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## SPEAKERS

Lisa Smith, Jen Marples

### **Lisa Smith** 00:00

It seems to me like the conversations that we have is either is this everything is this it? And so we often are kind of searching for something more maybe it's, you know, even in a spiritual realm or in a physical realm or into a job. So, I think the challenge is that us women, we all work so hard at whatever it is our 20s and 30s and 40s getting married, having children creating community and then that's like, kind of life hits a little cruise control button and we look around and go okay, well now do we just kind of hang out until we're done, or do we switch it up?

### **Jen Marples** 00:50

Hello, and welcome to the Jen Marple Show. I'm your host Jen Marples, a former public relations agency owner turn business and life coach and motivational speaker dedicated to helping female entrepreneurs achieve the business and life they desire in their 40s 50s and beyond. Each week, I'll be bringing you conversations with incredible women who are rocking entrepreneurship and taking courageous action while also dealing with all that midlife entails. I'll also be dropping in solo to share thoughts, advice, tips and tricks that will help you live your best life. If you are thinking about pivoting in your career or starting a new business or looking for a second act, stick around as I guarantee you will be inspired. And know this. You are not too fucking old. Hello, everyone, and welcome to the Jen Marple show today I have a most fabulous guest Her name is Lisa Smith, and she is a kick ass Realtor in Marin County, California. And I have known Lisa, I want to say almost for 20 years through a mutual friend. And I have just been watching her career a sense on Instagram. So you'll be following her for sure after you listen to her speak. She has a great story to tell us today of how she has pivoted into real estate and really put her mind to it. And also is a fierce supporter of women. She has an all women team that she works with which we love here on the JennaMarbles show. We love supporting women. And I just want to give Lisa a really warm welcome because she is fabulous. You are all going to be inspired by her. And Lisa, I'm gonna hand it over to you to introduce yourself and just tell us a bit of how you got into real estate your story, what you've been up to and give everybody the s or the 411 on your life.

02:35

Awesome. Well, thank you, Jen, so much for having me here today. This is such a great platform. And like you said, I'm always such a fan of us ladies supporting each other. So this is amazing. So I came from the world of technology. I was in high tech forever. I actually graduated from high school in 1986 in Santa Cruz, and the valley was exploding right on the other side of the hill. So I decided not to go to college. And I went to work. And I rode that tech train until 2004. When my boy was born, who's now 17 I had the luxury of staying home with him for a few years, which was such a gift for me after working for so long. And then my husband now ex husband and I decided to open up a Holistic Dental Practice, my ex husband's a holistic dentist and he had a vision of opening up that type of practice here in Marin County. So in 2008, we made that happen. And we came up with the name and the brand and the whole idea around his practice and launched marine dental wellness here in Mill Valley. I helped him for a few years doing that with kind of, you know, the branding, the marketing the sales and getting his name out there. And he now has a thriving, wonderful practice that we're both pretty proud of. After three years of sitting behind the reception desk. I turned to him and said, Okay, it's my turn. I had always dreamed of being a realtor. And I thought bodies' getting older doesn't need me as much the practice is doing well. Everyone is all good. Now it's mom's time. So I went and studied and got my license. And then my first year I shadowed under a great agent and who was also a dear friend, and she basically trained me for a year and then in 2015 i She threw me out the door and said okay, go fly. And here I am.

**Jen Marples** 04:39

Fabulous. So how long actually have you been doing real estate then? So how many years has it been

04:44

since 2015?

**Jen Marples** 04:45

So you are we're chatting offline before you are the first realtor I've had on the Jen Marple show and real estate goes deep. I actually grew up with real estate. My mom was a partner in a real estate firm and she's still working at 76 Go mom actually I'm gonna have her as a guest on the show, she could retire. But she knows she loved her. She actually loved her former company. And she's running a new one in Hawaii. So I mean, these total inspiration at 76. She's like, stopping this is by two great. And then I married a real estate, my husband's in real estate. So I know how hard this industry is, I just really do and so I know it takes a lot to really get something off the ground and establish yourself. And then you know, get to where you are right now. And tell everybody Weren't you just voted like number one or something? Or Wasn't there some like really cool accolade I saw about you?

