Ep 161 Solo

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SPEAKERS

Jen Marples

Jen Marples 00:10

Hello and welcome to the Jen Marples Show. I'm your host Jen Marples, founder of the Jen Marples agency mentor to women worldwide and your number one champion cheerleader dedicated to helping you embrace and rock midlife. The Jen Marple show has one goal to empower you so you can go out and power the world. So each week, I'll bring you conversations with incredible women who will inspire us, educate us and motivate us to live our best lives. I also pop on solo to share my best advice, tips and tools to help you unapologetically go for your midlife dreams, embrace your age and become unstoppable. If you are looking for a change ready to uplevel your life and business or pivot into something new, then this is the show for you. And know this, you're not too fucking old to step into the midlife spotlight and claim all that you desire. It's your time to shine. And I am so glad you're here. Hello, everyone, and welcome to the Jen Marple show. How are you gorgeous, gorgeous humans. I hope you're having a beautiful day. You got me again this week. And I did something fun, I put a query out on Instagram and through some DMs and solicited some listener feedback and asked you all what you're dealing with and what you need help with? And what are some of the burning questions or burning sort of life situations that you're dealing with that you need some input on. So I'm going to run through some of those today. And I'm sharing them all with you. All of them. Every single thing that came in could be its own podcast episode, and I will be peeling away and bringing in some experts to address some of these. And I'll note that along the way, but it's important for you all to hear what everyone is dealing with. Because of course, there are some of the universal truths. We're over 40 We're in midlife. So many of the things that you beautiful listeners brought to my attention are things that most of us are dealing with. This podcast is about knowing also that we're all not alone, in this midlife phase. And now we're all dealing with all the things. So the woman who wrote in, you know, span different industries, vary a little in ages, and definitely vary. Parents vary in age kids vary in age, but what we all have in common is of course, that we're in midlife, and that we're doing all the things, we've got a lot of questions, we need a lot of supports. And that is why you know, of course, I have this podcast is to support all of you. But before I get started into this, and I'm very excited to dig in, I'm so excited and just thankful that so many people wrote back to me and gave me so many great topics, some of which we've covered some a little bit some in great detail on some we're going to cover in great detail in the future. I wanted to let you guys know a couple of things. One, this podcast is now on YouTube. I think I've mentioned this before, I'm gonna listen into it probably nears, maybe you're

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watching it on YouTube, hello, hello. But we are since the beginning of the year have been going live on YouTube. So everything, certainly everything from the beginning of the year. And now. So we are in May of 2024 are being featured on YouTube. And I'm slowly but surely going through the back catalogue of interviews and posting them there. So it's a way you, you know, want to interact with the show and with me, and you know, check me out there or share with your friends, I'd really appreciate it but we're there. So we are spreading this message far and wide. So I'm very excited about it, because there's some different people there on YouTube. And sometimes we just want to you know, we want to see what's going on instead of hearing what's going on. So there's that. Number two, I wanted to bring your attention to two popular agency services right now that clients are eating up and I wanted to bring them to your attention in case you are saying Hey, Jen, I think I want to work with you or I need some help two ways this summer, that are really great ways for me to help you with your business. And to help you get to the next level are these so number one is sort of a three month coaching consulting container. And we can do what we want within that container. So I'm working with several clients right now. Everyone's kind of doing a little bit something different one for example. We're really working her messaging and positioning because she's looking to get investors and her concept. So that's one way another client is launching a business completely from scratch. Another client just needs clarity and looking and she's looking for new revenue streams. I've got another client who is sick of kind of doing What she's doing right now and wants to expand and kind of walk away from one thing and walk into another thing, both related, but she's kind of sick of this one piece of her business. And she's looking to expand another piece, another client that I just wrapped up had just really wanted to launch, she had a great idea. And she needed help getting started and getting launched. I love the three month container, because we can really get a lot done, and you've got my support for those three months, and we dig into wherever you need the help digging in. So that's number one. Number two, this is something I'm launching for the summer, I can't guarantee that this is going to happen in the fall, because the fall is me very busy, I'm gonna be launching a really big program, we're going to be lots of events and a lot of exciting things happening in this world. So stay tuned. I do spotlight days and the spotlight days. They're kind of like power days, we get together, we refine your personal brand, we get very clear, we look at how you're presenting yourself. So it's the words, it's your colors, it's your fonts, it's everywhere, you're showing up and we really do a deep dive in one day for a few hours. And then we follow that up with a photoshoots with a branding photoshoot. So I have done these myself personally as a standalone too. You know, when I wanted to pivot my business, I'm like, hey, I need to let you guys know, it's more than just taking photos, branding, photo shoots are really important. But branding photoshoots seem to have strategies. My clients are always excited to do photo shoots, but there always needs to be a strategy behind the shoot. What are you doing? Are you adding new pieces of your business? Are you launching a business? Are you creating a new website? Are you adding new revenue streams? Are you doing events are you starting to speak so we need to know all these things and really lock in who you are, what the brand stands for today, what you're working towards tomorrow. And then we cap it off with a beautiful branding shoot. So this is kind of like what I like to say one and done. So we get this done in one weekend. I'm here locally in the San Francisco Bay Area. This is available to anybody outside of San Francisco. So we can work on a lot of this stuff before your branding photoshoot. So I can welcome you to come out and spend the night Come hang out with me for 24 hours and we can work on your brands, we can work on your business. And then we end up with a photoshoot. So I've got wonderful hotels that I partner with. And so there's beautiful places to stay. So if that's something that calls to you, you don't need to be physically located in the San Francisco Bay

