

Episode 04 with Moanalani Jeffrey

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SPEAKERS

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If you are dealing with difficult things, ask yourself Did I ask for this because if you ask for greatness, if you ask to be unique if you ask to be a superstar if you ask to excel in anything at any point, then you ask for hurdles. They're like gifts, you should see them as gifts. Not as Oh, why does this keep happening to me? Because I know I asked for greatness. I know that I saw something in myself and I wanted more than so many people along the way told me to settle for and that means difficulty. I just always like to point that out to people. There's so much messaging around difficulties or negative things they're not they build in you the character, and the drive and determination that you need for when you get to like the true the true test.

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Hello, and welcome to the Jen Marple Show. I'm your host Jen Marples, a former public relations agency owner turned business and life coach and motivational speaker dedicated to helping female entrepreneurs achieve the business in 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 their midlife entails. I'll also be dropping in solo every week 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 that you are not too fucking old.

01:47

Hey everybody, welcome to the Jen marble Show. Today is going to be an awesome treat. I have got a longtime friend on today Her name is Milena, Lani, Jeffrey and you heard that right she's got a beautiful Hawaiian first name. Actually I have to just toot her horn a little bit because I'm so proud of her. She this month It's September 2021. And she is on the cover of San Francisco magazine. Because she is a kick ass entrepreneur and a fabulous woman of style as you will see when you follow her on Instagram because you will as soon as you leave this podcast, someone Alani. Please introduce yourself to our audience and tell us how fabulous you are.

02:25

Hi, everybody. I'm Mauna Lani. Kudos to Jen on being one of the still few people who can pronounce my name properly. Hi, I'm a 42. I am an entrepreneur, I have a photography agency, which I've had for over 10 years. And we recently started offering image and lifestyle consulting services in addition to all the photography services that we have been known for.

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So I'm at one ilani, I want to say I was trying to think of the years because you know, these years are going by so fast and furious. I'm gonna say it's about 15 years ago, when I used to live in the city, and we were all a part of little social sets. I was very involved in junior league, and we used to all run around, oh, gosh, you know, pre kids. When life was so easy. We used to go to galleries and parties and all of this. And Mauna Lani was an up and coming photographer. And I love telling this story because there was somebody in town who has kind of dominated the photo world back at the time. And I met her and I'm like Mauna Lani, and you guys know I'm from Hawaii. So any person from y is an instant sister, and I fell in love. And I said, you are going to be our photographer that we disrupted it caused so much chaos and drama. But I wanted to promote I'm always about promoting women, especially girls from Hawaii. Oh my god. So that's how we met. And we've had great fun ever since. And I've loved watching her star rise in the city. She went from being just offering photography services herself than hiring a team. And she just is rebranding everything that she's offering and offering lifestyle design services and my saying that right or branding agency. Tell us a little bit more about that.

04:08

Yeah, so part of what took me a while was understanding how to encompass all the things I'm going to be offering because it's not just style in relation to fashion. So it's everything about your life. It can be anything from what you wear, to go to different types of events, what's appropriate for what it could be helping you shop helping you match what you wear to what your brand is or what you want to project for other people. It could be specific to corporations and to CEOs. It can be everything from what your house looks like and how that inner representation is put out there visually for people to see when they come into your home. And what I have found which has been very interesting is I have a very unique profession that allows me to see people in a very vulnerable way when they're in front of my camera. And so when we naturally go through These processes about why do you wear this? Why did you decide to purchase this? Or when you show up as a person? Why do you show up that way, it naturally goes deeper into the messaging that we're telling ourselves. So also part of what I'm doing. And part of what image and lifestyle consulting services will touch on is your inner work, the things that are constant monitors you're telling yourself and if any of those things need to be kind of tweaked or highlighted or maybe just shift your view to look at things in a in a different way.

