So when I was introduced to Yoga, a friend told me about Yoga and she said, "I love it, you should try it out." So I went to a class and for the first time, Rachel, for the first time I checked into my body, and there was something there. It felt like home and it wasn't some big "aha" moment that changed my life. It was just a very quiet, "Oh my gosh. There's something here and I have to explore what that is."

Rachel: That's interesting. That's really, really interesting. You're making me want to go back into Yoga again.

Thais: Oh, yeah. It's amazing. For me, when I started getting into Yoga, the asana, the physical practice of it, I realized that that's just a gateway drug. That just gets the adrenaline rushing and the endorphins, and that makes you feel good. That sets up the stage for something even deeper and that's a really strong meditation practice.

Rachel: So you meditate as well?

Thais: Yeah. I teach meditation. I meditate every day. Not as often or as long as I would like, but I'm working on that. What I found with meditation is that it allows us to start to notice the thoughts in our mind. I think a lot of times we take the thoughts in our mind for granted, and we think that the thoughts in our minds are real. We think that they're true, that they are something to be listened to. Because why would we have thoughts if they weren't real? Like, the idea that we're lying to ourselves doesn't really seem like a logical conclusion.

You have thoughts because they stem from you, and therefore they're real. Meditation allows us to start to see what our thoughts are doing, and come into that place of awareness of, "Wow! There's this space here between these thoughts that are going through my head, and then the me. So what is that me?" And that is what meditation allows us to do, is to get in to the, "What is me and why are these thoughts running my life and not me?"

Rachel: So what does meditation look like for you? Like, how do you do it?

Thais: So initially, it started with just Yoga. I remember when I was little, my mom has always been in the spiritual realm, and she's always been doing Yoga and meditation for as long as I can remember. I remember when I was like seven years old and she wanted me to meditate with her. I would sit there and I had no idea what I was supposed to do. So I would imagine trying to make the back of my eyes black. Like, I would try to really hold on to this black [inaudible 00:07:25]. It was the weirdest experience for me and I realized, "Okay. Maybe this isn't what I'm supposed to be doing." Then I would just start getting loud and annoyed, and my mom would let me go.

But as I grew older and started getting into Yoga, I realized that meditation doesn't have to be this very structured scary concept. It can be as simple as just noticing the quality of your breath, just noticing what's coming up, noticing the body, and seeing if you can distance yourself from your thoughts. So it started with Yoga, and then it led me to chanting, actually. I started doing chants with [Krishna Das](#). He's a pretty famous Western chant leader. That also continued to get me deeper into Yoga and meditation. Then I realized that meditation can give you the high, if you do it in a consistent basis that Yoga does. So then you just continue to get deeper and deeper into your practice and there's a real sense of peace in there.

Rachel: Yeah. So when you say that you pay attention to the quality of your breath, what does that mean or you?

Thais: Sure. So often I see my students when they come into the meditation to change the breath. So the minute we start to bring awareness to something, we want to change it. When we look at our breath, we start to think, "Oh, it needs to be deeper because my Yoga teacher told me that I have to have deep breaths and I have to use all the parts of my lungs, and therefore, I'm going to deepen my breath." So we start to manipulate our experience, and that's very typical of what the mind does, is try to manipulate our experiences. So when we can just bring our awareness to the breath and just the quality of it, is it short, is it long, is it deep, is it shallow? Just notice what it is, instead of trying to change it. The breath naturally becomes deeper and you naturally start to get into a more quiet place without the forcing current of what we naturally think happens when we meditate.

Rachel: Got it. I mean, I guess it makes sense as well, even just focusing on the quality of your breath. It's going to get you out of your thoughts and out of everything, that mind chatter, and just start to get you in a different perspective. So very powerful.

Thais: Yeah.

Rachel: So one of the big things I wanted to talk with you about is stepping into leadership. I know this is one of your sweet spot areas, is helping people step into that. So first of all, before we even get too into it, can you tell me what that means to you, stepping into your leadership?

