

Office Hours: Practice What You Preach



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With Your Host

Rachel Rodgers

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Welcome to *The Million Dollar Badass Podcast*. I'm your host, Rachel Rodgers, wife, mother to four children, lover of Beyoncé, coffee drinker, and afro wearer, and I just happen to be the CEO of a seven-figure business. I am on a mission to help every woman I meet become a millionaire. If you want to make more money, you are in the right place. Let's get it going.

Hello, friends. Welcome to October Office Hours, with me, Rachel Rodgers. This month, I'm showing you behind the scenes in my Million Dollar Badass Mastermind. Every week, I get together with a group of ambitious, intelligent, brave women and deliver a motivational pep-talk, sometimes in the form of a kick in the ass. And afterward, I answer specific questions from members who need help on strategy, hiring, marketing, working with clients, getting more clients, all of the things that come with building and scaling a successful business.

So to get access to that good stuff, make sure you join my email list on helloseven.co. You'll be the first to know when I open enrollment for the next Million Dollar Badass cohort. Until then, grab some tea and get ready to take notes; it's Office Hours.

I want to talk to you guys about something that has come up for me in the last couple of days and that might be relevant for you guys. So, I went to see my homie, Robert, on Friday. He was in Raleigh. So he calls me, in true Robert fashion, at like 8:30 in the morning or 8:15. I was driving to my hair appointment. I have a hair appointment every Friday morning.

And so he calls me and he's like, "Hey, what you doing?" And I'm like, "Driving to my hair appointment." He's like, "Come hang out with me." I'm like, "What you talking about?" And he's like, "I'm in Raleigh." Like, "What are you doing in Raleigh and why are you in Raleigh and haven't told me?"

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So, anyway, he came in for a wedding. That was that night. So he was just here for 24 hours. And so he's like, "Come to Raleigh and have lunch with me." I'm like, "Okay, you pain in the ass, I'm coming."

But we had a fabulous lunch and his mom wound up joining us and she is delightful. She is like the most angelic human being ever, seriously. And we just had some really great talks about a lot of things. And one of the things that he said to me that he said he's been experiencing as well is looking at your life and seeing where you are out of alignment with what you preach.

And that's what want to invite you guys to do as well today. Think about what you preach to your clients and how you're showing up in your life, and really look at the truth of the matter and ask yourself, am I in alignment with what I say that I'm about and what I talk about being about?

And that can happen because life is dynamic, right? Things change all the time and sometimes we get out of whack with our values and how we like to operate, and then we have to get back in, right, and whip things back into shape. And sometimes we let fear or just not having enough time to focus, or whatever it is, or our boundaries get out of whack, and then we get out of alignment.

And so for me, the way this looked is, I feel like my household has been a little cray-cray, and you know, we signed Jet up for preschool and we have the kids going on the bus in the morning now, which saved us some time. So we were outsourcing little things. But the truth of the matter is, as much as I preach about laundry outsource and having a personal system and get shit off of your plate, I feel like there is a lot of minutia that has been taking up my time and energy lately.

And I was like, fuck this, okay. And Robert was like, "You need to check your life and see if you're out of alignment with what you preach." And I'm

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like, “You know what, thank you for keeping me honest. And also, fuck you a little bit. No one asked you for all that truth okay.” But he’s right.

And so that’s why I was like, I’ve been saying I’m going to hire a house manager for literally months, and I’m like, no it needs to happen, it needs to happen today because I can either have reasons or I can have results, right? And the reality is that when we step up our commitment to our businesses, we have to step up our self-care, we have to step up our support.

That has to happen in step with how you’re trying to next-level. And you can’t say, “I want to be a Million Dollar Badass,” and for me, I can’t say, “I want to be a published author and I want to have a 10 million dollar business,” but then not be doing the things that a 10 million dollar CEO would be doing, right, and in your case, not doing the things that a million dollar CEO would be doing.