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I absolutely love it. And just so you all know one Alani is so stylish, I had to put on what I thought was a really cute talk today just to be on zoom with her to record this just to step up my game, but we're both wearing hot pink. So it's we're both on brand, it's so great, that she is definitely an inspiration. I love the fact that you're taking it kind of to the next level though, helping people break through barriers, I'm sure you see transformations in in your clients all the time, if they're putting something on that was like a maybe made him feel kind of frumpy, or they weren't really stepping into their power versus putting on

an outfit where they can really shine and not really think about that aspect and really go out there and do whatever, whatever it is that they need to do

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1,000% I think you really nailed it. One of the things I love about being a photographer, and this whole addition of services has been an organic growth that happened naturally, because I've been doing this always in photography. And before that, too, I think it's just in me, but it comes out in photography. And I love that so many times it's been a common thread of feedback is that people see themselves differently after I'm able to kind of shift their perception of what they're capable of simply by taking their picture. There's so much power in that and just, I'm not sure if you know this about me, but I went through a very awkward, I mean, everybody's beautiful, right? I'm amazing. I've always been beautiful no matter what I look like on the outside. But I went through an extremely awkward, not as stylish, not as put together phase. And it really just solidified for me why this is important, and how you can have it in your life. Without it only being superficial, like the importance of it to everyone the importance of embracing beauty with all the other important things and understanding it's a tool. It's not the most important thing in life.

07:28

Now let's rewind a little. So I alluded to the fact that there's some Hawaiian there because your name is Mauna Lani. So can you tell us a little bit about how and where you grew up and how you got to San Francisco?

07:39

Yes, so I was born in the small ish town of Hilo on the Big Island. It's the largest island, it's actually called Hawaii, but everybody lovingly refers to it as the Big Island. I was born there in 79. And my mom got a job at Hewlett Packard in 89. And the company relocated us there and I should actually just back up and say my mom put herself but she was a single mom at the time to two children, me and my brother. And she overcame so much adversity, put herself through school, and was able to get hired by an incredible company in the heart of Silicon Valley. And that's how I ended up here. So first Palo Alto, then the East Bay, like Walnut Creek, Pleasant Hill, and then San Francisco. So I've been around for in the Bay Area since 89.

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Shout out to Mom, what her god what a role model. My mom is still working today. And she's 75 I think I'm gonna do a series on this podcast. Let me know what you guys think. I want to introduce our moms. I want to interview the woman who the women who had to break barriers to get us to where we get to make all these wonderful decisions and how these great opportunities today, I think I'm going to do that. And that was just that was so inspiring.

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I think that's a great idea. And it's it's funny, because my mom and I are so seemingly different on the surface. She's very natural, just natural period is a great way to put it in she is I'm half Chinese and half black, and she's Chinese. But at the core, I always say that she built the important structural aspects that I have. That's what I get from her. Because outwardly we seem very different and very colorful, and

all these things I think come from the other side, my father's side. But I think the things of substance. That's not true, because I have things of substance from my father, but I think the the more inward, substantial things within my foundation are a majority from her.

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Oh, I love that. Now you love to have one important thing I know you brought a son. Oh my

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gosh, yes, I have a son. He's amazing. Late in my life. He's a three and a half. His name is Callejo, also Hawaiian. It means the voice and little did I know how onpoint that name was for this child. It's actually pretty interest. My mom is with us a lot. I couldn't do what I'm doing today. Without her. She helps a ton. It's always interesting to act to be able to ask her was I like this when I was a child. And she said, Yes. But Callejo is this, like, inner knowledge of who you are this inner self, this confidence in your inner self and what you want and the direction and being very vocal about it. And you know, I'm sure there's a nicer way to put just very strong. But I mean, you get the point. kolel is like that 1000 times more than I was, and I was very much like that more than most people. So yeah, he's like a little volcano.

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So you've been doing photography? Has it been about 15 years is it have been a bit longer than that?

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Yeah. So I discovered, I don't know if irony is the right word. I'm sure there's a lesson in this. My father was a photographer. But I had no clue or interest in photography until I was about 27. I saw an exhibit at the San Francisco Museum of Modern Art at the moment, and it just was like a light bulb went off. And I've been going fast and furious since that point. So yeah, since 27, I'm 42. Right now, I don't like to do math when I'm not working. So how do you do calculations math, dude.