Thais: Sure. So I believe that we are all here with the purpose to teach. Whether we know it or not, we're all teachers and we're all healers. So everything that you do, Rachel, is teaching people something, and everything that you do is healing in some

capacity. It's either pulling you away from love, or closer to love. So when I look at somebody next to me doing something, they're teaching me their story and they're teaching me how I should be leading my life. So if we can all step into a sense of, "I am an example and people are listening and watching me, whether I know it or not," we start to take more responsibility for how we act and how we think. We are all role models, whether we know it or not. The more that we can step into that leadership in our lives, in our business, in everything we do, the more we can set that example and we become a greater person. We become whole, lighthearted, and spacious in our lives because we are noticing that we are teaching people. We are affecting people with our actions, with our words. Does that make sense?

Rachel: That makes sense. One question I have. You said that we're always healing, whether we're pulling away from love or towards it, so I'm curious how it's healing if it's pulling away from love.

Thais: Yeah. They say a lot of times that fear is the opposite of love. So when we are walking away from love and towards fear, a lot of times we get very judgmental, like "Oh, this is fear. This is bad. This is wrong. I shouldn't be experiencing these things. I shouldn't be experiencing the anger and all those negative emotions that are associated with pulling away from love." And yet, all of our emotions are a part of the realm of the human existence. Like, being angry, jealous, all these emotions, are a natural part of being human. The more we try to walk away from these negative emotions without noticing what they're telling us, the more we distance ourselves from ourselves and not become whole, integrated, and that leader that we want to be.

So negative emotions, I believe that everything that we do stems from something greater. So if we're experiencing a negative emotion, say anger, well there's a reason for it. So instead of labeling, "Oh, I'm feeling angry. We shouldn't be feeling this," if we can examine what that anger is telling us, why we're being scared, why we're pulling away, we can notice that the anger dissipates and we can peel away the onion and get to the core of our emotions. That's the sign that's telling us. That's healing, Rachel, getting into that core of our emotion heals us. For example, if you're feeling angry because your friend got an opportunity that you wanted, if you can dig a little bit deeper - instead of pushing away the anger - ask yourself, "Why am I feeling angry right now" and notice that maybe it's because deep down you feel like you're not worthy of that opportunity and that you're not good enough. Well, now that is a place where you can start the healing. Now that we know that that's how you're experiencing life, we can love it and we can shift it towards love.

Rachel: And how would you shift it?

Thais: Oh, man. Really, it depends on the person, I would say. It depends on the circumstance, but it first starts by just developing awareness for it, so knowing that that's how you're feeling, and then choosing to feel something different. So if you're feeling unworthy, if you're feeling like you've always experienced a sense of laugh in your life that everyone else gets opportunities that you don't, first notice that. See if you can have any sort of compassion for that place, because a lot of times, those negative emotions are some things that happened when we were a little kid. Like, if we had a sister who stole

our toys and then we got in trouble for it, that may create a sense of inferiority that we carry until adulthood. Now we're judging ourselves so harshly for something that we were just trying to be the best of when we were little, right? So if we can notice this sense of unworthiness, and be okay with not changing it, just like the [inaudible 00:14:15], just like the meditation, just coming into a sense of, "Okay, this is here. What is it trying to tell me," usually what we hear, if we give it enough space, is that's a calling for love. Not love for anyone else, but ourselves.

So then we can choose different and we can choose to love that place within ourselves that's feeling unworthy. This is really messy stuff that no one likes to do. No one likes to get into it because, one, it's pretty deep work and you usually need the help of a community to do it, with a coach or a support system. It's not glamorous because we're basically saying that this negative stuff is a part of who you are and there's no guilt and shame around it. I think so many of us have guilt and shame around our negative emotions. We feel like we have to hide it because we have this passion for perfection that's an illusion.

Rachel: Good point. I'm so glad that we went down that section. Thank you so much. You speak so eloquently and you bring out such great, great points.

Thais: Thank you.

Rachel: Absolutely. So back to the leadership thing, so you think everybody is a leader?

