

Rachel: Hello. Today we are going to be speaking with Connie Green and Connie is one of my favorite people on the planet. She's such an awesome person. Today is more like a conversation than an interview because I know Connie well. She's NY Mastermind and we talk about all kinds of things. Connie is like a total online rock star. She does phenomenal with her business stuff and she really lives life. She's constantly traveling, going to different places.

Another friend of ours, Nicole Dean, said that if she had to pick two words to sum up Connie it would be 'lives and gives' because she's also extremely generous. I just talk with her today about some of the mindset behind the business that she created, how she recommends that other people do that and then just her everyday mindset into life. What are the ways that she thinks. Now, she's been through a lot. She's been through cancer several times. She was homeless as a child. She's been through a lot. But for her to have this positive mindset the way she does and to be such a generous, lovely person, I just think there's so much that anybody can learn from her and I'm so excited for you to hear her story. Here we go.

Rachel: Connie, thank so much for being here.

Connie: Thanks for having me as your guest, Rachel.

Rachel: It is so my pleasure. I've been excited for this. 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, can you take a minute to share with us some of the things that you're most proud of in your life?

Connie: My life has been an interesting one. That's for sure. I believe I'm most proud of the fact that at age 50 I made the decision to change my life completely and I left my former life behind. I left the job behind. I left the people behind and I became an online entrepreneur. And I'm really proud of that. And also, similar to that was that I became an author, something I had always wanted to do.

Rachel: I love it. Can you let people know a little bit about what you do online?

Connie: Yes. I work with new online entrepreneurs. People that have a dream of starting a business, see that there are things going on online, and they're in the position where they're still at a job, maybe, or maybe they've just been laid off from a job, but they're just at a crossroads

where they need to find out just what's possible. What type of business models are available and how they would fit in to this world of online entrepreneurship, so I work closely with them and get them going.

Rachel: And you enjoy that?

Connie: I love it. I can't imagine doing anything else in my life.

Rachel: How do you match people to business models that are good for them?

Connie: One thing that I do is I tell them to connect with people that know them very well. These typically would be family members and close friends and this is what I did. You want to go to those people and say, "When you think of me what do you think of? What is something that I'm good at that I could help other people do?" When I did it people laughed and I thought, "Oh no. I'm not good at anything. That's what that laughter means." It turned out what they really meant was they saw me as someone that could help in so many areas, they didn't know where to begin.

I said, "Okay. Let's get started" And they told me that I was someone who had always helped them with their writing. Whatever they had to write I would help them edit it, rewrite, and give them some ideas with that. I thought, "Gee, that's what I did in the classroom as a teacher for many years." And I said, "Okay. That's great. What else?" And they said that I help them, kind of with technology, but in a light way. Like I would help them choose a computer and choose programs and then learn how to use the programs and that they felt that that was a strong area. When I first came online for the first year and half or so I helped people write and edit and market and sell e-books. It was a perfect fit. I didn't see that. It was too close to me to see. Their help was valuable.

Rachel: How many people gave you that feedback before you realized you were onto something?

Connie: Probably a half dozen.

Rachel: That's a really good idea. Do you ever have people that you are working with that don't get clear answers after doing that?

Connie: Yes. I have them ask different people because sometimes your family members are not seeing you in that way and maybe you don't

have close friends and so you have to go out. You have to move our circles a little further out and maybe they had connections through a service organization, something they volunteered with, a church group. There's no telling. A club of some type, a sport they were active in, and sometimes those people are the ones that say, "Of course. Everyone knows what you're good at. You're good at..." and then they tell them. As soon as people tell you that, then you say, "Gee, I don't know why I wouldn't have thought of that myself." You just don't. There's no reason. We just don't.

Rachel: I love that. That's so practical. You don't have to go through millions of inquiries and all this stuff. Whatever you're good at I'm sure...I would think that whatever people are good at is what they enjoy doing the most. Huh?

Connie: Yes. And that really makes sense. But I think so many of us over the years were just kind of desensitized to what we love to do because we got caught up in the world of work and family and problems and situations and all these things and when you try to force somebody to tell you what they're good at, they haven't done things for so long they really can't answer.