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But we're here to demystify, that you can kick ass at any age. And that we are I think, at this midlife, we're just getting started. And it's so inspirational to talk to people like you and all these guests, I'm having on to have these incredible conversations to hear about what people have dealt with single mom, like yourself, single working mom. And then we've got, we're just running the gamut of like, all different types of situations. And that's the whole point of this podcast, too, is nobody really knows the backstory. And so a lot of people it just it looks all pretty, pretty perfect on the outside, or you're like, Oh, you've got a successful company. Oh, you're so fabulous, this and that. I just want to peel back the layers, a couple bits and just go like we were talking before we got on camera that it ain't always pretty. So with that, let's get into some of the challenges that you've encountered. And also how things have changed since becoming a mother.

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Yeah, it always pretty, I mean, you said it perfectly. My childhood was very difficult. You know, I've always had a lot of challenges, it seems more so than most people. And today 42 have lived a little bit. I know that it's two things, I know that I could not be where I am today, I would not have survived, if not for all of those previous challenges. It was literally training. It was literally training because people are

always like, they see all the fun, fabulous stuff for me on social media, you know, me highlighting all these, you know, like, Oh, look at me, I'm in a private jet. Oh, we're going off to this party who black tie black tie. But there's so much behind it. There's so much hard work, it's always hard work. If you see anybody doing something you want no matter what it is, it's always hard work. It is and if it's somebody who's gonna, like win the lottery, and then they're all of a sudden just going to be rich, I guarantee because they didn't do the hard work it took to earn that money, that they will have other hurdles that will make having that money difficult. I mean, there's too many to list. But the other thing that I tell people is that if you are dealing with difficult things, ask yourself, did I ask for this? Because if you ask for greatness, if you ask to be unique, if you ask to be a superstar, if you ask to excel in anything at any point, then you ask for hurdles. So you are just get there like gifts, you should see them as gifts, not as Oh, why does this keep happening to me? Because I know I asked for greatness. I know that I saw something in myself and I wanted more than so many people along the way told me to settle for. And that means difficulty. I just always like to point that out to people. There's so much messaging around difficulties or negative things. They're not they build in you the character and the drive and determination that you need for when you get to like the true the true test.

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Can you give us an example of maybe one thing that was particularly hard that left a lasting impression on you?

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Well, let's, let's bring it up to today. And motherhood. I was never worried about what I was going to be like as a mother ever. I knew I'm competent. I know that. I'm so sure in myself and what I stand for that I had no issues at some points because I got pregnant at 37. So at some points I started to have the conversation. Maybe I need to accept that I won't have a baby or maybe I need to accept that motherhood isn't for me. And then that's when I caught that's when I got pregnant. So one of the biggest challenges I'd like to highlight as motherhood because I was never worried about how I was going to be as a mother. I was only Oh I always worried about how I was going to handle motherhood while running a business that I am the face of that is physically demanding. I mean, I am one of the I Am the principal photographer for our agency. So as much as we have a team of photographers that we can send out, there are certain jobs that I need to show up for myself, I need to be very present. And during the pregnancy, that just couldn't happen. I had to send out more people on jobs that I would have only ever gone personally to represent, or oversaw other people doing it, and I couldn't. And so yes, did the world and no, everything survived, but there was a significant drop in income. And not only that, it was very interesting to see how other people react, I deal with a lot of very wealthy clientele. And do you know, I think for a lot of people, because they see me, in all these flashy settings, they assume that there's a lot of similarities that I share with them. For instance, a lot of resources if I were to become pregnant, you know, I could just bring in like the onset, I wish I would have, like a team of people come in and help me with all of this, but no. So there were a lot of people bless their hearts that that wanted to give me the space to enjoy a pregnancy, and did not approach me for business because they thought they didn't want to bother me. Or they thought seeing a pregnant woman doing physical labor, like lugging around this huge camera, and I'm always shooting in heels. I think whether that made them uncomfortable, or it was like it was actually something positive, they wanted me to enjoy the

pregnancy, without the stress of all this stuff, whatever it was, I took a huge, huge cut he huge cut in income. San Francisco is one of the most expensive cities to live in. It was tough, it was very difficult.