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area. That service is open for all of you. Okay, so I just wanted to bring that up. Most important thing, I'm just going to start talking about my most important exciting thing that I'm announcing and that is also that I am launching a summer mastermind, so many of you listening have attended my masterminds. And this really came to me a couple people have been asking, and it's also something I want to offer up to current clients. So if you work with me right now, in any capacity, you do a spotlight day, you do a three month coaching consulting container, or any other engagement with the agency because you know, the agency provides all types of services, you're gonna get this mastermind at no extra cost. So if you're thinking about working with me, and some of these things I'm talking about are like, Okay, John, I'm ready to go. Well, guess what, you get something a little extra as one of my clients. But if you're not one of my clients, and you would like extra support, a mastermind is a great way to engage with a community and connection. So it's a small group of people, we meet on a monthly basis or weekly basis rather. And the mastermind is really about the mastermind that happens when a bunch of badass entrepreneurs are in a room together. So in previous masterminds, we have discussed all manner of things happening in business. So the beautiful thing about this mastermind is that you've got accountability, you've got connection. I know summer's happening. But unlike vacationing for three months, you're probably not vacationing for three months if you've got a business. So it's a great way to stay on top of everything that's going on in your business world. And I know you want to expand, you probably want to launch things in the fall, you're looking to add new revenue streams, maybe just up your personal brand or where you're showing up. A mastermind is basically for all of you, if you have a business, if you have a business, you are craving that connection, you're craving an extra set of eyes, ears and brains on your business. And you need that accountability. This mastermind is going to be for you, it's going to be fun, we're going to hold each other accountable, you're going to get shit done, the summer slide won't happen, like what happens with their kids and they don't go to school. We don't want that to happen in our businesses, when everyone else is off playing. First of all, I want you all to play for sure. You're going to be building and you're going to be bonding and you're going to be growing this summer as a part of this mastermind. So if you're interested there is a link in the bio to get onto the waiting list because I'm going to be releasing more information. And then in the coming days and we'll kick off in June after all the graduations have happened and all that dust has settled won't get cracking on a summer mastermind, and the beautiful thing at the end of the mastermind where we'd like to celebrate. So there gonna be a couple little surprises within there. But again, to summarize all of that, before I get into actually, what I want to talk about today is three things. One, I've got beautiful summer spotlight sessions available. Those are the one in Dunn's where you come in, we work on your personal branding, and we end up with a photoshoot. So that's kind of in and out, you're done. Second piece is I highly recommend if you're at a crossroads, you're stuck, let's do a three month container. And let's work together this summer to get your business to where you want it to be. And if you do any of those things, or do any have any engagement with my agency whatsoever, you also get this mastermind for free. It's a nice gift that I offer my clients because not only do you get the one on one with me, but you also get the beautiful other brains of the women that I work with. And let me tell you, everyone that I work with, of course, because rollin midlife is fabulous, smart, savvy and has amazing, incredible ideas. Alright, so that's that, check out the link in the show notes for more information on all of what I just talked about. And let's get cracking. So I asked you all questions, what's everyone dealing with? What is everybody's struggling with? Number one, this is a big one that popped up. This came in from a couple of people. And this is how to balance it all. How to balance it all, when we have either lost parents, or we have parents that are getting older. So we're navigating that plus we're navigating

