
Jerry: [0:00:01] Hey Sarah, it's great to see you and be sitting here; well, I'm in Boulder, and you are in the UK. I see the poster of the London Underground behind you, and I think it's a poster of the United Kingdom behind me so –

Sarah: [0:00:17] To remember where I am.

Jerry: [0:00:18] Right, just in case you get lost. Thank you for coming on this show and before we get started, why don't you take a moment, introduce yourself, tell us who you are and we'll sort of jump in.

Sarah: [0:00:31] Thanks Jerry. My name is Sarah Weiler, and I run a company called Power of Uke. I go into organizations, and get people to use the power of creativity to come alive and rediscover their sense of being a child, I guess. And I do usually Ukulele workshops and song-writing, and get people. I was kind of thinking about getting back into kindergarten, just to be free and happy, and then trying to take some of that back into their workplace kind of longterm. So that's the company I've been running for probably a year now.

Jerry: [0:01:10] Mm-hmm, and tell me what would be helpful for you to have a conversation with me about. I know that you've been listening to a few of the podcasts; in fact you were introduced to us through Henry May, who is a dear friend of ours now, and was a podcast guest a couple of months ago. Tell me again, what would be helpful for you to talk through?

Sarah: [0:01:32] Yeah, so I think something around actually stepping into living and being an entrepreneur. I think a lot of the time, when you are working fulltime, you can have a big dream of something you'd like to do in an ideal world; and then when you actually have the chance to do it, you start questioning whether it is the right thing you've done, questioning whether you've actually got the capacity or the skills to do it. So, it's something around, I guess, the self-belief or the – yeah, living that desire to be an entrepreneur.

Jerry: [0:02:04] So, living out the desire to be an entrepreneur, and really working with the self-doubt that starts to crop up.

Sarah: [0:02:11] Yeah.

Jerry: [0:02:14] Okay, so we've just met; and I'm just going to follow my instincts here, and fortunately, we have a good video connection so we can actually see each other even though it's just the audio here. And what I'd like you to do is to slow down and actually tune into your body. Let's do this together; let's take a deep breath together. Okay. So, if you can, share what was the feeling before the breath, what is the feeling now, if there's any difference; what are you feeling? I know this is counter-intuitive because we want to dive right into the intellectual content. Tell me about the feelings.

Sarah: [0:03:15] It's a lot slower; like, a bit more in control.

Jerry: [0:03:19] What were you feeling prior to the breath as we started talking about the self-doubts?

Sarah: [0:03:25] A bit anxious, I guess. A bit like, yeah, running out, having to fill in gaps.

Jerry: [0:03:35] Yeah, so I'm just going to describe the hand movement you did; you sort of – you had two hands run in with each other and I'm kind of mirroring it right now –

Sarah: [0:03:45] Yeah.

Jerry: [0:03:46] – and I had this image of almost like feet running.

Sarah: [0:03:48] Yeah.

Jerry: [0:03:50] And so I want you to notice that; we are not judging it. I just want you to notice the experience of – now part of it is, you are talking to Jerry and you may have walked into the conversation with a bunch of preconceived notions of what this was going to be like, and like "Oh my God, is Jerry going to make me cry? Here we go." You are laughing; am I naming some thoughts?

Sarah: [0:04:14] Yeah, I was a bit nervous about this.

Jerry: [0:04:18] Yeah. So, to that part of you that's nervous, I want to say thank you. I want you to think about some of the podcast conversations that you have listened to, and I imagine that they have been beneficial; is that true?

Sarah: [0:04:34] Yeah, really beneficial.

Jerry: [0:04:35] Right. And so there's something super-powerful that we are doing for each other when we allow ourselves to be open and experience life just precisely as it is. Forget for a moment, the intellectual content: "I want to be an entrepreneur. How do I be an entrepreneur? What do I want to do?" All of that. Just connect with the universal feelings that you have experienced with others, and that you are experiencing right now. Does that resonate with you?

Sarah: [0:05:14] Yeah.

Jerry: [0:05:16] So there's a benefit; even when we step into a place of, as long as we are safe, allowing ourselves to experience the authenticity of who we are, there's a benefit to others as well as to ourselves. Does that make sense to you?