Rachel: If people do find out, like "Okay, I am good at this. A lot of people have told me this," how do you get them to or how do they work on that if they have regular jobs they're worried about? Do you tell them take a risk or to kind of side hustle or what's your advice with that?

Connie: I love that phrase, side hustle. That's a great phrase. In the beginning, I told people to be cautious. I really did. The first several years I told people to do it part-time. I went through this whole thing and I was saying it one day to somebody and I thought, "You know I don't believe what I'm saying. I have to stop saying it." Now I say it with a caveat, though. I tell people they have to take the risk. They have to jump.

If you're at a job that's sucking the life out of you like my work was you have to make a plan to leave that job. It might take six months or a year or in my case it really took me a couple years because I was so afraid to leave my previous world. But if you have to take that risk and you have to jump and you have to burn your boats at least a little. At least light the match. If you're not going throw it, light the match and the fumes will catch on. And the only caveat is if you have children at home that you're

feeding and putting a roof over their head then you'll think a little longer about that. But other than that I think we have to go for it.

Rachel: Yeah. Totally. And I like the six month, year plan so you're not just like quitting your job and then jumping online or whatever it is.

Connie: Yes.

Rachel: You're actually making a plan. That's great. I know where you are now. You've been mega super affiliate. Everyone loves when you promote their products because you always win every contest. You have so many things going on that you don't even talk about. Just so much abundance and awesomeness in your life. I know that you did not just wake up with all of these accomplishments and these things. I know you've had a really colorful life. You've survived cancer a couple of times. You were homeless as a child. Can you tell us about some of these things you've been through?

Connie: Yeah, I really have been through a lot. I try to give myself credit, pat myself on the back on a regular basis that I have survived and thrived after going through so much. Growing up, it was just my mother and I. My parents divorced before my third birthday. My mom was that typical single parent who was trying to figure things out. And before I was out of elementary school, so when I was nine and again when I was eleven we found ourselves not having enough money for the rent and having to move out and we were really on the street for about a month each time.

That really does something to you. That changes your perspective on life forever and having that at a young age is difficult. Like most girls they have friends and do things and they're talking on the phone. You can probably remember, Rachel, talking to girlfriends on the phone when you were third, fourth grade. Things like that. We never had a phone. We didn't have enough money and we never had a car. I used to do my homework on the sidewalk next to a pay phone that was in my neighborhood and I gave out that pay phone number to the other girls at school. The phone would ring and I'd answer, "Hello." And usually it was for me. Usually people don't answer pay phones. If it just rang and rang then I told them I was out somewhere that evening. I did that. It was just kind of a way to survive by figuring out what would work.

One time we spent the night, several nights in a row actually, in a laundromat and my mother figured that that was a safe place and she

put the little...you know they have those little carts where you put the laundry when you're moving it from the washer to the dryer? She kind of surrounded an area with those and put some blankets down on the floor. And one night we were asleep and who knows what time it was. It was probably about two in the morning because I think there was a bar down the street that closed and a couple of men stumbled into the laundry mat. It was the most frightening thing because back then I was like nine, ten years old. I didn't know what could happen. I just knew it was bad.

My mother got up very quickly. She stiffened. She got up very quickly and she went to the door and in a very low voice she said, "You get out of here!" And I had never heard my mother speak that way and I saw her very differently and I realized...and the men stumbled out of the doorway and kept on going down the street and we didn't stay in the laundromat ever again. But she did what she had to do to protect us that night. Going through that your life changes.

Rachel: Wow. I can only imagine. So that happened a couple of times you said? And then did you eventually have more stable housing later on?

Connie: We did because finally she would get a job that would be a better job that she could earn a little bit more money at it and so things were a little better. But by the time I was 12, I started working. I started bringing in money and the way that looked back in those days for a 12-year-old was babysitting, which I really despised. Babysitting was a horrible way to make money. It really was. And sometimes the people didn't pay us. It was my friend and I that did it. So we did some babysitting. Also I mowed lawns. I raised hamsters and saltwater fish.

One job that...I should say I disliked it but I really can't say that. It was hard work. It was scraping barnacles off of boats that didn't have fiberglass, they were wooden boats. If they were left in the water the barnacles grow and stick on them and it's a horrible mess and so that paid \$5 an hour and this was a long time ago. That was a ton of money. And you'd scrape and scrape and scrape and you'd have bloody knuckles.