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And then how did so that then once your son was born, did business start to pick back up? or How did you just go out and approach them and say, Hey, I'm ready to work again? Or how did you overcome that, then,

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my business model has never been the hard sell. It's never like, Hey, you need to use me for photography. I exist. And I'm one of the lucky people who can choose the clients that they work for. And I want to keep that as long as I can. Even if I take a huge cut, it brings me great joy to work with people who understand my value. And that's also part of a part of my path is aligning with people like that. So you know, whenever I could, whenever inquiries came in, we would always just try to manage the messaging as like, Hey, you know, just a reminder to the data, it was everything but not a hard sell. It was kind of seeing patterns of things that were happening and trying to address them in subtle ways in messaging with the people that came through and just kind of praying and hoping it would all work out. It did but it was interesting because it was like pregnancy. Boom. And I had a C section that's a whole nother story about challenges and systemic racism and all kinds of fun stuff.

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I'll have you on we'll have another podcast about that.

18:13

Yeah, but so then I had the C section and I could not work I mean I remember it was a job for cardi a and I was like I need to be there for this and I was not supposed to be out doing the things I did you know I was supposed to be healing and recovering but no one's gonna take my place and do that like I'm going to do that. Yeah, so it was just messaging it was doing things like that where I could and you know when I'm out I'm talking to people often and I'd have these conversations one very, very very, very wealthy woman was like so are you going to stop and bless her heart I love her to death we work together often and I see her often but she asked me if I was done being a photographer like you know he or she said she had thought that I was going to be done with being a photographer and I would have the traditional marriage home family life now but no and it was great opportunity to just kind of update her on no I'm still working and this will always be etcetera etcetera.

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God working moms have so much the beauty is is that we do it and I think the new beauty is finding a way to structure your life that supports having your family and not burning yourself out because you know definitely was on the burnout spectrum and I like you I remember I was probably five days post surgery and again I was the face of my business I was at some like wine event with a briefcase and I had abdominal certain like there was staples in mice and I had to have like husband come get me and I got into the car and almost passed out because that's how much pain I was but it's me it's me and so it's just it's so incredible kind of what we all go through and we know we can do it. We don't want everybody out there posts, today's posts. You And post abdominal surgery to be working. That's not our

message. Yes. I do want to know, though have used with the new services that you're offering, are you looking at how you're working differently now with through the lens of I'm a mom. And I'm assuming obviously wanting to spend time with your son, but yes, you need to make money and you want to grow this business. So is there a way that you've shifted your thinking, since Calais has come into the picture?

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Yeah, I mean, I tell so many moms pregnancy is a great filter, filter for bs filter for your time, even if you still have a problem with saying no to opportunities, because there's a difference for people who just have a hard time saying no one are people pleasing. And for a person who can see the opportunity that something can have. And as they're having their own business, and they're like, I want to go after this, but you physically can't. Having a baby having a 1,000% affected how I go about every single thing. Everything. No, I don't have time, I have even less time. Everybody told me that before had the baby. But if you don't have a baby to understand, then you have the baby, you get it. But there's nothing you could have done anyways. So yeah, I am doing things differently. 1,000%, it has changed. There's only one me, I wish I could clone myself, but I can't. I spent a lot of my career in this business traveling. And when I had gotten pregnant that year, and the year before, I mean, I was in LA, once or twice a month. So traveling for work for traveling is definitely something that has been cut down a significant amount, but I'm okay, I did that so much. I'm fine with that, you know, I'm an established business now. And there's so much I don't need to do anymore in order to get my name out there. So on one hand, it's a blessing that it happened when it did. And I don't know if I could have ever made time for this to happen. For me to have a child if it didn't happen the way it did. Because I was so busy. And I just was just trying to, it's been a struggle this entire 10 years, there have been people who don't want me here. And that's been at the forefront every single day, every single day for over 10 years or the 15, even the 15 years or so we've known each other. But yeah, it's impossible to not have having a child affect how you structure your days, and also the pandemic, the silver lining of the pandemic. I know one of our family members died from complications with COVID. And other people that are close to people I know have so to say it's a silver lining, I don't I don't take that lightly. But I've got so much time as a new mother with Galileo in such formative years that I would have never given myself. So that's kind of also a blessing because it allows me to now focus heavily on these new services and forging forward in this path because I had so much incredible quality time with him.

