

THOW EPISODE 7

Here's the scientific truth. You are a spiritual energetic being, having a human experience, the infinite power of understanding, and then embodying that truth will blow you away. Hey gorgeous, I'm Tracy Litt, and you're listening to *The How Of Within* podcast. Welcome home.

Hello, beautiful soul. I am so happy to hang with you today, and welcome you into episode seven of our extraordinary podcast. First, I am drinking coffee from one of my favorite mugs that says, "*love that journey for you*". Now, what's fun about this is, every certification class that we run, this is not the episode, this is just the talking to. Every certification class that we run, the cohort, the bond, the community is outrageous. But, the cohort ends up hitting on like a theme, right and something that is unique to the cohort and then cohort after cohort, they pass down something with that message on it to the next cohort, right? And over time, there's all these beautiful messages. And *love that journey for you* is the quote from the first certification cohort. And for the second cohort we had mugs made, and I'm drinking at the mug that all the certification practitioners have that says, "*love that journey for you*". So let this be your first gift. Ah, this actually could be its own episode.

But I will say this, you don't need to have an opinion about everything. Really, you don't need to have an opinion about anything. You can live and let live and allow people to do them, right? You know, the phrase to each their own. So when anything's going on, and your child says something to you about what they're doing, or somebody out in the world, or you notice something on social that you would usually have an opinion about that you're hanging with me, so you're becoming conscious, and you're letting go of judgment and all of that. And you can simply say to yourself, or to someone else, "*love that journey for you*", right? Just *love that journey for you*, so you so go ahead and take that into the world and play with it. I know it will bring you joy.

Okay, so what are we talking about today? In the past two days? I've received a lot of questions like this over time, but it's been coming a lot, because we've been making a lot of announcements inside the Litt factor. And I just did the masterclass. And there's been like a lot of Omni presence and visibility in the past recent few days. So I have received comments and questions like this. How do you show up so expressed? I've never seen anyone just like be, so, in who they are? I'm like, not give a shit, right? How do you make the announcements of things changing and evolving inside the Litt factor without getting caught up in what your clients are going to think about what you're changing or doing? How were you? So you all the time? How do you do that?

So I was sitting with the volume of those comments or questions, which are phenomenal. And that is what has inspired this episode for you. So here is what I am calling the gift of this episode. I'm not pizza, and neither are you. *I'm not pizza*, is an earlier teaching of mine that really stands the test of time at every level of life, business and impact. So I'm really, really glad that it came through to bring this principle back up and kind of go a little bit deeper and more expansive with it. Because I know it's

gonna resonate with you. So I'm not pizza, you're not pizza. What the fuck does that actually mean? Everyone loves pizza, and you're not pizza.

Not everyone is gonna love you. Not everyone is gonna like you. And that's awesome. That's beautifully appropriate. That's actually what we're going for. Which I completely appreciate is a complete, it's in total opposition, to the way that we were raised. I'm going to talk about that, right? You're not pizza, I'm not pizza. And not everyone is going to like you and not everyone is going to love you. And that's beautifully okay. And I'm going to say this because you need to hear it. If in fact, everyone does love you. Everyone does like you. Then I guarantee you're not being a fullest expression of yourself. Let's just be there for a minute. There is no world where everyone is liked, or everyone is loved. And if that world exists, it's because that person is compromising themselves and being a chameleon, or a contortionist, rather than honoring themselves in being fully self expressed. Okay, so let's level set about kind of where all this comes from. Our need for belonging, and our need to be liked is primal, that comes from the hard wiring of our caveman days. Because if we weren't liked him doing air quotes a door light, we'd risk being ostracized from our tribes, and our communities, which in caveman days, meant imminent death, right? It's 2023. I just want to remind you, because like I say in my TED Talk, even those 2023, and our world has progressed and evolved incredibly, the part of our brain that houses our fear response hasn't evolved at all. So even though we know that if we're, "kicked down to the tribe", now logically, we're not going to die from it, because it's 2023.