Sarah: [0:05:39] Yeah, I wrote down, before we started the call, "Remember everything you say will help others going through something similar."

Jerry: [0:05:46] Yeah.

Sarah: [0:05:47] I wanted to try and remember that.

Jerry: [0:05:50] Yeah. You know, a lot of times – at this point in my career, I work with coaches and one of the things that comes up for coaches is, coaches, they are just like other human beings. We all have our self-doubts and we all wonder if what we are doing is valuable. We can get wrapped around the axle in a kind of self-referential spinning, where we are worried about what we are doing and what's going on. And one of the powers, I think, of – one of the powers for me that Buddhist teaching has helped me is the notion that when we are stuck in that place, if we can reach to a place of empathy and compassion, all of a sudden our experience of whatever it is that we are going through results in a more beautiful way.

Sarah: [0:06:44] Mm-hmm.

Jerry: [0:06:46] We actually haven't fixed anything. We actually haven't answered any question. We have actually deepened our experience of being human. You are nodding; does that make sense?

Sarah: [0:06:59] Yeah.

Jerry: [0:07:02] Okay. So, a little explanation of the method to my madness right now; there are a whole bunch of questions implicit to your question, implicit within your question: What's my purpose? How do I live a life of meaning? What other questions are there? Share with me.

Sarah: [0:07:27] Is this the best way I can use my skills and give to the world?

Jerry: [0:07:32] Right, hold that thought for a moment. What's the opposing thought that is coincident with that thought?

Sarah: [0:07:41] What I'm doing is a waste of time.

Jerry: [0:07:43] What I'm doing is a waste of time. I'm wasting my life. So, every time we have that "What is my purpose?" the coincident statement, observation or question is there, which is, I have no purpose. What is my meaning? I have no meaning. How can I be of best service? Am I wasting – am I a waste of this life? I am going to pause at a theory that in order to really fully, authentically step into not just being an entrepreneur, but to step into the answers that exist for those questions, one has to allow oneself to fully experience, in an integrated way, both sides of those questions.

Sarah: [0:08:34] Yeah.

Jerry: [0:08:37] Makes sense?

Sarah: [0:08:38] Mm-hmm.

Jerry: [0:08:39] Right; because the answer to the question lies not only in the positive, forward momentum of "Should I be an entrepreneur and declare myself as the founder of 'Power of Uke' but in grasping and holding on to the fear-inducing other side of the equation, which is, "What? You? Sarah? You're not an entrepreneur. Henry May, he is an entrepreneur." Did I just name something that you've heard in your head?

Sarah: [0:09:24] Yeah.

Jerry: [0:09:28] And what's happening for you now as I name that?

Sarah: [0:09:40] I suppose I'm wondering what it means to be one. I suppose I'm also aware that especially from listening to this podcast, that they see insecurities that are there at every stage. So I say, what do I need in the earlier stages to even feel a little bit on track.

Jerry: [0:10:03] Yeah. What does 'on track' mean?

Sarah: [0:10:10] I think it's going into a room and confidently saying, this is what I am doing with my life.

Jerry: [0:10:16] What would that action – what feeling would it give you?

Sarah: [0:10:24] Fulfillment and self-acceptance.

Jerry: [0:10:30] So the wish here is for self-acceptance. That's a kind of primary wish. Now you are touching into it; aren't you?

Sarah: [0:10:42] Mm-hmm.

Jerry: [0:10:44] Remember what I said before about the light side having the shadow side, the darker side.

Sarah: [0:10:52] Yeah.

Jerry: [0:10:53] What's the coincident belief behind the wish for self-acceptance? What else do we know to be true about Sarah?

Sarah: [0:11:08] As in what's the opposite?

Jerry: [0:11:10] Perhaps it's the opposite. What does Sarah worry about?

Sarah: [0:11:19] Being accepted, definitely. Yeah.

Jerry: [0:11:23] How long have you worried about being accepted?

Sarah: [0:11:26] A long time. And then I try not to worry about it and then I worry that I'm becoming – I'm rejecting – I'm kind of reinforcing it by rejecting that need; if that makes sense.