Rachel: Oh my gosh.

Connie: Your hands would be covered with blood and then if you touch the saltwater then it would burn from the salt going in it. But boy, I could scrape for two, three hours and I'd do that as many Saturdays and

Sundays as they would hire me and I'd get that cold cash in my hands. That's where I first got that idea that I could have a business rather than a job even though I wasn't an entrepreneur. I was trading time for dollars. But still, that put the idea in my head that I could do something differently.

Rachel: Then you were a teacher for awhile. Did you do something before you were teaching?

Connie: Yes. I started in real estate and the reason I did was because I thought it was a wonderful thing to be able to have a home and I thought that the way that you did that was to learn about real estate. That just seemed to make sense to me even though it doesn't work exactly that way. But in my mind learning about real estate was the first step to home ownership because my mother and I never had a house. I did that in my 20s and then it was the Challenger, the space shuttle disaster.

I was doing real estate and I went to the office one morning and everybody was gathered around the little TV set. So that was 1987 or '86? I guess it was '86 and it took off and that's when it disintegrated. It exploded up in the air and I remember they kept flashing to Christa McAuliffe's school in New Hampshire. She taught high school there. I was 30 years old and I thought, "I always wanted to be a teacher. Why did I give that up? Why did I never pursue that?" I promised myself that I would get a teaching credential and within a year I was teaching in Los Angeles.

Rachel: Wow. I didn't know that. I never knew you had the real estate thing first and I never knew why you decided to become a teacher.

Connie: Yeah, yeah, and I think a lot of people at that time, that affected the United States in such a powerful way I think a lot of people decided to do something more meaningful with their life.

Rachel: Yeah, that makes sense. So now you're still kind of a teacher only on your own time, huh?

Connie: Yes. Yes. And I didn't realize that. I'm slow to figure out things many times. But finally I came online and I thought, "I guess I'll have to leave that world of teaching behind. I'm not a teacher anymore." Instead I was doing work with some charities and doing things in a classroom based on that. Then one day, and it was during the first year online, I was doing a tele-seminar and I was talking about something and

explaining it, teaching it. And I thought, "I really am still a teacher. I didn't lose that. I just won't be teaching in a classroom in a formal setting ever again. Instead I can teach people all over the world, adults, who want to learn something, things that I'm learning as part of my business." And that was a great revelation to me.

Rachel: Absolutely. Because you've been through so many different things. I'm curious. Do you have these operating beliefs that have lead you to the life that you have now? You live such a life of greatness and it would be so, I think, unpredictable for people to think that. Like what are the things that you've told yourself to get to where you are now?

Connie: I believe that we can do anything we want to do. Anything that you want to achieve, I believe you can do it. I grew up with a mother who kept telling me that and I didn't believe it. I thought that mothers had to say things like that and it didn't really mean anything and I honestly now believe just to my core that we can achieve anything that we set our mind out to be. It doesn't mean it will be easy and it doesn't mean once you get there that then you've arrived and there's nothing else. Instead it's your next stopping point. But anything that you want all you have to do is find people that will help you, ask questions. Before this call I had asked you about something. So I'm not afraid or embarrassed or ashamed to ask for help and then be willing to stick with it until you achieve what you've set out to achieve.

Rachel: Now there's some people that will say they want something and then they get all these things back, like all these obstacles, and they take them as signs to not do them. How do you distinguish between that?

Connie: I think that anything that's worth having is going to be difficult or else everybody else would already have it. So I'm going to be the person that's consistent and persistent. I'm going to keep going after something because if I believe that it was a good idea one day, if I was excited about it one day, I want to maintain that excitement. Whatever it is I want to stick with it and then do whatever I need to do to arrive.

Rachel: Are there times when you're no longer excited about it? You know it's like "You know what it's not that big of a deal anymore?"

Connie: Not too often. Honestly not too often because I think that I know myself pretty well. So if I'm going after something then I've seen the value in it and sometimes you can't really put your finger on why it's a

good idea. Like when I discovered, and honestly it was 2005 before I discovered that people had businesses on the Internet, individuals. I knew that there were companies, Montgomery Ward and Sears had websites. But I didn't know that individuals were doing it until 2005. And I just did just kind of some slight research and I looked to see what they were doing. They were selling information, products, and how they were setting up the sites. I didn't know anything about how to do that.