05:34

Well, I'm most proud of the fact that I have every single agent in Marin County, I am currently number five. So I appreciate you throwing me to the top one day I'll get there, Jim. But just to be even be among honestly my heroes, you know, I look at some of my colleagues, and I'm just so impressed with them. So to be standing shoulder to shoulder with them, for me, is just a gift. I mean, to be honest, like I can't believe it sometimes. But I can't believe it, you know, a lot of hard work got me here. And then I also

really am proud of the fact that here in the valley, where I live and do most of my business, I am the number three agent for this town. So there's three of us that really are the Go twos for the town, and I love selling in this town. So those are my two most recent kind of, I don't know, awards, or whatever.

**Jen Marples** 06:23

Awesome. And we got to celebrate. And I'll just take a little pause, we've got to celebrate, celebrate all our wins, ladies got to celebrate all our wins. That's right. So take us through a little bit then. So you tell your husband, your ex husband, you wanted to go out on your own. Were there any challenges for you at that point in time? Because I know there are a lot of women out there. And this is why I'm doing this show that are you know, considering pivots and or are maybe too scared to kind of get up there on their own? Can you just take us through? Like what did it take for you to kind of step out and step into it? And where there's some challenges along the way?

06:57

Yeah, I mean, 100%, I will tell you what it took was thick skin, because, you know, here in Marion County, there's a lot of legacy agents. And even though I understand sales and marketing and had done sales forever, I personally thought, well, you know, I sold technology, now I'm going to sell houses, no big deal. And I could step right into it. The part that I didn't really consider is Agent relationships. So the agents in this community are tight. And basically, the feeling that I got from those agents was like, Who the hell are you? Because I came in, and I'm gonna, you know, sell some houses, and I'm gonna get some listings, and they were like, oh, Lisa, you're a new agent, it's gonna take you about 10 years, and then we'll start paying attention to you. And I was blown away by that. And so I just kept killing them with kindness, you know, I just thought, Okay, you're not too excited about me here, and I'm gonna do whatever I can I gave gifts to the agents at every closing, I would send them to lunch, I would basically kiss her ass as much as I could to gain their friendship number one. And then number two, I learned as much as I could about the transaction in the beginning, and really did the absolute best I could so make it very easy for my colleagues on the other side, to have a really easy transaction, so that they would want to work with me again, I still focus on that, to be honest, like, I have my relationships with my clients. Absolutely. They're just my love. And then I also have really strong relationships with the other agents. And that is so important in this job.

**Jen Marples** 08:41

That's a really good point that you bring up is establishing those relationships, because that's very important for I think, for whatever anybody does in life, it's just really putting those relationships forward. Because I think a lot of us in our sort of virtual world, we kind of forget about that just kind of that face to face, those really important relationships that will provide fruit later on. And then of course, then you get the added bonus of you probably made some really good friends out of it. And you probably have a nice support network just amongst the other agents, to kind of kvetch and compare and all that kind of good stuff. Yeah. So I know at this phase in life, that real estate is actually something that a lot of midlife women turn to. And so they've left other careers and or just getting back into the workforce after taking time off with kids. And it seems like I have talked to many a realtor about this and my husband about it. And of course, my mom who's 76 It feels like at least in real estate, you don't deal with that ageism that we deal with potentially in corporate America. So it's a nice way to get back into that.

09:40

Absolutely. Yeah.

**Jen Marples** 09:42

So what would you say to the woman out there who is considering specifically a career in real estate?