Jerry: [0:11:42] Sure.

Sarah: *[Indiscernible 0:11:45]* and creating something so drastically different off-beat that's actually a further separation.

Jerry: [0:11:53] Right. So, the fear implicit in the wish is a belief that you are not accepted.

Sarah: [0:12:00] Yeah.

Jerry: [0:12:01] Or perhaps even, tell me if this is a stretch, not acceptable. So it's a description. No? Too much?

Sarah: [0:12:14] Maybe by some people.

Jerry: [0:12:17] So, let's hold on to that. It's a very, very powerful and human need. You know, my partner, Khalid, often speaks to the primal needs that we all have: love, safety and belonging. And to me, the notion of accepting and being accepted links to belonging directly. I often know that if I feel like I belong, then I feel safe and I can allow myself to be loved. Does that resonate with you?

Sarah: [0:13:04] Yeah.

Jerry: [0:13:05] Yeah, so there's a softness occurring inside of you right now. How's your breathing?

Sarah: *[Indiscernible 0:13:13]*

Jerry: [0:13:15] Even though the experience is – how would you describe the feelings that we are talking about right now?

Sarah: [0:13:21] Quite raw, but kind of, quite gentle as well.

Jerry: [0:13:30] I love that description. When we open up to the genuine heart of sadness, which is a phrase one of my teachers, Trungpa Rinpoche spoke to, the

genuine heart of sadness, when we open up to that, we feel the rawness. You know, again in Buddhism, we talk about Bodhichitta; Bodhichitta is the quality of having an open heart, and the reason our heart closes is that it is actually painful.

[0:14:04] And so the movement to close the heart is a protection movement; and what are we protecting against? We are protecting against the rawness and the vulnerability, and the potential of being hurt. And then I want to bring your attention to this other word you used, which was 'gentleness'.

Sarah: [0:14:23] Mm-hmm.

Jerry: [0:14:25] And so when our rawness is met with gentleness, either by the other, in this case, me, or by you, because we often have the capacity to meet our own vulnerability; we can either meet it with harshness or we can meet it with gentleness. When we meet it with gentleness, we can be in that state where we are okay even though we are talking about difficult issues. So, am I making sense to you?

Sarah: [0:15:06] Yeah.

Jerry: [0:15:07] Okay. I'm going to shift and I'm going to ask some questions that are more – somewhat concrete.

Sarah: [0:15:19] Okay.

Jerry: [0:15:23] Why do you want to be an entrepreneur?

Sarah: [0:15:30] I think it's more about I want to spend my day doing things feeling slow, and from my experience, jobs that are prescribed – they allow me to do that in the way I want to. So, I've created something that makes me feel most and *[Indiscernible 0:15:59]*. It's not necessarily about running my own business, but I guess like, leading my own life that in a way feels natural.

Jerry: [0:16:04] And how important is this for you?

Sarah: [0:16:08] Really important.

Jerry: [0:16:10] Tell me a story if you can, of why it is so important or how it is so important.

Sarah: [0:16:19] I think it's more that the times I have been enrolled – I used to be a secondary school teacher, and the feeling of doing something that didn't go against my – didn't go along with what felt right was so painful; and I just remember feeling like I was drained – I know it's a difficult job, but it was like, it was more than just drained by the job, it was like, this is not what I feel like it is.

[0:16:53] I just – I remember going to – I went to a workshop about four years ago, where they got us to write down the six happiest moments of our life and what we were doing. And I realized that the stuff that came up for me was around music, playing music with strangers and play music outdoors. It was like a theme that I hadn't even known was so important for me. And I wasn't doing anything as such in my life and it was a real shock.

[0:17:21] I was like, why have I got these *[Indiscernible 0:17:22]* that are really making me so happy, yet, I haven't – I am not doing it. It's a real wakeup call. So that's when I started thinking and exploring ways I could bring that more into my life; because *[Indiscernible 0:17:35]* things that made me happy. *[Crosstalk]*

Jerry: [0:17:38] I'll say that again; why weren't you doing those things?