And I determined that the people that said they were making money were making money because according to the public records that are still out there they owned quite a bit of real estate. That's how I determined what they're net worth was. Once I realized that, that you could make a living, and I was just trying to replace my income from teaching and doing real estate part-time. When I realized that I could do it then I set about the steps, put them in motion where I could actually do it. I knew I wouldn't lose the excitement because I had seen something that was important to me that I wanted to do.

Rachel: I remember reading that your first year you lost \$10,000, right?

Connie: Yes. Because what I did was I cashed out my retirement money. I didn't have any savings really to live on while I was trying to build the internet business. And I resigned from teaching in June of the following year. I didn't want to leave a class in the middle of the year. So I resigned and then that meant that no more paychecks and I'd have to start paying my medical the first of the following month, and simultaneously I gave away my best real estate clients and I knew I wouldn't get them back.

So I really burned my bridges. And the only way I was going to be able to live was to cash out my retirement. So I did that and I thought I had enough money for about a year and a half and instead it was about a year because we always seem to spend more when we're not working a full-time job anymore. I spent about \$10,000 on a variety of things, half of that was to a mentor who, after he cashed my check he seemed to forget my email address and not be available anymore. I didn't let that discourage me. I refused to let that discourage me and I never even told that story to family or friends or my community now until years later.

Rachel: Wow.

Connie: I jumped in and I said, "I'm going to make this happen. Let's see what's next."



Rachel: How did you not let that discourage you? What did you say to yourself?

Connie: I told myself that no matter what there were always people that will not be quite as they appear to be. I didn't put any blame at all on the man. I took full responsibility for that and, which is another one of the things that has really changed my life. I take full responsibility even for the drought in Southern California. I'm responsible for that in some small way. I carry it to extremes. But what I said was that this man had good intentions. He charged \$5,000 to work with him, a year and that he realized at some point that he wasn't going to be able to help everybody in the way that they needed to be helped simply because he was at a different point in his business.

And so instead I thought then that means I have to work even harder to fill in the gaps of what I'm not learning from him and I need to learn from other people. That cost money. That's how I ended up spending about \$10,000. I found out later, years later, that many people have spent five to ten times as much money as that and still haven't built a business. So looking back it was really a \$10,000 investment that has paid for itself many, many times over.

Rachel: Yeah, I was going to say \$10,000 is probably getting off lightly.

Connie: Yes. Yes. But no, I don't feel bad at all about what happened.

Rachel: You spent the \$5,000 on the coach and then you spent the other \$5,000, was that specifically for getting new relationships or creating them?

Connie: Yes. I took courses because I needed to learn about blogging. I knew less than nothing. I really had no knowledge of what was going on. So I took a variety of courses that were extremely helpful and finally I started going to live events and the whole thing just brought me closer to what it was that I really wanted to do. I can't imagine my life now without the people in it. Like you. You and I, our paths would never have crossed if I hadn't left my old world behind and come online. I can't imagine that. That's very sad for me to even think about that.

Rachel: Seriously. Me, too. Okay, so you asked people around you like what you're good at and they were saying teaching about writing and

then technology and then you went out to go meet people and you were taking courses. What was the first thing you did to earn money?

Connie: The very first thing that I did was affiliate marketing because when various people told me to create my own product I would nod my head and agree that that was a good idea, but I honestly did not know how to do that. Just actually doing it was something that was beyond what I could figure out at the time and looking back I'm not sure why it was so difficult but it was. I thought, "Well, in the meantime while I'm trying to put the pieces of that together I can start recommending the things that I'm doing that are helping me to learn the business." And so I started recommending what I love, that's how I described it, and in so doing I started making money as an affiliate marketer. It just made total sense.

Rachel: How did you find people that listened to your recommendations?

Connie: I started doing tele-seminars. Once I started doing that then I had a community. I had people that came to me. I was their trusted adviser. I would tell them if it was something they should buy or if it was something they shouldn't buy, because many times the person really isn't ready right then for something you're recommending and if they ask you then you can be honest with them and people really appreciate that.