09:48

I've had the pleasure of sitting down with a lot of ladies who have thought about doing this job. You are absolutely right. The good news is it is wide open for you. It is yours for the taking. What I can say is As the cream rises to the top in this industry, if you really work hard and you hustle hard, you will have success. We are blessed that we're in a community, where the demographic that's coming into this community has a lot of money, and our homes are high valued. So if you work hard, you absolutely will succeed. Where I see the challenges when I have these conversations with women is in confidence, and just confidence that they can do it, I sit across the cafe table from them, and I'm looking at them going, Oh, my gosh, you're gonna kill it, you know, you're fun to talk to, you're outgoing. And they're so nervous. So I wish if I could tell them anything, like just have faith in yourself, and you can actually do this job. And the other kind of secret sauce is you talk about real estate to everybody around you in your community. So when I first became an agent, it is so easy to strike up a conversation about real estate. Everyone wants to talk about real estate, especially around here, because we have crazy prices and wild things that happen. And it didn't matter if I was in my CrossFit class. If I was, you know, standing in line at Whole Foods. I would always say something like, oh, yeah, well, I sell real estate that. And the minute I would say, Oh, well, I sell real estate, they Oh, well. Do you know about this house on 123? Main Street? Oh, yeah. Well, that's sold for the and just always constantly having that conversation. And that will just launch you because then people will start calling you. And oh, yeah, Lisa, you're selling real estate. Now they already trust you as their friend or colleague or you know, whatever, fellow mom at school, they'll call you, and then you just go with it, and just have confidence.

**Jen Marples** 11:46

I love it. I want to rewind to something that we had talked about before we hopped on that is really important for a lot of our listeners out there, because you had mentioned, you know, you'd help your husband set up his dental practice. And then you said, Okay, it's time for me. And then, you know, years later, you ended up separating and getting divorced. There's a really important point in there. And that is, you were actually ready You had mentioned you're like, Thank God, I started working again. So you don't know. I mean, you probably didn't know none of us actually know, you know, we're all going day to day, no one really knows what the circumstances going to be what the future holds. So it was really important that you brought that up. So can you take us through a little bit of that, because you also mentioned, because you are with so many women who are selling homes because of a divorce, or something tragic that has happened, that you are finding yourself on the other side of the table really looking at women who kind of have a steep hill to climb, so to speak, because they haven't had anything for themselves, especially financially. And then they're in this position that they are in now. Can you talk to us a little bit about that? Yeah,

12:50

I mean, this is like, as I was saying, before the call, I started to get kind of emotional, because a lot of homes that we sell here in Marin are a result of divorce. And like you just mentioned, I have sat with women who look at me like what the hell am I going to do Lisa, and it breaks my heart because they're kind of a deer in the headlights, I started to share a story that was pretty profound for me, for one of those women. She was a local person, obviously. And she had been in a long marriage of very wealthy husband, who did very well in his career. And ultimately, they had to get divorced. She raised her kids and her kids were getting older, they were not out of the house. So she still had to take care of them at the time. But really nothing was in her name. All the finances were in his name. And she looked at me like what am I going to do. And I said, we're going to get you a house, you know, it's not going to be the big fancy house that you just had, but we're going to get one in your name, you're going to get a loan, and we're gonna make this happen. And side by side, I stood with her we got her loan, that was step one, she was blown away. And then the day that we closed escrow on her beautiful home that she still lives in, that's all hers with her name on. We were both crying because it was such just a start of her realizing that she could do things on her own. And around here, I see that story a lot. So if I could say anything is do it now. Don't wait for something horrible to happen not to say something's going to happen, but why wait, just get up. Give it a shot. Because you never know you could be you know, the person sitting on nogen Marvel show. Like, you know, you have to just go for it.

**Jen Marples** 14:40

That made me emotional too, because a lot of us don't know. But we also do know that a lot of these situations pop up and I talked to countless women as well where it's like, hey, this came as a total surprise like out of left field and all of a sudden, three kids divorce that husband found someone new Whatever. And then it's all of a sudden, like, what in the actual hell do I do with my life. And meanwhile, you've had your head down, you're raising the kids, you're doing all the things you need to be doing. And you wake up. And yeah, there's no credit cards in your name. There's no like that financial peace that you brought up is really, really important. I had another guest on the show said, ladies get in touch with your finances, because so many women don't know what's going on. Nothing don't.

15:23

It blows my mind that they don't. I mean, I feel for them. But how scary I can't even imagine. And yeah, I was so grateful that I had a full knowledge of my finances in my marriage. And so when we divorced, it was actually not that difficult. And the fact that I had a very solid career under my belt, I was just, I still am so insanely grateful for that.