Sarah: [0:17:42] Why wasn't – I think it's getting out of habit. *[Crosstalk]* [0:17:49] I know that – I mean, there were so many reasons why wasn't I playing music; probably I hadn't prioritized the things I loved or I hadn't thought that there were things, I didn't think you could make a career out of the things you loved. I probably went quite definitely straight from university into the jobs that were given to us, and never really gave it much thought.

[0:18:13] I hadn't really asked that question before; but why I wasn't doing those things? I got – definitely got out of the habit, I definitely – there's always been a weird – a relationship I've had with my music partly because I went to the kind of school where it was very discouraged to excel in things, and I doing well with having to hide that and shame. So there was often an unease around actually performing or showing what I could do.

[0:18:49] And then when I went to university, I went to a very good university where everyone was suddenly here and everybody was like beyond amazing. And I remember thinking, gosh, the things I thought were my guilt of – are nothing, are insignificant, and naturally with everyone there, it was completely opposite. You have to show off to survive. It was such *[Indiscernible 0:19:15]* that you know, I went through this huge wave of feeling *[Indiscernible 0:19:18]* hide it, feeling like I had to push it, but you know, both neither feeling that I was quite in the right place safe.

[0:19:23] I think there was probably a lot of rejection, like hey, this isn't part of my life and you know, started teaching, did a lot of music when I was teaching, but hadn't really thought about doing it as a career. So, yeah, I guess the mixture of shame for being creative, like that wasn't something you did, and also just not feeling very good at that anymore.

Jerry: [0:19:44] So, I want to bring your attention to something. I think you're – viscerally, tell me if I'm right, experiencing – viscerally, as in your body experiencing an almost an anger that is rising within you.

Sarah: [0:19:58] Yeah.

Jerry: [0:19:59] Experiencing what it is like to be put into a particular box.

Sarah: [0:20:04] Yeah.

Jerry: [0:20:05] And that box is, do not be creative because it does not fit in with our preconceived notions of who you are and who you are supposed to be.

Sarah: [0:20:15] Yeah.

Jerry: [0:20:16] Yeah. So hold that feeling; remember before we were talking about empathy and compassion, I want you to, in this moment, connect deeply, to the millions and billions and billions of human beings, past, present and future, who have lived in that box; the box that others have created for them, and use that awful power known as 'shame' to put them in that box.

[0:20:56] We're both feeling that anger. We're both feeling that sadness. Connect with that. It's powerful, right? One of the consequences of that box is that you lived a life that was not yours. Yeah, and I wish our audience could see, because right now, your face, you're feeling – tell me what you are feeling.

Sarah: [0:21:44] A bit frustrated and like, I never thought that I had a choice. I just thought that I was – well, I was made to feel like I was doing something wrong.

Jerry: [0:21:58] Right. Okay. So, we are going to go in a little [*Indiscernible* 0:22:09] direction. Think about the times in which you went along with that; where your impulse to be creative and play music may have been *squatched* by you.

Sarah: [0:22:31] And I realized it wasn't about the playing or the making; I guess that was fine, but it was around doing it in public. It was fine when you do it at home, like you can compose, spend all day composing, but certainly don't bring that into other people's lives. People didn't want to see it. People didn't like to show off. People didn't like – it was annoying to people.

Jerry: [0:22:54] Right and –

Sarah: [0:22:55] It was just too much.

Jerry: [0:22:56] – so let's give voice to the fear that is behind that. Imagine you were to live your life where you were "too much," how safe was that for you?

Sarah: [0:23:11] Not at all.

Jerry: [0:23:11] Not at all. Now you may not have been physically threatened, but your sense of self, your personhood – what are you remembering?

Sarah: [0:23:29] Well, I just – I know that there wasn't a possibility at the kind of school I went to; it could be too much. Too much wasn't an option.

Jerry: [0:23:37] Too much was not an option.

Sarah: [0:23:39] Unless you were a bully.

Jerry: [0:23:41] Unless you were a bully, unless you were actually able to physically assault other people and emotionally assault other people. Remember what I said before: we all want and need love, safety, belonging and you're starting to hear the themes here.

Sarah: [0:23:59] Mm-hmm.