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I love that you said that because I do think that was the silver lining and I'm sorry about your family member that passed. I know it's been the same for us. It's we haven't had anybody related to me. But people's parents. I mean, it's there has been the sort of tragedy all around. But I do think that gift was that time at home. And I think for all of us moms, you know, we all I used to always like to joke Oh, get me away from my kids. But we became this little unit and it was beautiful. And that was it's informed how I want to do business and move forward and my kids are older and so I'm looking at them. Like they're going to be leaving me soon How the hell did that happen? And you guys want to Lani saw my big pregnant belly back in the day when you filled with twins never once like you've got your own zip code. And now to think that they're 14. It's absolutely unbelievable. But I'm glad you mentioned that, that that's it was a gift. And I think you worked hard, Fast and Furious. So do I and for all of us women who are going going going, it was the pause that was heard around the world. And it just stopped all of

us in our tracks and it was almost felt like a vacation of a certain degree was like Cod. Until then. All my clients at the time decided they were going to be in crisis because we were in COVID. But that aside those gifts, I'm really glad that you brought that up. So I've got a question for you. Do you think women can have at all?

24:19

Yeah, a 1,000% 1,000%? Can women have it all? Yes. But I think that there's so much messaging right now around the toxicity of people pushing don't wear overworking as a badge of honor. And all of those things. I think what's important to note is what are your troops What is your path, what are your goals, because if you are a black woman who is business don't heavily in events, and 10 years it's kind of like the make it or break it. You're a single mother living in one of the most expensive cities and The world and you start kind of like a business within your business Guess what? Do I have a lot of nights where I don't get enough sleep? Yes. Do I have a lot of days and nights where I don't eat properly? Yes, I try to stay on top of that as much as I can. But I mean, right now I need to build something and forge ahead and if you're a disrupter, it's always going to be difficult. If I want people to get eyes on me and I'm doing something that is not the standard that is going to ruffle some feathers. Guess what I need to I need to do more I need to try harder make a bigger impact you know I need to come out ahead of things and sometimes unfortunately that means certain things fall by the wayside but you can't go like that forever. I'm not saying do this. I'm saying check in with yourself and understand if you are living your truth and on your path and if you are and you are happy with who you are when you go to sleep that's the most you can do one day I'll be on an island doing nothing sipping mai Tai's hopefully getting passive income, because I work so hard, but you just always have to check in with yourself, and what the realities are for you.

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I love that you said that. Because that's really it's a really important piece of advice. Because we know there's a lot of women out there, we all know them that are working for companies or doing things that they absolutely hate. It's soul sucking, and it's so hard, and single women married women, and it's really hard, it's hard to leave the thing that pays really well. But you can't get your head off the pillow in the morning. And it's it's all second. And so I think the message here you guys is that if you're going to work hard, and this is the beauty of entrepreneurship, and I'm assuming if you are going to work for yourself, it's going to be doing something that you have true passionate about and that you love. And of course there's the hard work. But I know my hard work working with other people when it wasn't me was horrible. At least I know when I'm working hard and having the same kind of late nights as you going okay, well I'll treat myself I'm looking at emails at 1030 at night Oh, glass of wine, because I'll make it like a party. For one as I'm doing this. Just try to be no. And I'll put it in a really pretty wineglass. I'm still working. But when you're going towards the goals that you want the things that you want to accomplish. It makes it easier.

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Yeah, I think that's so important. I have a I have somebody in my life now. And they're on a sabbatical, but they came from a very intense corporate job. And they when the weekend came, that was their time to unwind and all of that, and it's a shift for them. Because we're very close to see that for me, I work all the time. It's not like that. For me, it's not as exhausting, even if I am exhausted, because I am on my

true path. And there is something so inspiring and feeling about that. And there's nothing else I can do besides be present and forge ahead.