Thais: I do. I think everyone is a leader. I don't mean a leader as in you have to run a company. I don't mean a leader as in you have to have a team of people working underneath you. I think you can be a leader as a janitor. I think you can be a leader as a dog walker. I mean, it doesn't matter who you are, you can be a leader by the actions that you choose to take and the decisions that you choose to make, and the stories that you choose to share and believe about yourself.

Rachel: Absolutely. So what do you think about, like, followers?

Thais: What do you mean?

Rachel: As far as, like, do you think that we need to be followers? I guess, with the followers, it's like sometimes we're in follower capacity, sometimes we're in leadership capacity. Yeah.

Thais: Yeah, I see what you're saying. I think that we definitely do learn from other people and follow other people's teachings. That doesn't take away our own sense of leadership. Here's an example: so we think that a person in leadership, let's say a successful person, a CEO of a Fortune 500 company. How would they act?

Well, one thing that I'm pretty sure, for every successful leader, the way they act is that they have confidence. They have confidence in themselves because they know that in order for them to run a company, they have to exude a sense of confidence to have people follow them, right? So even if you are a follower and let's say that you are not

necessarily in a leadership position in your life, you can still create a sense of confidence within you that will empower other people to be in their greatness.

Because when we can step into our leadership and into our greatness, into our whole power and potential, we give other people permission to do the same. So if we can step into our confidence and do the work necessary to dissolve the fears, the [inaudible 00:17:26], and the unworthiness that we can fully step into all of who are and our confidence, know that we're serious, and we're good leaders, then everything we do stems from love. Everything we do has a ripple effect of love, whether that is collecting the trash and doing the dishes, or leading a Fortune 500 company.

Rachel: Got it. Gorgeous. You shared with me your purpose to empower women to step into power and purpose through coaching, master mind retreats, speaking and writing. So why those outlets specifically?

Thais: I remember when I was a little girl and we went to the movie theater. I can't, for the life of me, remember what particular movie this was, but I remember this experience so vividly where I got bored with the movie. I was little, it was boring and I don't know what's happening. I decided I was going to run to the very front of the movie theater, right underneath the screen, and start dancing. And that's what I did. Looking back at it now, I can't believe I did that. But at the time, it felt like a very natural thing to do. Everyone was looking up ahead, they were looking at me, so clearly this was the time to dance. I think as kids, we have this sense of fearlessness about getting up and telling the world what we're about. We jump up on water fountains and see as high as we can get and we dance. We feel this sort of liberation of our hearts to stand, show off and tell everyone that we're here.

It's such a beautiful joy. As adults, we look at children with this beautiful adoration, naivety and innocence. So when we get older and we learn what is correct and what is not correct in our society, I think we lose some of that joy. I found a natural propensity to continue to stay up on stage and to continue to serve in a way that is in response to people. I think that by doing that, by serving people in that way, I am ultimately giving other people the permission to do the same. Because I think us women really need to step up. I don't mean because we've been held down by men. I don't like this idea that it's men versus women, and that we have to step up in a way that overrules men.

I think that men have their own oppression of sorts. I love the men who are leading that charge of allowing men to feel emotions and be more feminine. And then what I found my cause to be is to support women who are stepping up into the confidence, into the clarity of sharing the message, and being fully feminine. If that means rocking the stage, that means rocking the stage. If that means coming into sisterhood and communities around the world, then that's what it means. I love women who are just dedicated to the cause, and can really fully serve and be of service to the world. I think that the stage is one of the best ways to support and share that message.

Rachel: And now, for women who want to be of service, do you find that the women that you work with know what they're here to do, or do you work with them to find what that is?

Thais: Yeah. It's interesting because I think we are all very thirsty for why we're here on this planet. I think that's the type of knowledge that we're all very thirsty for. I have found that there's two ways that I can look at it that makes sense. One is, I think we all have the same purpose, which is to heal, to love, to learn, and to be teachers of the heart. I think every single one of us shares that purpose. We're all on this human existence to become the most that we can be, and to take the bold action necessary to be the best version of ourselves, to be happy, and to be loved. Which is what I think our natural propensity is, and we just have a lot of ego and fear that gets in the way of that. So that, I believe, is our purpose. Everyone here is about purpose. I teach many women through my program on what that looks like in their life and what keeps them from living that purpose.