Jerry: [0:24:01] And so you are – and we all do this; there's a part of ourselves that rises up as a childhood survival strategy. The psychologist, Bill Plotkin calls it a loyal soldier. The loyal soldier rises up to take care of ourselves and keep ourselves safe, so that we can continue to fit in and be acceptable and accept it. And then what happens is, we find ourselves complicit in that diminishment.

Sarah: [0:24:41] Yeah.

Jerry: [0:24:42] And the anger and the frustration rises. And so all of a sudden, we are not living the life that we really want to live, in a wish to live the life that we want to live.

Sarah: [0:25:05] Yeah.

Jerry: [0:25:06] Right; because we want love, safety and belonging and in order to have love, safety and belonging, we choose to be lesser than our fullest self.

Sarah: [0:25:18] And you get to a point where you don't feel deserving of that. Like I think I got to a point at school where I just thought – I thought I was less
[Indiscernible 0:25:32]

Jerry: [0:25:33] Stay with it.

Sarah: [0:25:41] Like, it has taken a lot of courage to actually start to say no to people, to put boundaries up because I just assume that other people know better and other people are in charge. At any time where I set myself, I was told, you know, it just wasn't worth it. And I was taking so much energy and I know that being an entrepreneur is a massive part of like, reasserting who you are, but in the process

of doing it, you are going to be told a million times that your ideas aren't good enough, that your – it's – I know I need to do this.

[0:26:18] This is like the ultimate challenge to me as saying, you know, *[Indiscernible 0:26:26]* this is a struggle. I know that my biggest fear is like I haven't – I sat for a year with a list companies to ring and I haven't rung any of them, because I know that I have to, you know, be vulnerable to rejection. So I don't do it because it's so painful. It's a constant – I know what I need to do, but it's – it feels very deep – I mean, I imagine when I ring companies, they are just going to be like, "Who the hell are you? Why would you –"

Jerry: [0:26:51] Yeah.

Sarah: [0:26:53] It's like – not just imposter syndrome, it's like I'm being a nuisance. And I realized that the other day, that same feeling of when I used to want to perform or, you know, music or play and people would be like stop this. That same feeling of worrying about how it is coming across to offer a service that I know will be of value that people will think, you are being a nuisance.

Jerry: [0:27:18] So, I want to take you back to some insight that you gave yourself before we even got on the phone call. What was the note you wrote to yourself as you were considering your nervousness?

Sarah: [0:27:31] "Remember everything you say will help others going through something similar."

Jerry: [0:27:34] How important is it for you to help others going through something similar?

Sarah: [0:27:39] Massively.

Jerry: [0:27:40] What does it do for you to help other people going through something important, some similar?

Sarah: [0:27:48] I think it really energizes me. I mean, it empowers me and it makes me feel connected. It makes me feel like I have a purpose.

Jerry: [0:27:57] Right. So, identifying and recognizing that others may be experiencing what you are experiencing, allowing yourself to be vulnerable, to experience the same thing, ends up, even – and allowing yourself to be unsafe, if you will, to experience the potentiality of being unsafe, allows you to help others, which then enlivens and enriches your life. You see the arc of this?

Sarah: [0:28:33] Mm-hmm.

Jerry: [0:28:34] It's almost like a circle. Now, tell me again, the purpose of the 'Power of Uke'. What does it do when you watch a student or you watch a participant pick up a ukulele for the first time?

Sarah: [0:28:55] Well, the bit that I most love about it is it's the fact that it allows people to reconnect with their forgotten passions. I've met so many people through these workshops who say, "I wanted to play music and I haven't since I was 12." I mean, journalists, lawyers suddenly opening up and being able to really have those really, quite deep conversations around creativity with complete strangers, and seeing that afterwards they say, "Actually because of that workshop, I am now playing the guitar again."

[0:29:30] That really feels like a gift, to give people that chance because I know that I lost my sense of – I lost my – well, I didn't lose my passion for music, but I lost the habit, or I lost the connection or the feeling like I could do it. And I have rediscovered it in a massive way and I want to give that to other people; that chance to – I mean, it doesn't have to be ukulele, but we always talk at the end of the workshop about like, what is that for you? Like, what is your ukulele or what's your play that energizes you? And they get like it's a vehicle to have these discussions.