If you’re not showing up that way, guess what, you ain’t going to bring it into your life. And all the strategy and all the step-by-steps in the world ain’t going to do it because you’re out of alignment. And at the end of the day, it’s not heady, right? It’s not woo. It’s not just in your head. It also exists in reality.

So what you’re thinking, I don’t have time or I haven’t put that boundary in place or I’m going to have that hard conversation but I’m going to put it way off weeks and months out, when you’re doing that, that’s the reality of being out of alignment in your brain. It all starts with what you’re thinking.

So, I was like, “Let me get my life right.” So I woke up this morning – and I wrote the job description for the house manager over the weekend, but I didn’t get it posted. And I’m like, “Enough with your bullshit excuses, Rachel Rodgers. Get your ad up early and make it happen.” And so I did.

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So that's just how I rant at you guys. I'm also ranting at myself in my head. And also, Robert Hartwell is ranting at me as well, so don't you worry. But anyway, so I got the house manager job listing posted and already have some good candidates. I actually posted that on Sunday, I think, and then the personal chef I posted this morning.

So, looking forward to getting some more support in place, to free up more of my time, and just so I can feel like things are running smoothly. Because even if you're not doing it, the fact that it's messy and you're just kind of existing, coexisting with a mess, that's not a very clear place to be building an empire from, is it?

So really ask yourself, like, am I out of alignment? And think about not just in your household. It could be household help for you. It could be, you know, being nice to everybody when you know your truth is that you like to be a hardcore bitch and you need to step into your hardcore bitch role.

And I'm not even joking. I'm totally serious about this. I loved – I did a podcast episode with Mariah Coz. I don't know if I told you this already yet. But one of the things she said was she was 0% nice, which is hilarious because Mariah is super nice. But 0% nice, like, fuck being nice, let's just be honest. Let's just say what it really is.

Don't sugarcoat everything. Don't make everything seem nice and fluffy and beautiful because, you know, ain't. Stop making people think that what they're doing is okay when this shit is not okay. Be honest about what's actually happening.

So it could be you're out of alignment with your team and there's people on your team who aren't delivering or there's a role on your team that you know you no longer need and you need something different but you're not dealing with it. You could be out of alignment with how you're running your business, giving out refunds like it's candy when you know you worked for

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that money, you made an agreement, and you're allowing people to go back on that agreement with you. It could be not asking people for money when they owe you money and being sheepish about that.

I've had conversations about that, like over the last three weeks, with literally everyone I've encountered. And it's mostly been framed as a, "What can I do legally?" And I'm like, please just go have the conversation in the first place and let these people know, bitch better have my money, if that's the conversation you need to have.

And also, ask yourself, like, how am I showing up as a client? Because that's part of it as well. I had to look at myself even recently with – our venue is at Summerfield Farm with this event, I was asking them to jump through all kinds of hoops and some of that shit was super last minute. And I realized, you know what, this is my vision and I might have to shift my vision to accommodate them a little bit because I'm being a bit of a dick of a client right now.

And if I want to have amazing clients, I need to not show up and be a dick when I'm a client, you know. So are you being the client that you want to serve, or are you attracting more of the same? Because I have to tell you, you go around being a dick to all the people that you hire, guess what, you're going to attract a lot of dicks to your business.

So reevaluate, that's what I want to invite you to do, just ponder where are some areas where you might be out of alignment and you need to get realigned with your values, right, and how you want to run your business, how you want to run your life, and how you want to live in integrity and be your honest and true self as much as possible.

So show up as that. Realign, right? It's never too late to realign when you get out of whack, and that's something we've all got to do on a regular

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basis, myself included. So I just wanted to share that with you guys and, you know, just figured we could ponder it together.

Okay, so let's look at the comments. Sessa says, "As I say, eat your own cooking." Sessa, you are full of, like, the best sayings. I love it; eat your own cooking, so good.

Suzie said, "I need a chiropractor." Go hire one. Do not put off your own self-care. Now, that, for sure, is out of alignment for you, Suzie because you definitely preach to your ladies, right, how important taking care of themselves is, how important it is to prioritize their own self-care. And you're not prioritizing your health, so definitely handle that.