**Jen Marples** 15:49

Well, thank God for that. And for all of you listening, we're not here to like scare you off your chair on the show. But it's just you know, every every show, there's always like a nugget that comes out. And maybe this is that nugget from this show. It's just, you know, take stock. Take stock, like Lisa saying about what you've got? Do you even have a credit card? Like what's in the bank account? Are you asking for money, whatever it is just you know, because that should be a 5050 partnership, and that no matter what that looks like, just so you are aware, and nothing comes out of left field, let's just say. So

let's flip this a little bit. What do you think some of the biggest challenges are for women at midlife? Apart from the obvious what we just talked about that sometimes Mayor just

16:34

I just think of my community of friends and the girls I hang out with, and I have an amazing crew of women in my life, I'm so blessed. And it seems to me like the conversations that we have is either is this everything is this it? And so we often are kind of searching for something more maybe it's you know, even in a spiritual realm, or in a physical realm or into a job. So I think the challenge is that us women, we all work so hard at whatever it is our 20s and 30s and 40s, getting married, having children creating community, and then that's like, kind of life hits a little cruise control button around 50 something right? And we look around and go, Okay, well now, do we just kind of hang out until we're done? You know, in this, or do we switch it up? And so, you know, I'm a big fan of change, and I love taking risk, I have a high risk threshold. Some of my girlfriends do some don't. And I think the challenge is just again, I go back to confidence and, and believing in ourselves that we can take a risk or, you know, jump off the cliff and try something different and not just be okay with Well, this is that this is how my life's gonna be.

**Jen Marples** 17:55

And you know, I would agree, and people have said to me, Look, John, you do more than the average person might seem like I know, and I don't think everyone should be that either. Because there there are some potential downsides to that as well. But what I think the key here is just having courage. Yeah, maybe even a little curiosity. Oh, yeah. So what I you know, tell the women too, it's like, because there is this, you know, you've you've been doing something for a long time. But you know, we're living longer. So there's a there's decades, decades ahead of you. And I remember like this was actually one of the things that spurred me on to do what I'm doing now is years ago, I was in the bathroom, and told the story before but there was a woman, she was around 60. I've overheard her conversation to somebody. She's like, you know what, I just give up. I'm just not going to try anymore. And I literally screamed, I couldn't help myself. Up. Why would you get up at 60? Why would you give up at 70 It's like, there's so much life to live, but I know it's like, the conditioning from society of like, where women should be. And we're, we expire after 50. And yeah, I know. You're like, hell no, I'm like, Oh, hell no. And that is my mission. Ladies, you know, on the Gen Marple show, you're gonna hear you're not too fucking old. And that's if you want to work. If you want to go horseback riding, do salsa dancing, travel by yourself around the world, whatever it is. You need to go do it.

19:17

What else Jen? I think another big thing that we have to be okay with is failure. And that's a big deal. Like, we have to be okay that, you know, I want to do this real estate job I'll never forget. One of the first offers I wrote for a client. It was a multiple offer situation and a colleague of mine who's now one of my like, gems, you know, that I work with? She called me up and she said, Lisa, you didn't get the deal. And I was like, you know, there's like eight offers. So slim chance. And she said, and you didn't get it because you didn't fill out your contract correctly. I was mortified. I cried. I can't do this. I'm gonna fail. I went down a hole so deep, like, I'm such, you know, a phony. They figured me out all those horrible things we say to ourselves. And then I was like, Are you kidding me? No, guess what? I'm never ever,

ever going to make mistake again. And now that colleague, she sits right next to me here in my office. And I got to tell her that story recently. And she's like, really, I had no idea. She had no idea that she had that effect on me by telling me that, and we laughed, because she's like, I bet you'd never made that mistake again. I said, No. And she's like, and look at what you pick up. I'm like, exactly. Thank you. Thank you for the failure.