Jerry: [0:30:09] I'll tell you what my ukulele was and is.

Sarah: [0:30:12] Yeah.

Jerry: [0:30:13] It was about ten years ago, and I'd reached a point in therapy where I was really working with some very difficult childhood memories. Stuff that I had repressed for years was coming up. And I was in my early forties, and a therapist I was working with had suggested that I see this woman in New York who was an energy healer. And for a guy who had lived most of his life blocking out access to the esoteric, I know this is like shocking to the people who listen to the podcast, but I was that sort of, rational, overly rationalized world. But it was at a moment in my life where I was open to everything.

[0:31:01] So, I began working with this woman in New York, named Janet, who, as another one of her expressions in life, is a dancer and choreographer. And I remember working with some energy, some blocked energy in my body, and weeping at that soul level. And I remember crying out, "I want to dance." And I began to dance.

[0:31:37] And I ended up working with another teacher, a choreographer in a particular dance technique movement therapy that enabled me to connect with my human body in a way that I had been yearning for, ever since I was a child. And I think I'm making you cry now. So, you know what I'm talking about, don't you?

Sarah: [0:32:06] Yeah.

Jerry: [0:32:07] Yeah.

Sarah: [0:32:09] I see so many people longing for that. The other day I was in my kitchen with a couple of friends, I'd had lunch with them, and I put on some music and I said, "Shall we just dance?" And I could see that they stopped and they went, "Is it [*Indiscernible 0:32:20*] that I have to be drunk to do that?" And I just danced around my kitchen. And I could see that they wanted it, but it's like – it's a human, primal thing that we have been told, by society, as that's not appropriate or [*Indiscernible 0:32:41*]

Jerry: [0:32:43] Yeah. So, one of the notes that Dan gave me in advance of this call, you know, Dan Putt, our producer, one of the notes he gave me was, he said, "Sarah can struggle sometimes when referring to herself as an entrepreneur."

Sarah: [0:33:02] Mm-hmm.

Jerry: [0:33:03] Does that represent the feeling for you?

Sarah: [0:33:10] I wonder if it feels pretentious.

Jerry: [0:33:13] To call yourself an entrepreneur?

Sarah: [0:33:16] Yeah. A little bit.

Jerry: [0:33:20] What is an entrepreneur, Sarah?

Sarah: [0:33:25] Someone who runs their own business or have an idea that they have brought to the world to make money from. That's not worth it.

Jerry: [0:33:38] So, you said – what did you just say? That's not what it is?

Sarah: [0:33:41] No.

Jerry: [0:33:42] What is it?

Sarah: [0:33:45] I guess someone who has an idea that they make reality to help others and earn a living.

Jerry: [0:33:55] So, the 'earns the living' part is where you are a little stuck; isn't it?

Sarah: [0:33:59] Yeah; because I think just having – this is [*Indiscernible 0:34:04*] if I just come up with an idea, but I have another job, I didn't feel like I'm an entrepreneur. I feel like it's the point where you say, this is what I am doing, I reject – not reject, but I said, I don't need a formal job. I need to follow that, I'm doing it in a different way.

Jerry: [0:34:21] What does making a living from your entrepreneurial endeavor represent for you?

Sarah: [0:34:28] Independence from a system that I don't feel part of or that doesn't allow –

Jerry: [0:34:33] Okay, so there's a financial reality of "I can't pay the bills from teaching people to dance," if you will, or to find their ukulele. I can't pay the bills yet.

Sarah: [0:34:46] I could, [*Crosstalk*] yeah. I can say that.

Jerry: [0:34:52] That's interesting. Okay, so what else might be there – when you get a check from someone, from some organization for whom you have run a workshop, how does it feel?

Sarah: [0:35:07] Really good.

Jerry: [0:35:08] Say more about good.

Sarah: [0:35:10] I think it feels almost I don't believe it; like, there's one particular client, the first people that have paid me the full amount that I have asked for, and I haven't yet run the workshop, and I still have this fear that they are going to turn around in the end and go, "What a waste of money." It's just imposter syndrome, I guess.

Jerry: [0:35:30] So, in a sense, getting a check –

Sarah: [0:35:34] Validation –

Jerry: [0:35:35] Validation.