But then, I also think that everybody has a calling. That is different in the sense of a calling is, some people may have a calling to be a photographer, or a teacher in this school, or a coach, or selling crafts at [Etsy](#). So I think we all have a talent that we're here to manifest, and to create. That, Rachel, I find to be more challenging for woman because we have such a risk of version to living our calling. I think women, we tend to be very good at planning, and we want to make sure that all of our ducks are lined up in a row and everything is perfect. We're 100% prepared before we take the leap, and I think that holds us back from truly living our calling. So yes, in my program, our programs and master mind retreats, some of the things that we work on is how do we get the courage to live our calling. Because I don't think we really doubt what our calling is, I think we just don't how to live that out.

Rachel: Yeah, that's a good point. When you reached out, you also talked about wanting to share what it means to be a true light worker. So what does that mean for you?

Thais: Yeah. I love the idea of light and working with the light. I love the idea that we are light and that we always come back to light. So the reason why I love light is because if we go back to the caveman era, what really was the catalyst for our transformation as human beings was starting the fire. Once we learned how to start fires, that's when we revolutionized stuff and we were really able to become all of who we are. So there's something to say about that, that it was our ability to create fire and light that turned the revolutionary clock. In the same sense, in the spiritual sense, I think it was by starting that light and igniting that light within us that connection to God and the universal laws, that sets our revolution in our spiritual realm and gets us excited, ignited, and purposeful in what's meaningful in our life and everything that we do.

Rachel: So for people who feel like they have this calling within them and they want to be light workers or just share more love in the world, however they can in what language that they use. You had a great [blog post](#) about differentiating fear versus intuition, which is something that I'm sure a lot of people are going to come up against. Can you just share more about that?

Thais: Sure. So it's funny because one of the things that I teach in my programs is to take massive action. Because when we take a massive action, we quickly realize how debilitating fear is and how much fear runs our lives. So let's say that there's a cute guy across the bar from us and we want to talk to him. The minute you decide, "I want to talk

to him," fear comes up, and all we can think about is how there's no way in heck we're going to talk to him. It's completely ridiculous to go talk to him and "Oh my gosh. We can't go talk to him."

Then we start to think, "Wait a minute, the fact that I'm having these thoughts, does that mean I'm not supposed to talk to him? Is this my intuition telling me not to talk to him?" Now, I know this is a pretty silly example but I think a lot of women can relate. To wanting to do something and then the minute we accept the intention that we want to do that thing that gets us out of our comfort zone, we become afraid. Then we're so good at telling ourselves stories about our fears that we tend to believe that this fear is maybe our intuition.

One thing that I've come to learn in my life is that intuition will never come to you in the form of negative emotion. Intuition is not going to come to you with fear based and limited based thoughts that you're not going to succeed, you can't do it, you're going to fail, and there's no way you should be doing this. If intuition comes to you, it's going to come to you from a positive point because intuition, what intuition really is, is our spirit talking to us, coming out of us, our soul reaching to us, and giving us a thread of message. Because our soul is love and comes from total, pure love, fear doesn't exist in that reality. So when intuition comes and talk to us, it's never going to come from a place of fear.

So when there is fear, like the silly example of going to talk to that really cute guy across the bar, if fear comes up, that's when you know that it's just your ego trying to keep you small and safe. Your spirit would never want that for you. We're not here to play it safe, we're really not. We think, Rachel, that we're here in this life to be comfortable and to create circumstances that keep us comfortable and keep us safe. We do everything to be as safe as possible. We create enough income and money so that if anything were to happen, we would be able to afford it without having to worry about it. What we do? We have insurance at every capacity so that if God forbid anything were to happen, we would be protected.