**Jen Marples** 20:40

I'm so glad you brought that up, because so many women that might just stop them, like, oh, I can't do this. But it's like we all fail. I'm so glad you brought that up. And failure is a redirection, it can help you figure out what you do want to do what you don't want to do. It's going to inform you, you're never going to make that mistake. Again. We've all made mistakes. But if you're making mistakes, it's because you're trying if you make no mistakes, you're not trying anything. So you got to just get out there. We have to get over. But I know it's really hard for women. I think some of us it's like the type a perfectionist. And that's what I preach all the time. It's like C's get degrees guys C's get degrees. It's like these degrees. Somebody I think my brother was bringing that up, because we're just joking about something I'm like, but it's the absolute truth. Yeah, don't let like the perfect all the i's being, it's not going to ever be that way. You'll never ever, ever do anything. And then you're like, Oh crap, but you're never going to mess up a contract again, you're going to go that extra heavy reading glasses on and make sure you're oming through that. And it's happened to everyone. I mean, everyone makes mistakes. So you guys go out, go out there and fail, fail as much as you want fail as often as you can, because that's just going to keep making you better and directing you to something new. Because so many women are pivoting right now. And if they're doing whatever they're doing, it's it's gonna be the first time when you're doing something new. But the beauty of midlife is you've been around the block for a couple of decades. So you've got that life experience. It's not like when we were 20, we'd probably take you a year to year, learn that lesson. Now. It's going to take you five minutes.

22:16

It's so true. Yeah, that is so true.

**Jen Marples** 22:18

That's such great advice. I'm so glad you brought that story up. So do you believe women can be successful in the second half of life?

22:26

Oh, without a doubt. And the third. Without a doubt, one of my very best friends is 71 years old, we hike together two to three times a week. She is phenomenal. She just retired from compass here. And she's aligned with a headhunter right now. And looking for board seats, and, you know, doing a whole different version where she could be an advocate for women. And I look at her, and I think I feel like a baby, you know, I'm like, Wow, I'm just a little bit over here. Look, what's ahead for me look at her and what she's doing. Like, that's 71. Sweet. I've got a while before I get there. And so yeah, there's no reason not to be successful in your second half.

**Jen Marples** 23:11

I love it. I'm so glad you mentioned your 71 year old friend, because I do get I get feedback all the time of like, I'm too old, or that's easy for you to say, because I don't know people think I'm younger than I am. And they probably think you're younger than you are. I think it's the energy because it's all in the mind. Yeah, I mean, I felt more tired and haggard at 3536 when I had kids, and I was running my PR firm than I do right now. I can run circles around that woman 20 years ago. I mean, give me a break. And that's the thing that everyone doesn't know. It's in the mind. And so yeah, let's look to the women that are ahead of us. That's actually one of my goals. I'm going to actually I want to interview sort of our moms like that neck, the generation ahead of us, right? And have them share their inspiration and their advice to all of us. Yeah, well,

23:54

you should definitely talk to Brent.

**Jen Marples** 23:56

I'm going to I'm like, I'm a mental note. I'm like, this is a woman I need to be speaking with.

24:01

She's amazing.

**Jen Marples** 24:02

What advice would you give to the woman out there right now who's she's been at home. She hasn't worked for a couple years kids are getting older and or she's just feeling this tug, like, Alright, it's time we need to do something. And or the woman who's in a corporate job, who's it's just no longer serving her and she just can't be there. One more minute. What advice would you tell those women?

24:23

Oh, well, you know, I mean, I would say first and foremost is you know, think about if there's something let's say let's take the corporate person and there's something maybe creative they want to do. I don't know. It could be anything like Teach sailing, or like something just so out of the box. Find someone who's doing that already. Spend some time with them. Maybe ask to shadow them. I've had people shadow me and realize, Oh, hell no, this is crazy town over here. So I did that I shadowed my friend Erica before I took the plunge just to see like, Is this something I really want to dig in on So just network network network, you can have conversations and realize you're going to go one way and then completely change your mind and go the other way. So that would be my, my biggest thing is get out, reach out and talk to people. And most of us who love our jobs, and I'm throwing it out there to you, ladies, I love my job. So I'm always happy to share and talk about it. And most of the people I know, like, I think of my ex husband, he's talking to other young dentists who are interested in holistic health. So there's always someone who's going to be able to say, what their job is, and see if it's a fit for you.