Rachel: Absolutely. When did cancer come into all of this? When did you have that?

Connie: Before I came online. I was 37 years old and I had taken a leave of absence from teaching to go back to Miami. I had lived in Miami as a teenager and I had so much fun there and I had an opportunity to do right-of-way appraising for the Department of Transportation down in Miami. It really was a temporary job and I thought if I take a year off from teaching this will really work out perfectly.

So I had a job and I had company car. It didn't pay a whole lot but in Miami the cost of living is much less and I'd be able to spend time with these people that I almost never got to see and have that year with them. I was there and at some point, probably in the end of July, I guess that year. This is 1992. Hurricane Andrew came to the Bahamas. Living in Florida as I had when I was young, we were used to hurricanes and I had gone through a couple of hurricanes. And that year I thought, "You know what would be really fun is if I get the map at the grocery store and

track Hurricane Andrew as it's moving long." I never dreamed that Hurricane Andrew would end up wiping out the house I was in. There was a 17-foot storm surge even though I was a mile from the ocean. I lost everything. I lost the car. I lost the furniture. I had gone there with a 10-foot or a 12-foot truck, U-Haul truck, and I left with 20 boxes because everything else got destroyed.

So during that time, that's very traumatic. I was staying with a friend while the insurance company was trying to decide what to do with me and everything because I had renter's insurance. Right during that time the Department of Transportation sent me to Tampa, a city a couple hours away, to do some training. I was just so sick the whole week. Every body thought I was pretending because it was such a boring topic. They finally realized that no, I wasn't pretending. I was really sick.

When I got back to Miami, I ran to the doctor because I tend to be a hypochondriac. I ran to the doctor and said, "Something's wrong. Something's wrong." And the doctor agreed with me, which wasn't really what I had in mind but he said, "Yes. It looks like you have cancer." And so I said, "No, no, no. I'm really sick but not like that. I'm not really that sick." The next thing I know I was going through tests and sure enough I had had Lymphoma that went immediately to the breast and they said that's really what saved my life. Next thing I know I was having surgery, major surgery, and going in for chemo. My life, once again, was changing around me and that was just the first of...now I've had lung cancer, colon cancer, and some skin cancer.

Rachel: Oh, my gosh.

Connie: All kinds of things happen, but I think it's harder on the people around you than it is on you when you're going through treatment like that. I really believe that. They were sure, the doctors, they were sure that I was not going to survive the cancer and I was sure that I was. I was right. I like being right sometimes like this. I'm okay. But again, these are things that change your life. You're never the same after you've gone through something like that. When it was the second time when I had the lung cancer I thought, "You know, I don't hate the cancer anymore. I see it as something that's very annoying and something you have to deal with for a few months but I don't have the fear that I'm actually going to pass away from it." And so that was really kind of my thinking during that time.

Rachel: I've heard that when you have cancer if you tell yourself positive things it can help. Were you going with that, like trying to do that or was it just a very certain, like you had a stone cold certainty that it just wasn't going to happen to you? You weren't going to die.

Connie: I was in Miami when this all happened and their approach was a bit on the negative side, I guess, to say the least. So I got myself back to California as soon as I could. That was about two to three weeks later. I came back and I went into a couple of different hospitals. I was at UCLA and at Cedar Sinai. Both of those programs were very positive in their approach and they taught me visualization that my mother had always talked about. Growing up she used to visualize how things could be better and that seemed to be helpful at times, at least you feel like it's going to be helpful.

With the cancer you were to visualize that whatever treatment they were giving you, whether it was surgery or chemotherapy or radiation, that it was destroying the bad and protecting the good cells in the body. I got into the habit of doing the visualization and I believe that that was very, very helpful. They used to only do that with children because they felt that adults were not open to it, but I certainly was open to it and I think it made a big difference.

Rachel: Wow. Do you still visualize?

Connie: I do on a regular basis and I call it daydreaming. When I was teaching they would always tell the kids to snap out of it. Stop daydreaming. I'm so thankful I was never one of those teachers that said that to anyone. I always allowed them to daydream. I refer to it as daydreaming. What I like to do is get myself into that state where I can really think about what is it that I want? What's possible based on what I want? What steps do I need to take to move closer to that?