Sarah: [0:35:36] – that it's something worthwhile.

Jerry: [0:35:39] It's something – who is worthwhile?

Sarah: [0:35:41] Me.

Jerry: [0:35:43] What was the first wish, Sarah? I want to be accepted.

Sarah: [0:35:48] Yeah, I know.

Jerry: [0:35:50] So, part of what's happening is, you are associating getting the check with belonging.

Sarah: [0:35:58] Yeah.

Jerry: [0:36:00] If they are paying me, then the work I am delivering is valuable.

Sarah: [0:36:04] Yeah.

Jerry: [0:36:06] If I am not being paid, then the work I am delivering must not be valuable.

Sarah: [0:36:10] Or, I'm being taken for a ride here. And I know *[Indiscernible 0:36:16]* if I offer stuff for free or –

Jerry: [0:36:17] Oh, then you are being taken advantage of?

Sarah: [0:36:19] Yeah.

Jerry: [0:36:20] Yeah.

Sarah: [0:36:23] So, it's that kind of like –

Jerry: [0:36:26] What would be different if you were acceptable, if you belonged, if you were valid? What would it be like if you no longer needed the money as proof of the validation? What would that experience be like?

Sarah: [0:36:48] It would just be a part of being an entrepreneur, but it wouldn't be so much important. So I would just –

Jerry: [0:36:56] What word did you just describe yourself as?

Sarah: [0:37:01] Being an entrepreneur.

Jerry: [0:37:04] Right. So, the irony is here that if you drop the condition of actually using money as external proof of your validity, you actually become, in your own words, your own semantic construction, which is an expression of your unconscious, you just become an entrepreneur. Now, we want to be clear; we are not talking about not paying your bills, we are not talking about you not being – we are not talking about just giving up the notion of a fiscal container that is self-perpetuating, right, and it takes care of the physical body of yourself and those that you might employ at some point. [0:37:54] We are talking about is using that dollar, using that money to come in, to give you a sense of validation. And then when you let go of that, it was actually the first time that you referred to yourself as an entrepreneur.

Sarah: [0:38:15] Mm-hmm, it's actually just about doing work for people; just about getting on and doing it.

Jerry: [0:38:23] What is it about?

Sarah: [0:38:25] Getting on and doing it.

Jerry: [0:38:27] Just get on and do it. Just get on and do it. Do you hear it?

Sarah: [0:38:41] Yeah.

Jerry: [0:38:46] A lot of times, the things that we say come from a place in our body. If you recall back to the nervousness at the beginning, that nervousness may have come from the back of your throat, or a tightness in the chest, and the anger may have even come from the top of the head; you know, tell me, when you say – say again for me, "Just get on and do it."

Sarah: [0:39:20] Just go on and do it.

Jerry: [0:39:22] Okay, take both of your hands; put them on your stomach.

Sarah: [0:39:26] Yeah.

Jerry: [0:39:26] Yeah. Say it again.

Sarah: [0:39:30] Just get on and do it.

Jerry: [0:39:31] One more time.

Sarah: [0:39:35] Just get on and do it.

Jerry: [0:39:38] Your smile is lighting up the screen. It's kind of crazy, huh? What are you feeling?

Sarah: [0:39:50] I feel like I don't know what [*Indiscernible 0:39:52*]

Jerry: [0:39:53] You don't know what?

Sarah: [0:39:54] What that was – where did you think that that was coming from then, from my stomach?

Jerry: [0:39:59] Well, where do you – so your stomach is kind of the seat of who we are.

Sarah: [0:40:03] Yeah.

Jerry: [0:40:03] It's the who we are without all the crazy-ass stories that we have been telling ourselves all along. It's the who we are. I think that's where ukulele lives. It's where the dancer in me lives. When I lay on my side, working with Janet, and I started to sob and cry, "I want to dance," that didn't come from some preconceived, prefrontal cortex, well thought-out plan. "Oh my God, Jerry, you're

a 42-year-old man, least of all, an Italian-American from Brooklyn, you don't fucking dance. And if you do, you dance like Tony Manero in *Saturday Night Fever*." No. That's not the dancing I wanted. I want to live in my body. So when we speak from a place of our soul, the seat of our soul is our stomach. It's our solar plexus. When we access that, I am an entrepreneur. You just smiled. Say more.