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I love that you mentioned that because I think for any entrepreneur, there is really no nine to five, there is no Monday to Sunday and I'm just going to also say if when you're a working mom, you have that flow, you have that space within your day where you're going to need to leave and do something with a kid or you need someone sick or you need to take someone somewhere so it's great. So you do that but then you're working through the weekend. So that is you know, it does take a lot of hutzpah obviously to be an entrepreneur but I've been doing it for so long to I couldn't imagine having to be somewhere someone calling the shots just like you know if your precious baby has a sick day like you know that you can give him that time and then you can make it up other places yeah it's just sad when you have to run away sort of from that job and then you're like those friends are talking about they're just on the weekend it's just an IT SEEMS trite we see all the means oh you know you want to like have the job that you don't have to run away from or not have the Sunday scares and all of that and it's as you guys are hearing it does take a lot of hard work to get it in place. But I think at the long run, you've got that flexibility like you're talking about now what do you think so we talked about having it all so what do you think about balance? Do you think that's a myth or something that we can achieve? Or it's just a bunch of hooley?

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I think that ties in to the topic we just touched on I think yes balance but it depends on the person and their the point in their life and what their goals are. Is my life balance. No, but I do feel like I have it all but you have to know even in this unbalanced my unbalanced is my balance currently because I'm trying to achieve something that's difficult. Will it always be like this? No, it should not always be like that. I couldn't make it. I you know, I'm trying to be here for my son as he grows up, not drive myself into the ground. But I think one of the biggest things that I've learned one of the most pivotal things that I've learned is you have to know yourself period. You have to know what you want in order to understand When you have at all, what is balanced for you, you know, it's balanced and unbalanced, but that's my truth, that may not be somebody else's truth, somebody else may need way more stability, to find balance, I am very comfortable with the fact that I believe my life will always be kind of this very, extremely dynamic energy even in, even in my peace and solace, I think I'll always have that buzzing around, until I'm just me in a caftan on an island,

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I'm going to be there with you, by the way, will be like sitting in memos and like rocking with or in a rocking chair with our little Hawaiian bracelets up our risk, because we're gonna have all these grandchildren someday. So we'll we'll do that we'll report back you guys in a couple of decades on that. You brought up something really important, and that's being really self aware and knowing what you need. And I think for female entrepreneurs, in particular, just any working moms, you really need to tap into how to recharge. I'm the biggest proponent of saying no, and you said it too. So it's like when you're busy building and you've got kids, and you've got responsibilities, you've got to say no to everything that's not going to either drive your business forward or make you happy and fill you up. I mean, that's one of my key messages. And I'm glad you mentioned that. And then also knowing what

you need, some people need to have dinner with a girlfriend to recharge, other people need two days alone, buzzing around the house, not talking to anyone, you just got to figure out what that is. Because to maintain the energy. And to stay up and to stay fresh and to be present. You can't be burning everything all the time. And I think that's what I'm hearing you say,

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yeah, and for me, that's having really good people in my life, and there's not a lot of them. I think another thing that always will ring true is that there's only going to be a small handful of people that truly care about you without themselves before it. Right. They don't care about what you can do for them, they care about you as a person, you can trust them, they'll give you good advice that you know love you. And I like to spend time with those people. And we could be doing nothing, we can just be Netflix thing or like, I mean, I gave up having large birthday parties A long time ago, I just ended up being disappointed in my friends, when we would do large group things. And so you know, and I, I'm older, I've got I've gotten I don't need gifts, especially gifts that are not things that I want very specific, like, you want to get me exactly what I want great. If not, I'm good, I have a lot of stuff. So I would rather just spend time with those core people having dinner, drinking good wine, eating good food, or not eating good food and just laughing about it. And that's part of how I recharge. Because when it comes to work, there's a lot of things that I just kind of go with the flow on and take me where where they take me. So that's how I unwind.