Rachel: You're figuring out your goal and then kind of reversing engineering it?

Connie: Yes, exactly. That's the exact way.

Rachel: I know people say for visualization to work really well you need to see what you want and feel it, taste it, be there, smell it. Is that how it works for you or do you just have kind of the general concept and then you go right into reverse engineering?

Connie: I think if you can be one with it that that's going to be the very best, but sometimes that's not as easy for me to achieve. I'll take whatever I can get with the visualization but if I can really feel what something is going to be like then that will make a big, big difference in how I'm able to change my actions.

Rachel: Another thing I'm curious about is throughout your life you keep up-leveling and doing these things and life is getting better and better. How do you deal with it when you get to something else that's really awesome? Is it hard to bring into your life?

Connie: No, because at this point I'm expecting great things. It's like if you go to the parking lot and some people they'll say, "Oh, there's never an empty spot near the front door. I always have to park so far away." That's a choice. You have to take responsibility. When I want to walk, when I want more exercise then I choose to believe that there's really a spot further out that's going to be perfect for me. When I am in a hurry for whatever reason I want a spot within the first five spots, let's just say, I always just drive down the aisles and sure enough there's a spot there waiting for me. Somebody just happens to be pulling out or they're going to the car and they wave at me or something. It's your expectation. I expect great things. I expect no less.

Rachel: I love it. What other things do you do on a regular basis to breed the success that you keep having? Visualization, for sure. Do you do other things?

Connie: Yes. I do a lot of planning. I'm taking a look at what I'm working on and how I can be more efficient with it. I've become very disciplined and I was not a disciplined person for my first 50 years. I really wasn't. I tried to take shortcuts. That always leads to disappointment. Planning how you're going to do something because things take time. You have to allow for some time. How are you going to go about it so that you don't spend forever trying to learn something? How can you be real efficient with what you're going?

Rachel: How detailed do you get with your planning?

Connie: I get very, very detailed even though I always leave the option of changing because sometimes when you're real efficient then you figure out something that then eliminates the need to do ten steps in between.

Rachel: Like getting a software or something?

Connie: Yes. Whatever type of thing will move you forward quickly and then with that extra thing, that extra time rather, what can you do then to make good use of the extra time that you now have?

Rachel: Got it. Visualization, planning. Are those your main two or do you have other things?

Connie: Those are really my main two. I just always want to think of myself as someone that's very disciplined yet very open to what's possible.

Rachel: Yeah. The other thing I'm curious about then is you are achieving all these things. You're visualizing your planning, but you also take a lot of time to live life. You're always somewhere else. How does that all work?

Connie: My goal is to really work about 15, 20 hours a week because I love what I do so much, Rachel, that I could do it 12 hours a day. I really could, but I don't think that's a good idea. It doesn't fit in with my overall life plan. I like to work two, three, four hours within a 24-hour period. That ends up being 15 to 20 hours a week, most weeks. But my goal is to travel and to meet people and to see new things because I missed so much all those years teaching and doing real estate.

I usually could only take vacation every other year and I'd have to leave on a Friday and come back the following Sunday so I'd only miss one full week of work. I never had enough money when I went somewhere to do all the fun things. I thought that I'm done with that. That's the old Connie. The new Connie says, "No. Let's do something new and exciting. Where can we go?" I've done this with family and friends. So many other people's lives have been impacted besides mine. It's just the way that I want to live and so much fun. I've seen so many things and met so many people.

Rachel: That's incredible. So then when you're visualizing and you're planning I guess you're planning for a 15- to 20-hour work week?

Connie: Yes. Yes. I want to see what needs to be done and who can help me. So the idea of outsourcing. Because many things in my business are not best done by me. I'm really not the go-to person for so many things. That would be someone else. I always feel like if you're

doing something that you're not good at, that you don't really like, that you're not being fair to the person whoever they are and wherever they are, who's actually very good at those things and wants to do them. You're taking it away from that person.

Rachel: I love that. Now for people who may be listening, I know you have crazy amazing abundance mindset and people might have all kinds of objections to outsourcing but for the people who say that it costs a lot of money, what do you say to that?