But we have all these structures in place to keep us safe. And yet the growth, the magic, the calling of our soul is not in a safety realm, but in the uncomfortable realm. Because that's when we can start to really realize what we're capable of, where our greatness lies, and how no matter the circumstance, no matter what is handed to you, you're going to be able to manage, and not only manage, but rise. That's the intuition, that's the soul. Our responsibility is to get uncomfortable and to learn how to take massive action, and look at fear in the eyes and be like, "Hey, I see you. I'm going to choose not to listen to you. I'm going to choose to talk to that boy, because the worst thing that could happen is him saying 'no.' It's not even that big of a deal."

Rachel: Yes, yes, yes. For sure. So if the intuition is never going to come to you as a negative, then what do you think that your intuition would say if you see that cute guy across the bar and it's not a good idea to talk to him?

Thais: Well, the question is "Why would it not be a good idea?" So if, let's say, he's a really bad person, you're going to feel that. It's going to come, but it's not going to come

from a negative emotion. It may come to you as an image of him in the devil's whatever, and that may elicit a negative emotion and the fear can step in. But intuition on its own isn't negative, and isn't going to come to you in a negative way. Does that make sense? So it could elicit emotional response if you can catch it, but intuition on its own can't speak in negativity because it doesn't exist.

Rachel: Yeah. How would you then differentiate between that emotional image? Would it be because it's an image versus a feeling?

Thais: Exactly. You would notice the image, you would see it. You would see the devil or the whatever, and then you would know, "Okay. That's my intuition and look, now I'm resulting in a negative fear, but I'm going to choose not to act because my intuition's told me otherwise."

Rachel: Got it. So fear comes up, let's say, are there other things that you tell people to do, to look fear in the face and do it anyway? I mean, that's certainly one way of doing it. Are there other practices that people could try on?

Thais: Sure. I think that the most important thing that we can do is just to develop awareness of where we are and what stories we're telling ourselves. So there's a lot of work that we can do without taking action to overcome fear. That starts by looking at why fear has come up and how it's serving us. Because fear is serving us. It just not be in a way that we want it to serve us as.

But for example, fear can come up when it wants to keep you safe. It doesn't want you to get rejected because being rejected really hurts and it doesn't feel good. So it's better to play it safe, and so that's what fear may be telling you. So just by noticing that and developing awareness about that and asking the question, "Hello, fear. What are you trying to tell me? Oh, you're trying to keep me small. Huh." Well, now you get to make that choice. You develop the awareness and now you get to choose if you want to continue to serve the fear or if you want to serve love and overcome the fear by taking action.

Rachel: Great point. I love how you still have the choice. It's not something where you have to constantly be in warrior mode.

Thais: Definitely not. There's a lot of femininity in this. I know it can seem very masculine with combat fear, maybe I've been using those words. But being feminine about it is the sweetest way to be because we judge ourselves less around the fear. I tell my clients all the time that successful people have fear. The difference between successful people and people that aren't reaching their potential, is not the amount fear they experience, because fear is there.

It's a part of our brain and it's the way we operate it. Fear was essential to our survival thousands of years ago. Unfortunately, we haven't evolved the brain to the point where that fear doesn't take a big of a role in our lives. So it does and it's not something to judge, critique, to hate ourselves, and to push through in a very masculine, "I'm not going to listen to you." It's more of a, "Oh, hey. This is coming up for me. Fear's coming up, which must mean that I'm on the verge of growth. I'm on the verge of doing

something new. Okay, interesting. What is the fear trying to tell me?" And then, now I have a choice, do I want to listen to the fear or not?

Rachel: Got it. So you've also shared how when we're guided by intuition, there are no such things as obstacles. Can you share more about that?

Thais: Obstacles, I think, it's our way of trying to control life when we really have no idea of what the universe has in store for us. Let's say you are looking to get a promotion and you don't get the promotion. You see it as an obstacle, as something to overcome because you really do need the extra money. But you don't know why that obstacle arose to begin with.