The part of your brain that is wired for survival isn't aware of that. So I just want to kind of lay that groundwork. So then you add to that primal wiring, the personal circumstances of your upbringing, wounds of abandonment, and rejection, growing up not feeling seen or heard, as the conditioning for women, meaning young girls to be liked, and included. As a young girl like amongst your peers, we are conditioned as women to be pleasing, biddable, putting everybody else in front of ourselves, and making sure that we're seeing a certain way. And it's important to recognize that. Because when we understand how a paradigm gets created, right? The anatomy and the paradigm, we have something really cool coming out on that soon. It's just helpful to see it clearly. Like where you understand when something originates, it's like, oh, I can see clearly now.

Because you pulled the fucking veil off. And then once you become aware, you can't become unaware again, right? Because if we're really beautifully honest, when we were young girls, and up through now, we're not taught to be expressed. You're not encouraged to be yourself, stand out, absolutely not. Especially adolescents back in middle school or kitty, right? We are taught directly and indirectly, to be liked, to be included, to get invited. And ultimately, that rules into betray yourself, don't be fully expressed. So now you compound all of that, the primal wiring, the personal circumstances of your upbringing, the conditioning that we've experienced. And then you compound that by the influence of the patriarchal conditioning as a whole, because there's so many more components than what I'm sharing in this episode. And what we're left with is a whole lot of opportunity to heal and ascend it to the truth, that we're not pizza.

Right? And into other truths that connect to it, like you always belong, period. You can never be rejected, if you don't reject yourself. Your worth and your wholeness is inherent, as in it is your birthright. So nothing's ever about you. Here's the kicker. We were never supposed to be liked by everyone.

That was never a thing, you guys. It just became a thing. Because what tends to be common gets normalized, but it's not fucking normal. It's just common, so that I was like, Oh, well, that's what everybody is, and then boom, conditioning and ripple effect and all that, right? We were never supposed to be liked by everyone, just be here. Because when this occurred to me, because everything that I come through and teach and coach on is stuff that I've experienced for myself, or I've played with or I've been like, Oh, what's that about? When you allow yourself to go, "Oh, shit, it's not a thing. I'm not supposed to be liked by everyone". Wow. It's like your body opens and there's freedom in that. And if you are liked by everyone, you're betraying yourself. Well.

I hate to say that because it's true. You're either honoring and loving yourself or you're betraying yourself. And if you're liked by everybody, you're not being fully self expressed, which means you are betraying yourself because what you deserve is to be the fullness of who you are, 24/7, 365, period. Okay, so, hold on more coffee. And love bitter black coffee. What about you? Tell me. Okay.

So, I'm going to give you the three points of the *I'm not pizza principle*, because I've turned it into a principle now. Right? So the I'm not pizza principles comprised of three points. One, my wholeness is my birthright. Two, not everyone is supposed to like me. Three, I care deeply about people, while not caring at all, what they think about me.

I've cared deeply about people, while not caring at all, what they think about me, you guys, this is the holy grail of your ability to build a legacy, honor yourself and live a satiated life. The need to embody this principle is going to show up frequently, and at every level of growth and success. From way in the beginning to crossing over seven figures, to getting into eight figures, and beyond. Right? From serving one to one clients, up all the way through massive groups, from being in your manager role to becoming the COO and getting the kickass corner office, From being single to being madly in love, right? From being triggered as a mother to being a more peaceful mother, all the things and every level of growth and success, it is going to show up. When you're letting go of team and evolving your offers. Feeling called to close down a program that's not aligned, so that you can show up to what's calling you. Acting in the highest service of a client when you need to exit them from a program.

When you're honing the ability to receive feedback. When you honor your hell yeses, and your hell no's. With your friends and your colleagues when they ask for plans. This I'm not pizza principle, is the holy grail, right? And all the things come back to I'm not pizza. Now, sidenote, in the online entrepreneurial space, we are fire hose with know like and trust, know like and trust, know like and trust, know like and trust. Okay, we're dropping the like part. Because it's fucking with you. It doesn't actually matter if people like you. I cannot begin to tell you the amount of women that have come through our programs that beautifully share, "You scare me, Tracy. Your energy scare the shit out of me". Right? They didn't actually like me, you know what they did feel? They knew me because I'm around and there's truth and there's work and I show up.