Connie: I honor and respect what you are saying because I can remember somebody...it was on TV show. They were talking about wardrobe, about clothing, and someone was saying, "But I can't afford to spend..." whatever it was, \$500 on a jacket, whatever it happened to be and this man said, "You can't afford not to." Everybody laughed. I thought, "Gee, what a silly person." But the way that I take that is that we weren't seeing the vision the way this man was seeing the vision.

What I want you to do is suspend this belief and assume that Rachel and I really, we know about some things and we would never ever steer you in a direction that wouldn't be the very best for you. The idea is that there are ways to do things. In the beginning you may want to barter and I certainly did that in the very beginning when I felt that I didn't have cash to pay somebody. Then I would barter for what I needed and that worked well. So the idea is you'll be able to afford it because you'll figure out how to do it in a way that makes sense for you. And when you look back, you'll say, "How did I ever not do this because now I can't afford not to let somebody else help me with my business." It's just re-framing it. It's thinking of it in a different way but if you're willing to do that everything will change in your life. Everything.

Rachel: I really love that and I think it comes down to what we talk about a lot on the podcast, just like asking yourself the right questions. How can I make this happen in a way that feels good?

Connie: Yes, yes. Because in the beginning I needed help with technology. I had been in a Masters program for technology and education and I did not take the Masters degree. It came up to the last semester and I told them at the university, I said, "I haven't learned the things that I feel like I need to know and now I'm trying to do a business on the Internet and I don't know the things that I need to put that business together." I walked away from the degree and I would be the laughing stock. They'd say, "That's the person that has the Masters in

technology that can't set up a WordPress site." I was so glad that I did that. But, I knew that I needed the help. I needed somebody to do it so I found someone who was willing to barter for other things that I learning, that I was going to be very helpful to her in, and she worked with me for two years. It was a great relationship and we both benefited in a big way from that.

Rachel: I love it. The other thing I wanted to touch on during our conversation is just your abundance mindset in general. You've said to me before that if people are even around you and getting super negative thoughts about money you wouldn't even want to be around them, right?

Connie: Yes. Because I think we can't get caught up with the people that they're so used to complaining and having that scarcity mentality that a lot of times you might find yourself agreeing with them. But we mustn't agree with someone that we really don't agree with. We must be strong enough to say, "Well, that's what you're experiencing right now but there are other ways." It's always going to be a challenge.

I have some neighbors right now that I would love no more than to help them get a business going but they firmly believe that business is hard and any business they're going to have will fail. And so instead of me agreeing with them, anytime that I see them, spend just a little bit of time with them when I'm outside, then I always say, "I understand things aren't going well but just know that there are many ways to do things that really do work exceptionally well." So I want to leave them with that without telling them that they are wrong.

Rachel: Yeah, absolutely. I like that. It makes sense and it doesn't let their residue pour into you.

Connie: Right. Because it's too dangerous. It's just too dangerous to allow people to come into your personal space with ideas that you might still be struggling with yourself. You just can't allow that.

Rachel: How do you pick friends now?

Connie: I don't know if it's a conscience process. I seem to feel like I attract people into my sphere of reality who have so much in common with me and we have things to offer each other that it just feels like we've known each other for a long time. If you're familiar with that song, it's from the Twilight movies, I guess. "I've loved you for a thousands years and I'll love you for a thousand more." I think of that with people



that I meet now. I feel that I've known them for a thousand years and I'll know them for a thousand more because when we meet we don't seem like people who have just met. We seem like people that have known each other and can finish each other's sentences and all of that. So I think we really do attract people to us that are meant to be. That we will enhance each other's life experience because it's not an audition. We're doing this life thing right now so we might as well be doing it with people that we really dig.

Rachel: I love that and I'm so glad for all of the people who are attracted to you and listen to this show.

Connie: Yes, and I love what you're doing, Rachel. You're such a special human being. You know I feel that way about you.

Rachel: And you know the feeling is super mutual. Can you let people know where they can go to find out more about you?

Connie: Sure. The fastest, easiest way is if you just go to [conniegreen.com](http://conniegreen.com). That'll forward you to my main site and you'll get to see what I'm doing there. If it feels right to you, be part of the community and let's see what happens.

Rachel: Beautiful. Connie, thank you so much for your time. This has been great.

Connie: Thank you for having me.

Rachel: Absolutely.

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