**Jen Marples** 25:36

I'm glad you brought that up, because that is a really great piece of advice. And some other women have mentioned that as well. So just don't be scared. Like you're saying, just don't be scared. Just you don't have to go all in. I think that's the thing that becomes overwhelming for a lot of women is you've



got to go from zero to 1000. Right? And it's really just taking one small step like reaching out to the one friend, Pauling. Lisa, what is real estate like, Yeah, can I go? Can I hang with you for a day? Or you've got a friend over there is teaching yoga, can I can I come take one of your classes and talk to you maybe take you for coffee afterwards and see how you did it or, you know, the careers are endless. I could go on and on. But it's that one small step. And to focus on that and versus the whole end game. Just one small step. No one would start anything if you thought about trying to climb Mount Olympus, right? Start with walking, like around the block before we think about going to Mount Olympus. And the other thing I would say is I've done this as long as I've been working when I had my PR from I never turned anyone away. Anybody young girls would come to me or even young guys would come to me like, What is this career? Like? What is it entail? Informational interviews? Never said no. And if I was in hiring, and they were looking for jobs, I would always connect them to somebody else that did have something going on. So just have no fear, reach out to those people and do it. So thank you for bringing that up. Absolutely. What do you think that women can do better to support each other, especially at this phase in life,

27:00

ladies are so good as the Chitty chat, right, we all love to end up in that corner at the yoga studio and Chataway and I have found personally and I could just be naive, but I'm not around a lot of like, the mean girl thing that we see. And you know, in high school in our 20s I feel like the beautiful part of getting older is that there is a mutual respect that we made, and we're kicking ass and, and we do want to support each other. And in my own work environment, you know, there's a lot of ladies in my office, and I feel completely supported by them. And they I hope feels supported by me. I just think it's always our job as women, especially in business, to boost each other up and hold each other because it's not easy. And if there's anyone that I want to look for support, it's going to be my other girlfriends and, you know, I think about going through the divorce and the having the business like it was my girls that helped me and I want to be that for somebody else, you know, I want to be that support. So, you know, it's the old saying, treat everyone else like you want to be treated kind of thing. And I think we all we all win from that.

**Jen Marples** 28:11

I love it. And that's you know, it's another thing I preach as well is just surrounding yourself with the right people and also it is I feel a very big responsibility and you just said you do to to help other women. Everything I'm doing is out there I'm just a mind here for you guys. I'm after doing this for other women because I also believe an addition to what you said, you know, treat others how you want to be treated. The golden rule is that you know to whom much is given much as expected. So, you know, and I challenge women out there who are of privilege who have resources, have time have brains, then it's really our responsibility to give back and to help we need to like help the women behind us and if we see someone out there kind of struggling then let's let's pull them up with us. And it just it makes life more rich and we're better. Absolutely better together. Feels good doing it. It feels really good. No one talks about that. It feels so good to help. What do you wish for women at midlife?

29:09

Oh, sex No.

**Jen Marples** 29:14

The first one who said that? But I'm probably gonna guess as soon as everybody hears that they're gonna be like, Oh, yeah.

29:23

Maybe the decider for it yeah, I mean, I, I love when you know, you're around women, and they just feel beautiful. It's so contagious. And it's just it's such a beautiful thing to see. And, you know, I personally love that feeling when I have it in myself. I think we do so much self so bad talk. What's the word? I'm looking for jet? deprecate. I don't know. Like, it's just so nice. I wish more women just felt really good and juicy about themselves. I think that would go a long way.

**Jen Marples** 30:02

Oh, yeah, the the inner critic, it's like the we don't have time for the inner critic anymore. And especially as it relates to me, because I know you look around, I look around, you know, you go into a yoga studio, I happen to do yoga every day, every body in there is 100% different, everybody. I mean, then again, that's just a load of shit that we've been, you know, Madison Avenue has thrown that all out at us. So it doesn't mean anything. So I love that you said that, because the most beautiful thing we can do for ourselves is accept ourselves and love ourselves, like that juiciness, like just the I get more excited by women than men that they're married to some guy for 24 years, whatever. But when you see a woman who's in her power, and just, you know, self aware, and just like, can be dancing, someone on the dance, I was just at a concert, and I saw some, some older women just rocking out, I'm like, that's amazing. Like, this is so great. Like, we need more of that.