And they trust me to get them to where they want to go. And then as we work together, they're like, "Okay, I get it now". And the fear that they felt about my energy and my presence completely dissipates. So we are going to drop the light part. And we are now only playing the no interest game. Because if the like part is in there, you are going to prohibit yourself from being self expressed. And this isn't like oh, no, I won't. No, this is not logical. This is not conscious. This is subconscious. This is the imprint of your nervous system. This is the evidence of what your mind has in its brain. This is your emotional homeostasis that's driving all of this. And if you think they need to like me, boom, your body just did something. They need to like me. Oh, okay, maybe I shouldn't say that. I'm not really convicted about this. But like, should I say it? Okay, you're with me. Good. So I want to share like a really potent live experience of this, because I think it's going to deepen the conversation for you.

So here's the I'm not pizza principal, in action. Anything that we do, we always send an anonymous feedback survey. So whether you come through Mind Magic, or certification, or powerhouse all the way through the large corporate trainings we do, we send a feedback survey. So I had done a beautiful, the seven superpowers of extraordinary leadership series of seven week series in a massively huge wellness brand. On the survey results came in, and the large majority of the results were excellent. Right? So some of the feedback was, "best leadership series I've ever attended", "I'm better for it", "I look forward to it every week", "She's changed my perspective of what's possible", "So refreshing", "I didn't realize this was the work I needed", Okay, that's all well and good. Thank you. Amazing. I'm reading these next ones verbatim. Okay. And then we received statements like feedback like, "I do not wish to be a part of any other presentation provided from her", "Her drinking from her water bottle was distracting", "I didn't care for her style of communication", "I felt her overly positive delivery was an act and forced and did not come across as a genuine part of her personality", "Way too over the top with all the emoting it's off putting", "hooky, unrealistic and annoying", "I did not like her.", "Her ideology was full of toxic positivity and logical fallacies". And seen, okay? Ha, so they have such a smile on and such a smile on my body right now. Okay, because he has this was like, this is real, this is what happened.

Now, before I continue, let's give love to the old version of myself because everything's about evolution who you know, to be now is not who I used to be all the things.

I remember, in the old, old, old, version of me, who would have received that feedback in such a depth of criticism, like it was an actual fucking death sentence. But old old version of me, that would have been sent into a frenzy of hysteria, and like, be in bed for a week and be like, I knew that I wasn't made for them and who would have been doing week I am, and been on the floor. So yay for growth, yay for the work that we, do works. Because I'm not going outside of the mind magic work. I just keep doing the work that I built on myself over and over and over again, because it works at every level. Because it's embodiment. It's not tools. It's like changes who I am, right. So in reading this, right, in who I was, when I received this, this was last year, it was so awesome.

Because my body had no reaction. Like a nod, like I dissociated. And like my body was like, okay, cool. I read through them. I took a few deep breaths I checked in whereas my focus and attention, and then as they're coming through, I was like, amazing! Okay, awesome! Diverse responses. Trey, and I'm like, I talk to myself a lot, right? So today, definitely Trey, this is amazing. You're not pizza. Yay, you were,

right? You were able to show up and deliver in such alignment and such fullest expression that you had deep resonance, right, and no resonance. And that's what we're looking for currently, people. That is what we are looking for. Jot this down. Take me or leave me. Either way, awesome.

I know you felt that, okay. Your ability to serve powerfully and build your legacy and make your impact and contribute to this world is based on showing up in the fullest expression on your self, right?

And not being different in one space, like not being different on a sales call than you are when you teach in a community, and different when you're at home with your spouse than you are then with your kids, and different with your friends. You're making your life really, really hard. And who you are gets to be who you are all the time and all the spaces and places. Okay? Okay. So I want to go back for just a second to the third element of the I'm not pizza principle, because it's really, really vital. And I want to just give it a little bit more airtime. You can care deeply about people, while simultaneously not caring at all what they think about you.

You can care deeply about people. This is like why I get up every day. All right, I'm using myself as a vessel of change and transformation and raising the consciousness and frequency of our world supporting women and becoming their next level in their neck, so they can experience their vision and their third dimensional reality and then create again and again and again and again and again and again and again. And I do all of that because I am a fucking bleeding heart that cares so deeply about all of you and have mastered not caring at all what you think about me. And it's a very important thing to ensure you understand, and that I helped teach you how to embody and hone.