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children, we're navigating becoming empty nesters. So a couple of these queries came in. And this big theme popped up, which we've talked about it here on the show before and that is this I call it the midlife soup. And the midlife soup is where we are working, trying to keep that all together, we're in relationships, we're trying to keep those together, or we've said goodbye to relationships. And dynamics are changing because we've lost parents or we have parents that are ill or that are declining. And or we've lost people closest to us. And we're also looking at becoming either empty nesters or the dynamic in our household is changing because we've got one or two kids out the door or they're completely out the door. So it's a lot. It's a lot. And I'm going to bring somebody on actually to talk about this specifically, and how we can deal with it in more detail. So I'm really glad ladies that you brought this up. So I'm going to in the meantime, before I bring on a future guests who really kind of dig into that and like the very real loss and I know I'm dealing with my own you've heard me talk about it. My dad was sick all last year, and then my mom had a heart attack a few months ago, I have a son as I record this graduating. Actually, when this drops my son will be graduating three weeks from the day that this podcast drops from high school. How in the hell did that happen? I do not know. And I know a lot of you listening have college graduates. And then there's a lot your kids have graduated college and now they're actually really truly moving away and not coming home. You know, it's really interesting. I've had this conversation specifically about the kids that the men don't seem to understand it or to feel this in a way that we women feel this because my husband's like, why are you stressed? Or you know why? Yeah, I know you're feeling sad, but I literally feel like a limb has been is being ripped off of me and I can't I'm gonna try to make it through this podcast episode without crying. I can't actually believe that my son will Criswell that he's going to be leaving. And I know he's they're going to all be in he'll be home to visit and this and that, but the dynamic of my home is going to change it's going to affect my girls. Because they think about it. And they have two more years until they graduate. So we think about the dinner table family outings and all of that. But I just can't believe that this kid that I thought was just in preschool with his little tattoos and little necklaces and his little buddies and all that like where did that kid go? And how did I how do I have an almost 19 year old? He turns 19 in July. How did that happen? How did that happen? I don't know. I also don't know how you know I'm tripping to I'm gonna be honest, I'm tripping today I was looking at myself in the mirror I'm tired I'm tired there's a lot going on with this you know this graduation as soon as we get through that and I'm you know, I'm entertaining like two families there's a million people coming to visit it's all good but ladies listening with any kind of graduation a big thing it's like you know, it's always that it's always been about me and moms I think so. Even if there's nobody graduating there's always that end of the school year the this and the that and the banquets and the gifts and the I'm dealing with that my my daughter has a track event I didn't know about it. Okay, great. A banquet. I got to RSVP and there's a dish and then we've got To get the gift for the coaches and the this and that. So let's just take a pause, if you're in any of that, we're not going to get the metal. But let's acknowledge each other. And let's also not try to gloss over it. I was at a luncheon last week, nine women out of about 20. We're all dealing with high school graduations and navigating and some were these were the first kids going son, these were going to make them empty nesters. There's just a whole lot of emotion. And so what I would say to all of us, if we're dealing with the empty nest, if we're dealing with the parents, any type of big life change, we've got to feel the feelings. We have to feel our feelings. You've got to cry, you've got to laugh. You've got to pick up the phone and call a friend. If we're feeling like it's just too much. And you just need a good cry session. This happened to me actually, the kindness of strangers, beautiful woman in yoga, she's an acquaintance, you know, becoming a friend, lovely human. She was a younger son. Just a few weeks