30:55

It's so attractive. And just so like people, it's magnetic. That's the other thing. It's like, especially if you're thinking about pivoting into a new career, if you're feeling really good about yourself, people want to be around that. And I've had that I've felt that it's not every day, there are days where I wake up, and I just want to put the blanket over my head. But the days I can really sink into my body and just really feel that it just, it flows out. And then everyone comes to you. So I just hope more women can do that.

**Jen Marples** 31:30

And do it unapologetically. And my other piece of advice always is don't care what anybody else thinks. Just go I just sent somebody my favorite Marianne Williamson quote of the, you know, who are you to not be fabulous, because by us stepping in, basically, we're giving permission to others to do the same. Right? Don't tame yourself down. Just go out and be fabulous.

31:50

Yes, love it. I love it.

**Jen Marples** 31:53

I'm so glad you said that. Right. A final couple questions for you, though I could talk to you all day. Oh, you have a favorite book or a resource you would love to share with my listeners?

32:04

Oh my gosh, you know, I wish I was such a scholar. I am not a scholar. I saw this question when you sent that over. And I thought what is my favorite book or resource? You know, I have a very strong spiritual practice. I have this will probably surprise people, but for holds vody 17. So for 16 years, I've studied Kabbalah, and I'm not Jewish. And so every morning I look at the book that we study a Kabbalah called the Zohar. So it's not it's not anything that people could, you know, read a book to learn a task or something. But it's my connection to spirit and, and what starts my day. So that's my resource. I would say

**Jen Marples** 32:46

why that's fabulous. Because this these books, they're not business books. It's just whatever you like, I've had people recommend poetry. I've had people recommend news, I mean, anything. So I think there's so much that can be learned from that. So thank you for sharing that. Well, I know you mentioned you read from the Kabala every day, but do you have an alternative practice or ritual that you do every day that kind of sets you up for success?

33:08

Exercise? I mean, I'm a morning bird, I get up very early, and I'm either out on the trail on my feet or on my bike, or going to a CrossFit class or going to yoga at something I move my body five days a week, and that is absolutely my saving grace, you know, definitely

**Jen Marples** 33:30

a woman after my own heart, same same and it probably keeps people alive around you because that's what this house would be like, without mom exercising. We'll just leave it at that I

33:42

got really sick in December and mice and I was out I couldn't exercise for like five weeks. And my son said to me, Mom, you got to get back on the trail. Like you're so right, Bodie. I'm about to lose my mind.

**Jen Marples** 33:59

I guess like so just just hideaway son. Don't worry, it's coming. I'll get back up. That's so great. Final question for you. What do you think the best thing is about being at midlife? Oh, Jen,

34:15

I have to say this is definitely the prime for me. I I love it. I love you know, I love that I found a job that I absolutely just am excited every day for I love that I'm about to launch my son and he's a really great young man. So I feel so blessed with that. And I love that, you know, at this age, we can be in our bodies and feel more comfortable in that, you know, it's like, no more Am I looking in the mirror and picking myself apart? I'm just I am who I am and I sometimes I'm surprised that I feel good, you know, really because I spent so much of my life beating myself up. So I think the midlife thing is really it's so comfortable and rewarding for me because cuz I'm just really content. And that's probably the best thing about it.

**Jen Marples** 35:06

Oh, I love it. We're beating ourselves up ladies. No, no, no more. So final final question, Where can we find you support you? Where can my listeners get more of Lisa?

35:19

Well, thank you so much for this platform so I can share it. So my website is Smith and CO Realtors plural.com. And that's also my Instagram, Smith and CO realtors. So those two places are definitely where you can see all my listings and coming soon. And if you want to be signed up for What's Up With Lisa, my newsletter, and I'm at least at that Smith at Compass if you want to reach out, happy to chat and share what this job is all about anytime.

**Jen Marples** 35:48

That's fabulous. And we're gonna link all that in the show notes. Lisa, it has been an absolute pleasure chatting with you. Thank you for sharing your journey. I know all your advice and insight is going to help our listeners just thank you for being present. Thank you for being a big supporter of women. And thank you for loving yourself. I like that. Oh, good.

36:10

I appreciate it.