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Well, I'm glad you mentioned having a nice core group because that's that's another thing that I think is really important is just to surround yourself with the people that are gonna lift you up to help you grow. It's kind of like they know where the bodies are buried. They know you they just know everything. And you can be comfortable with that group. And I think COVID to Tatas that we you know, we needed to kind of prune the garden a little bit, and that there's really only so much time and I, I truly believe my experience was there, it really made the world very small, and you kind of reflect on who were the people that you were with. And that's just kind of like a nice indicator of Okay, you can't be friends with everybody. We're all too busy. And you just can't so just women say no, you can't just have a great group of friends. And just keep saying no,

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not everybody's going to treat you the way they should. And don't let those people take up your time because your time is valuable. Find the people that will give to you and you can give to them and and honor each other.

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That is like some of the best advice you guys rewind, listen to that bit. Because I think with women they always afraid of, we're always afraid of hurting somebody's feelings. And now you have to say no, you have to surround yourself with good people. Full stop.

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Good people who understand. Exactly.

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So what would be your biggest tip for women out there who have something on their heart that they want to pursue and or they want to make a career change, but they're too scared to do it.

34:18

So I would say it's very important. I read there's a book called Big Magic that I read and it's from the woman who wrote Eat, Pray, Love. And if you're a creative, if you're somebody who's trying to start something new and you have something else going that pays your bills, the book says they say that don't put the pressure on your passion, to have it have to pay all your bills and do all these things. You're allowed to do both. You're allowed to do both until that thing that you're taking care of grows and becomes bigger and can then take the place of your other job. So go after it. go after it. If you're like me, it will eat away at you until you do it anyways and you don't need it doesn't need to replace your income that might be feeding your children and keeping a roof over your head or fill in the blank. It can grow while you do both. You're only you know, it's supply and demand and your time, there's only so much and once there's not enough time, and there's enough money from the other one, it will give you enough information to then make a more informed decision about what to do next.

35:27

I love that I taking the pressure off the passion. Yes, that's wonderful. So I have some final questions for you. And this is because we love to share and uplift all of our listeners and give them some nice resources and little hot tips to help them live their best lives and take bold, courageous action. Do you have a favorite book or resource? I know you just mentioned big magics? And maybe that's gonna be your book. But is there anything else you listen to? Or that you consume that you think would be inspirational for our listeners?

35:57

Yes, so it's funny, I wasn't gonna mention Big Magic. But I was like, You know what, that's actually just in talking to people in general, I find myself giving that as a referral book. But another one that I do, because for me, it's all about understanding how to see things and messaging transparently and evaluate your mindset and see if there's anything that you need to shift. And for me that revolved a ton around learning how to communicate and in relationships, and I didn't realize like I only learned how to do it like in my late 30s, which is a shame, because I think they should teach communication in schools. So one of the books I recommend to almost everybody, definitely everybody I hear that just went through a breakup or struggling with dating is called Get the guy. It's by an author named Matthew Hussey and it's about being in your own power, there's nothing more beautiful and more just will make me be an author than a woman completely in her own power. And that book is a tool for life. It's not just a tool for dating, because it will change some mindsets you have and it could be about things separate from relationships and dating, and it will put you in the driver's seat. And it's just a reminder that we are always in the driver's seat of life. And for a long time. For me personally, I felt like in relationships, I wasn't for whatever limiting beliefs I've had. And that was the impetus for me learning and consuming much more on the topic. And being the person I am today, I did a lot of work, to change beliefs that were surprising in me that I didn't know needed to be corrected, or all the messaging I was getting was completely different. And so there's that. And if you are in a relationship, one of the other books for being in a relationship that I just found to be a tremendous, it actually helped me have like an aha

moment is called love and respect. And it's in politics too. In the news, one of the things that I see people making mistakes around so many times as people are leading with their intention, they're saying, but my intention is good. So I can't be a bad person. And I was doing the same thing I said, I'm there's no fault in me, because I know I'm a good person, and I'm leading my know, my intention is good. But when you realize it's not about your intention, it's about the effect it's having on people. And you can be the best person, you can be such a good person and you can be hurting people that you love. When they're trying to have an open dialogue about how what you're doing from their own individual life. They've come to this point and receive information differently, it's hurting them. So I don't know if I've summarized that well enough to kind of get the impact it had on me. But those two things were just pivotal moments for me and understanding that and I think I started approaching things completely differently and changed a big part of my life.