Sarah: [0:41:29] I was just thinking that if you were going to ask me to say that, I would find that really difficult.

Jerry: [0:41:33] I know. So, what am I going to ask you to do? Fuck. So, I want you to actually stand. What? That's right, and I want to put your feet shoulder-length apart, I want your hands at your sides, I want your palms facing forward, I want your back straight, now relax your chest, relax your heart. In bootcamps we call this the warrior stance. We want you to have a strong back, a fiscal responsibility and a soft heart of Bodhichitta. Openness. Now, who are you Sarah?

Sarah: I am [*Indiscernible* 0:42:32]

Jerry: [0:42:38] Say it again.

Sarah: [*Indiscernible* 0:42:39] I'm an entrepreneur.

Jerry: [0:42:42] Yes, you are. You know, one of the things that an entrepreneur does? An entrepreneur, she faces her fears. Think of all the fears you've faced coming on the show today. Think of all that you came on with. I can't tell you, nor can I guarantee you that you will achieve your financial dreams. I don't know that anybody can guarantee that, but I can tell you that the way to live into the truth of who you are is to just get on and do it. Just play. Just dance. Just make music. See, you are nodding because you know and you can see you, yourself, telling clients this.

Sarah: [0:43:47] Mm-hmm.

Jerry: [0:43:49] Right?

Sarah: [0:43:51] Mm-hmm. This is the irony that I go into [*Indiscernible* 0:43:53] to tell them to play more, but then I struggle so much with just playing, right? And I –

Jerry: [0:43:59] So, don't use that irony for self-flagellation: "Who are you to say this Sarah, when you yourself still struggle?"

Sarah: [0:44:09] Mm-hmm, okay, yeah.

Jerry: [0:44:10] Use it to build the empathy.

Sarah: [0:44:13] To empathize. Yeah –

Jerry: [0:44:16] Go ahead, I cut you off.

Sarah: [0:44:18] I was going to say, I think with all the – like you were always a better coach if you've been through it. If I went in and said, isn't it easy to play? Why aren't you playing music all the time? People would be like, "Well, you don't get us."

Jerry: [0:44:28] That's right.

Sarah: [0:44:29] It's important I get through it.

Jerry: [0:44:30] How did you feel when I told you about my allowing myself to express that I am a dancer?

Sarah: [0:44:36] I loved it. I love to replay that?

Jerry: [0:44:39] Did you think less of me as a coach?

Sarah: [0:44:43] Not at all.

Jerry: [0:44:44] Not at all; the opposite.

Sarah: [0:44:46] Yeah.

Jerry: [0:44:47] Yeah, so we need to start to wrap, but I want to thank you for stepping into the tough spot that you stepped into, and allowing me, and really trusting me and allowing me to make you move up and down and round, and put your hands on your belly and all that stuff. That is a fuller expression of the exploration that you were seeking, and I felt honored to have been a witness to this bit of the conversation.

Sarah: [0:45:31] Thank you, Jerry.

Jerry: [0:45:33] Welcome; anything that you are leaving with as we think about this?

Sarah: [0:45:40] No, I think I'd like to try just the getting on and doing it. And as much as possible, just taking money out of the equation for a bit and just seeing how that feels even if it is just an experiment for a week and just see if things shift. And I think continue to share more actually with my clients, my journey, because I think you're right, like you talking about the dance thing, helped me connect with you and understand that you got [*Indiscernible 0:46:20*].

[0:46:23] And actually this is what – the whole reason I left such professional environment because I didn't like this system you had between everyone. Starting

a new way of interacting with people and saying, I'm going to be really open and that doesn't make you any less professional. In fact, it makes this work more attractive.

Jerry: [0:46:42] Yeah. How beautiful. Thank you again, for coming on this show and –

Sarah: [0:46:51] Thank you so much.

Jerry: [0:46:54] – I look forward to meeting you some day.

Sarah: [0:46:54] Yeah, likewise.

Jerry: [0:46:57] Be well.