It could have come up because you weren't ready for that type of new work. It could come up because you're really meant to get a new job somewhere else. We're making a list and then trust our intuition, we can shift our perspective around obstacles and ask ourselves, "Huh. This obstacle came up. How am I going to handle it? Am I going to berate myself, hate myself, and judge it? Or am I just going to accept that life didn't operate the way I wanted it to operate, but that doesn't mean that it's operating against it?"

Rachel: So how would people know then? Say they don't get the promotion. I guess people could also think by accepting it, you're just letting your life happen to you. So how do you know the difference of when you're just letting life happen to you versus when you're coming from a really solid place of acceptance?

Thais: That is such a good question. You're asking incredible questions. I think the best way to answer that is, one, you'll know because two, there's an energy that's around it. I think the energy around the situation can tell you a lot about whether you're resisting and pushing, or whether you're surrendered and accepting. There's a place for all of them. I don't think life is only about surrendering because there's a lack of forward movement that could happen if we surrender to the point of inertia, right? So there's a balance between surrendering and letting go of these results, and yet, hustling and working our butts off and giving it our best while we're doing it.

So for example, if you want something, you have to be clear that's what you want and go forward and act as if you already have it. You have to want it with a burning passion that doesn't stop you, nothing stops you pretty much. So you have this idea in your mind and say, "I want this promotion." You're going to go for it. You're going to give it your best and then let go of the results of your action. This is so hard. The Bhagavad-gita is an incredible text that is often brought up in Yoga. One of the many lessons of the Bhagavad-gita is the idea of doing your very best and then letting go of the results. Because there has to be a place for God to do his work. If we expect the results to be in such a way that's doesn't allow God to come in, then you're missing out on the spontaneity of the miracles of life that can happen.

For example, you didn't get the promotion and you may be really devastated. You decide that you're going to quit because you didn't get the promotion, so you just decide to quit. If you had just trusted that you didn't get the promotion for a reason and stayed

for a little bit longer, another job may have opened up that's even better for you. So the only way that you can really know, is the energy around it. Are you really acting from a place of love and a place of trust? Or are you acting from a place of fear, and a place of not enough?

Rachel: Beautiful. So you touched on hustling. That's something else I would love to talk about because I see a lot of women who feel really feminine. They resist a lot of the hustle. They say that's very masculine. What's your take on that?

Thais: I think we can't create a business without the hustle.

Rachel: Yeah.

Thais: For women, there's this thing. It's called the Tiara Syndrome. I think some men may experience this too. I don't want to say anything too bad, but it's known to happen more in women than men, where we think that if we do really good work, we're going to be just handed things. This happens a lot in the corporate world where, us women, we work really hard, work really hard, and just hope that our bosses and our superiors see our good work and decide to give us a raise. That's why you see the statistics that show that men move ahead at a quicker rate than women, that men get raises much more often than women. Because men ask for it, men go for it, they hustle, they ask. So it's important to have both.

It's important to surrender, to receive, and to know when you've done too much. It's equally important to put yourself out there and to ask for what you want. The universe doesn't know what you want, unless you ask for it. You have to be clear on what you want. You have to ask for it. You have to go for it, and then let go of all that may come for you. So yeah, there's definitely elements of both and especially in entrepreneurialism. We have to understand how both roles are important. Because if we stick too much in the feminine, we're not going to get the results that we want. If we stick too much in the masculine, we're going to burn out and we're not going to give ourselves the space to listen to our intuition.

Rachel: So how do you know when you're doing too much of one or the other?

Thais: It's actually funny because I posted this on Instagram today. I just got back from California and I was overbooked myself. I'm soloed, jet lagged and I just scheduled a lot of things for this week. I realized I have a propensity to do this. This is not the first time that I overbook myself after a big trip. The problem with that is when you have an empty cup, you can't really fill other people's cup.