Tanya says, "Are you talking to me? I was just having this exact conversation with my husband last night." Yes, the first step is to just admit, hey this is what's going on and this ain't right, so let me get myself right.

And I feel like this, it all creates energy, right, the actions that we're taking, attitude with which we approach things, it's all energy and we can either be approaching things with a positive energy and with an, "Oh I'm creating more of what I want," or we can be approaching things with an, "Oh I'm making sure that I don't have what I want."

Even fears that I have right now, like, one of the projects that I had to do that I'll share with you guys between us is with Made, I wanted to invite a bunch of my peers. So a lot of my friends that are making seven, eight figures, I felt a little sheepish about reaching out to them. I think I have a block around selling to my friends. It feels funky to me, even though that's how I started my business.

My first few clients were all friends, but for some reason, I've turned it into a thing where I don't want to ask a friend to pay me money, which is dumb. And also too, many of my clients are my friends, so it's so weird and stupid.

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However, it is a thought that I was having. And so I was really resistant. And we have this Made launch that we're doing that, it's like a new thing that we've never done before that includes physical mail and all kinds of stuff. And I'll detail it all out for you guys. I'll have a report, maybe next week or probably the week after and I'll let you know how it all went, okay.

But anyway, it involved me creating a video and reaching out to specific friends of mine. And I was like, I don't want to do it. And I was resistant to it for, like, a good month. And Britney and Dellea finally sat me down and were like, "Bitch, you've got to record this video. It needs to happen. It's happening. It's already in motion. We're not going back on it now so you're going to have to get it done. So get over yourself and go do it, you know."

And I finally got it done and I felt good about getting it done. But I just, you know, sometimes we have those blocks. We have those things that stop us from moving forward because we're just scared.

And what I was scared of was like, well if I sell to them then they're not going to want to be friends with me, which doesn't make any damn sense. And if one of y'all said that to me, I'd be like, bitch, get your life right, that's bullshit, you know. But I had this subconscious thought that I needed to deal with. And luckily, I work with all these amazing coaches on my team who coach me regularly on my own bullshit. So thanks to Grace and Britney, and also Dellea for kicking my ass on that, getting it done.

So, anyway, that's out of alignment because I'm saying I want all of these amazing women at this retreat and I want to have this badass base that's inclusive, that's diverse, you know, that includes all these amazing entrepreneurs that isn't centered around being a white man, right, and it's not all white men there, and that, like, if you're a black woman or if you're a trans woman or if, you know, just different in any way, that you're the only in the community, that you're the only in the group.

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So I had to reach out to my peeps and ask them to come, and yeah, that was uncomfortable. But being uncomfortable, that's a part of stepping into what you want. And so discomfort is what it should feel like.

Alright, guys, that's all I can share with you today. The Q&A section is where I share my top strategies and help my clients work through their challenges. That part of Office Hours is exclusive to members of my Million Dollar Badass Mastermind.

Before you go, I have a question for you. Are you ready for revolution? I'm ready to create a world where women can have the freedom to live happy balanced lives, and the only way to that freedom, wealth, unapologetic economic power, okay. Having money is awesome, but being able to live on your own terms is priceless.

I know you're ready to play by your own rules. You're ready to scale your business to seven figures and really build serious wealth. I am now opening enrollment for my Million Badass Mastermind for a limited time. Join now and you will learn the exact strategies I use to scale my business to seven figures and to help tons of women entrepreneurs scale their businesses as well.

You also get access to a team of badass expert coaches and amazing community support. The next cohort begins December 3rd. But wait, there's more. When you join by November 26th, you get December free. And when you enroll for two years, you also get your first round of Facebook ads on the house. Yes, that's right, I'm going to have my Facebook ad expert handle the creation of your Facebook ads to grow your audience and I'm going to pay for it. Yes, that's right. If you're ready to make bank, create freedom, and have a real impact, there has never been a better time to join the Million Dollar Badass Mastermind. Go now to helloseven.co/apply. I will see you there.

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