When you consider tapping into your unlimited potential, being a phenomenal leader, an extraordinary mother, an accomplished entrepreneur, a great friend, a passionate lover. All of it requires I care deeply about you, and I don't care at all what you think about me.

Okay, so when I'm talking about you not taking things personally, right? I also want to explain something in here about feedback and criticism, right? Because what I just gave you a real account for him is an actual situation that happened, and my ability to see it as feedback and receive it as such, right? So not taking it personally or caring what people think, also, does it mean that you're flippant, and you're like, I don't care about feedback, it doesn't matter. That's not what I'm saying. So let's be clear. If you're here to make an impact, you must get feedback. You must get phenomenal at feedback, right? To continue to be more and more awesome and impactful, it's essential to ask for and receive feedback. It's the only way for continuous improvement. It's the only way you actually get better that your company gets better, that your offerings get better.

So your ability to serve gets better. Your power lies in how you receive the feedback. And if you then decide to make improvements as a result of said feedback, okay? So the best quote I ever heard about feedback is from Tim Grover, in the book *Relentless*. The only difference between feedback and criticism is how you take it. What? The only difference between feedback and criticism is how you take it. The fact is, is that if you receive it as criticism, it's because you're highly critical of yourself. All judgment and self judgment, feel free to write that one down. All criticism is self criticism, period. Everything starts and stops with you, which is one of the millions of reasons why investing in yourself

and doing the work of within is essential to your success, right? So when the feedback is coming in, how do you help yourself do this, you're not taking it personally, you're not allowing it to make you wrong, which means you're not allowing your old program to turn it on and make you wrong. It's not an attack on you. It's a gift, right? And ultimately, what we're calling for is high resonance and no resonance. Right?

So for example, when the feedback was my water bottle drinking was distracting, I get to go, is there a world where maybe if I had a cup with a straw, like could that be less distracting visibly? Could there be some good feedback into that? Okay, yeah, I can see where maybe that's the thing, versus the piece of feedback that I received about over the top with all the emoting like, thank you, and no, who I am is who I am, right? I am never going to compromise myself to make anybody else comfortable. I'm just never going to do it. So it's your ability to receive the feedback, not take it as criticism, and then take a look a little bit deeper into the feedback you received, to just decide, okay, what part of this? Do I want to shift or consider, right? Do I want to make any improvements? Or changes off of this? Or do I want to scrap all the feedback because No, I'm good to go. You then ultimately get to make the decision. And part of the I'm not pizza principle is also understanding and knowing that people's perspectives and opinions are a reflection of them. People's opinions are a reflection of who they are, their upbringing, their wounds, their trauma, their beliefs, the way they see the world.

So know that, it's never about you, because people's opinions are about them. So I want you to start playing with I'm not pizza. How do you do that? Start to notice, start to notice when you're people pleasing. Start to notice when you're shrinking. Start to notice when you're not sharing the conviction. Start to notice when you're like, I'm gonna close this whole program and do something else and you're not doing it. Start to notice when you know that it's a big hell no in your body, but like you're spending an extra three or four days trying to figure out how you're going to write some diatribe of a response as to why you can't go. Or notice when someone invites you in to do something for a summit. You're like, yeah, there's no world where I want to do that, but how do I say. Just start to notice all of that fuckery, start to notice when you're betraying yourself, start to notice when you're not being fully expressed in every area, and that becomes the moment where you need to play with I'm not pizza. And in the moment that you notice, you're gonna put your hand on your heart, and your other hand on top of that hand, and you are going to close your eyes and take a deep breath into your heart and exhale. And then you're going to take another deep breath into your heart and exhale. And then you're going to keep your eyes closed and put a smile on your face. And you're going to say, "I'm not pizza. I'm not pizza. I'm not pizza". Now, I want pizza.

That's all gonna get pizza. I love you, beautiful listeners. Thanks for hanging with me until next week. Your ass looks amazing. And the world is better because you're in it. There is always more love. Talk to you soon. Bye!

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