I love the story about Mother Teresa. One of her helpers asked her, "Mother Teresa, we have so many people we have to serve. There are so many people that need us and there's not enough time in the day. What do we do?" And Mother Teresa answered, "We're going to wake up one hour earlier and we're going to pray one hour longer." I love that, and that's a very feminine way to be, where we know when to serve, we know when to give. We know that in order for us to reach more and more people, do bigger and bigger things, and take the bold actions that we need to take in order to have the

massive shifts and transformations that we want, it requires a lot of time, devotion, and meditation in our spiritual practices that nourish us.

So you'll know because you'll burn out. You'll know that you've burned out because you spend too much time in the masculine. You know that you're spending too much time in the feminine when things aren't working quite as quickly or at the time that you would like. You have to figure out in your own life what that looks like for you. Something that now I definitely need to be more consistent on, is giving myself more time after a trip so that I can really nourish myself so I can support others.

Rachel: Oh, yeah. So I guess my first reaction to what you're saying is, if this is you jet lagged, I can't even understand what you would be. Because all I've been feeling the entire time you've been speaking is just how vibrant and radiant you are. Really.

Thais: Thank you. You're so sweet. Oh you know, this stuff just gets me so excited. I just get so passionate about the idea of getting us women into a brighter, more illuminating place. I just think so often we get so exhausted in our own negative self-thoughts. We literally exhaust ourselves. I know I used to exhaust myself in my negative thinking and my constant stream of negativity. Oh my gosh, Rachel, it really stops us. It stops us from doing serious work that the world is calling for us to do.

Rachel: Absolutely. So you've also shared about sisterhood being huge for you and that's something that's just gigantic for me too. I know for guys listening, male friends having brotherhood is important to you. So for you, I'm curious, what is the role of sisterhood in your life specifically, and how do you maintain it?

Thais: Yeah. I went through a pretty big shift in college. I was living the dark night of the soul, it was really existential crisis for me. I had been binge eating pretty consistently at this point and it was terrifying. I think anyone that has this sense of loss of control around something that I loved so much like eating, it was really scary. It all stemmed because I surrounded myself with people that had issues with this. That's what happens when you surround yourself with people, you start to become like them. There are studies that show this. It's actually kind of scary how group think works, and how when we surround ourselves with people that are lower than us, it drags us down.

So at that particular place in my life, I was going through this dark end of soul. It was a really existential crisis for me. It was the first time that I prayed, because up to that point, I was a total atheist. Like I said, I had been running my life through this intellectual wave. I remember praying to God for the first time. I was like, "Hey, God." This is literally what I said, "I know that we haven't necessarily chatted much, but I just need your help." And I immediately got the answer, "Thais, you're going to be okay." I had no idea what that meant, but on some level, I understood that by praying, I was opening up myself to something new. At that point on, I decided to dive deep into self-love, love, what that meant, and how I could heal myself.

Once I began to stop making an enemy of myself, I stopped making an enemy of everyone around me. I started to notice how much of an influence people had in my life and how much I was taking that for granted. I was allowing the people that were in my

life to be in my life simply because they were in my life. I didn't take real control of that. I was like, "Okay. Well, I made this friend. Therefore, it's my friend. I'm going to continue that friendship." It would never really occur to me that I could pick and choose the people that empowered me to stick around. Once I started getting into Yoga and I found a community of people that got me and I got them, and oh my gosh. They actually took care of their bodies. And oh my gosh, they actually had a spiritual practice. The more I got into my spiritual practice, well, I needed people to hold me accountable.

Going to a consistent Yoga practice is not easy when you're working full time and you're doing all this stuff. So I needed people to hold me accountable and to help me look forward to going to a Yoga class. So that's how sisterhood came about to me. Yoga now is a predominantly female thing, and so I would go to these Yoga classes. I would meet these friends. I would travel to New York City and meet new Yoga friends. I started to realize, Rachel, that there's something really powerful about women coming together and supporting each other. I can't remember. I think it was Kacy Baker, she mentioned this story. I don't know where she got this story from but they say that men thrive in competition and women thrive in celebration.