38:56

I love it. I'm going to run out and get the bugs and I actually follow Matthew Hussey on Instagram. He's so cute, too. Yeah, he just seems like a really nice guy. And he's got great advice. Because I know there's a lot of people out there we've got divorce Pete, we've got widows, we've got divorced friends, we've got people dating in their 50s and 60s. I mean, this is advice everybody can use. And especially in a relationship too. We can all use better conversation skills, communication skills. So thank you for bringing those up. Do you have a ritual or a go to practice that you do every day that kind of sets you up for the day or the night that you want to share with everyone?

39:33

So I'll give you two things. I have a practice but I don't use it that often. Also, because that's me, right? I just pushed myself till I can't. But it's a grounding practice. And so if you're things feel like they're out of control or whatever, you can just go find a tree. It's helpful if it's actually in the earth, and you just go to that tree and have a moment of silence where you put your place your hand on the tree and it grounds you into the earth and just reminds us where we are who we are. But we're all connected. And you just close your eyes and take some deep breaths. And I need to do that more often. So as you're asking me this, what do I do on a daily basis because I know there's a lot of juggling and it's more just giving myself a break. But I mean, I've done the I've done so much hard work around understanding who I am and what I stand for, and being able to kind of see through OBS that it's easier for me when I'm having a lot going on. I'm like, you know what, I can see the bigger picture here and it calms me down. But I did a lot of work to get here. And then when I'm really having a freakout, I call my really good core friends. And they usually kind of like throw some water on me flap, slap my face around a bunch of times, and this is not in physically, you know, that's the idea that they're doing and they shake me and they kind of get me back. So also the importance of having core people. So once physical ones, like talking through it, and then once like knowing yourself,

40:56

I love that I'm going to go out after this and I'm going to go touch a tree. I think that's great advice. It is grounding to be in nature. 100% it's been proven. Final question, what do you think the best thing is about being at the stage right now in midlife in today's society?

41:13

Oh, oh, in today's interesting in today's society, so I love 42 I shout it from the rooftops my age, I'm very proud of it. But also I do a lot of things to look like this 42. So I'm also proud of that. But I mean, that's also part of one of the things that's aligned with me and on my path is to help bring people into this fold and understand that beauty is not poison, you know, but it's it's understanding it as a tool on what to use for yourself. So it's so amazing to have consumed the information that I have up until this point to truly be able to feel good about what I can give to other people. But the older I get, the more information I get, and the most sure the more sure of myself I become and I'm able to help other people. I mean, yeah, I only see good things coming. The older I get, because especially with the last year and a half, I become much more vocal. Much more vocal, more coming soon, two, or coming

42:15

soon. We're gonna all march on Washington, we're going to do what we need to do rally coming soon in San Francisco.

42:22

I'm having rallies every day. might just be me. But

42:28

so where can we find you and support you out there on the interwebs?

42:33

Yeah, so if you want to find me on social media Instagrams, my favorite platform, and it's at Mauna Lani, Jeffrey, you can check out our website at Mauna Lani Jeffrey dot info that will give you directions to all of our services that you can learn more about. And always feel free to reach out. I love talking to people that DM me appropriately and want to ask me questions about whatever, feel free to just drop a line. I love making new friends and talking to people about things that I am passionate about. And if I can share the wealth of knowledge, I am always happy to

43:10

thank you you have shared there have been so many like amazing bits of information and tips. I'm just so thrilled that we had this chance to talk today. And we just need to see each other more. I know we just do. But I will bid you adieu and thank you again so much for being here with me today.

43:29

Thank you Oh and also pick up the magazine still on stands the September San Francisco magazine, find the digital the full digital edition.

43:38

Yeah, and I'm gonna link that in the show notes you guys because when you see her on the cover, you're gonna go oh my word. And I'm just gonna say that.

43:45

Thanks to the incredible team at San Francisco magazine and everybody who made me look that amazing. It takes a village and all my med spas and all my meds to talk.

43:57

You are amazing. We're going to see you soon.

44:00

Yay. Thank you so much for all of this