I couldn't agree more. When we can celebrate each other, when we can tell each other that we're there for them, we support them, and that we're not going to let them hide from themselves and from the world, we tend to show up in a really bigger, stronger way. When we surround ourselves with men and women who are entrepreneurial, go-getting, ambitious, filled with life, filled with power, we can't help but be in that energy as well.

So in my coaching, I've noticed that it's very easy for us to fall back into negative habits, negative thought patterns, and old thought patterns because we've been doing it for thirty some years. So when we can have the support of other women being there saying, "I'm not gonna let you fall. I'm not gonna let you go back. I'm not gonna to give you permission anymore to play this small," then we start to show up, and we start to show up again, and again, and again. That's why now sisterhood is an integral part of my business model. As my business grows, I look forward to really being able to host bigger gatherings and master minds around the world, because this is important.

Rachel: Absolutely. So do you have routines around sisterhood in your life? Obviously, you go to Yoga. Do you have other things that you have set up? Like, maybe set up lunch dates, or just anything to make sure that it's a constant presence in your life?

Thais: Yes. So I have four groups of entrepreneurial friends that we communicate pretty much every day. We're touching base in some capacity or another. I am on the phone with a sister every day, even if it's just five, ten minutes of checking in. I have my own coach that is a woman and she supports me. I'm constantly being accountable to her, talking to her, and making that I'm where I'm supposed to be. Then I definitely make base to be with sisters in lunch dates, Yoga dates, and green juice dates, you know, in however way I can. Something that I noticed in my life is that when we make space to take breaks from work to be in sisterhood, we show up for work in a much bigger and better way.

Rachel: Absolutely. Actually, one of my sisterhood routines is that I'm in a monthly master mind with some women here in Vegas. Every single time, it's amazing. I also have a lot of sisterhood checkpoints in my life. But this one, I just know that every time I leave, I just have such a feeling of luxuriousness. And then, of course, I'll go back and I'll go in to do some work, and I'm just so amped up. I'm so ready to go. I just feel so, like head to toe, like every cell has been nourished.

Thais: Oh yes, yes. I host a virtual sisterhood gathering every month and it's only a small group of women. It's different women every single time. It's amazing how just one hour of being seen and being heard in a supportive way, shifts our entire month. It's really magical. I always come back to we're not meant to do this alone. We are not meant to do this alone.

That was a big thing for me because I swore that life was like a dog eat dog world, and it was me versus the world. I had to figure it all out. And then I realized just how silly that is. There are so many more successful women than me. Why aren't I trying to learn from them? Why am I trying to figure it out all on my own? And once you start tapping into that, it's amazing the faster the transformation and the faster the growth, the faster the ability for us to connect to our own heart center.

Rachel: Absolutely. Well, I am so glad that you reached out. I have really enjoyed talking with you. Like I said, you are just so vibrant and so radiant. I just love your take on things. I really do. I love how you're so good - in my perspective - just a balance. Like I told you a little bit before we started airing, just that practical and spiritual, it's just music to my soul. So thank you so much.

Thais: Thank you.

Rachel: Absolutely. So I'd love if you could let people know where they can go to find out more about you and stay in contact.

Thais: Of course. The fast way for people to learn more about me and to reach me is through my website. It's at www.coachthais.com, and that's T as in Thomas, H-A-I-S, S as in Sam, so www.coachthais.com. I actually just recently released a free e-book on my website. I'm really, really happy with how it turned out. It's amazing. It's called: "[Being Simply Purposeful: the Art of Creating a Meaningful Lifestyle you Adore](#)." I basically wrote down about five powerful tips that have really up-leveled my life, and I know that it has the amazing ability to up-level every single woman's life. So you can grab that for free on my website. I do have a few slots open in my year-long [coaching program](#). So if you are interested in learning more about that, you can sign up through my website as well.

Rachel: Spectacular. Thank you, again, so much for your time.

Thais: Thank you, Rachel. This has been incredible. I'm so glad to have met you.

Rachel: Likewise.

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Thank you in advance!

I really appreciate you.

With love,
Rachel Rofé