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ago, I was telling her about my college visits with my son. And we're just talking and it's you know, she was at the beginning of it all, I'm not at the ending. I mean, my son is almost 19. But you know what I'm saying he was her son is in early elementary school. And I was just telling her all the sudden, everything was pouring out of me. She was like, Oh, my God, she got chills. And she came and gave me a hug. And of course, I started crying. And I thought, you know, this is what it's all about. This is how we can really support each other is just listening. There's a lot of us going through a lot of stuff colleges in the parents. So my advice, I guess is a couple fold. One is feel the feelings and cry. Don't try to be strong and not think it's any type of sign of weakness, or that you're mushy or whatever to cry because your child is leaving, or because your parents has passed or they are sick, or going through all these big transitions. So feel the feelings would be my first piece of advice. My second piece of advice would be really to call on those friends. And if you feel like you need deeper support, you know, reach out to a professional. But don't keep it all inside. I'm famous for giving all this advice. You guys, I give a lot of this advice, and I sometimes don't take my own advice. I was in a total funk last week. That was last week's podcast right after I recorded last week's podcast about being in a funk and I just wasn't feeling like I wasn't allowing myself to feel my feelings because I'm really like, you know, I'm just going to my son's leaving. And there is this thread. There's three weeks of graduation is in three weeks. It's a big event. I was messing around with the dishwasher. And you know, it's like you know, in signs come like when you hit your head against the car, whatever you're like, Why the hell does that happen? Like, what is the universe or God trying to tell me? Not even kidding you. A chopstick flew out of the dishwasher and stabbed me in the face. And it was so shocking. And it hurts so bad. I you know what happens? I just started bawling. It was like I needed to get stabbed in the face with a chopstick to finally have this emotional release that I've been knowing I needed and wasn't allowing myself to have and my husband's looking at me, my kids are looking at me and like, I'm okay, I just had to go cry in my bedroom and those like like heaving sobs just to let it all out. So I really don't want any of you to get hit in the face with a chopstick. And I had, I was going to see a lecture and things the next day by the grace of God, it did not bruise it swelled up, I just sat there with a bag appease my face and cried in my bed. So that's my advice, cry, feel the feelings. Talk to somebody. So I talked to somebody the next day, I was like, I can't even talk to my husband about this, I have to talk to another mom and talk it out. And then just continued to move your body. That's the best way I know how to cope. Anytime I've experienced loss or trauma, I just go I've cried so many tears on my yoga mat. On those days, if you're working out, just go in the corner, so nobody sees you. And just work it out and take care of yourself. So it's really about taking care of yourself. So I don't have all the answers. But I do know that we need each other, we need to feel the feelings and we need to take care of ourselves. So I'm going to bring on somebody to kind of dig into this topic more of transitions in greater detail, somebody who's at that pay grade who can really give us some good advice. But I just wanted to offer that up now, especially because we've got a lot of movement happening, especially with kids leaving the nest and graduations and things like that. So I also just want to say that I just love you all I really truly do ought to be in this life together at this time. It's incredible and amazing. And we need each other. We've got each other We've got to lean on each other. We've got Don't lean on each other really hard. You've heard me say this a million times, when we really do share our deepest truths, we feel more connected and less alone. You don't have to do it. But if you don't, you are going to feel disconnected. So don't stuff the feelings down, feel the feelings. And if you need help from a friend, you can always DM me just say, I need somebody to listen, that's all a lot of us didn't need. We just need someone to listen to us. I did this for another friend a few weeks ago who's having some issues with a child. And we went out to

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dinner and talked and talked and talked, I drove her home and we talked for like another hour and a half, I just listened. So you can be that for somebody or telephone. Say, Hey, girl, I need someone to just listen to me. It's very powerful. We cannot keep it all inside. Okay, that was number one that came in another one that came in. And I am you know, I have threatened to bring out a parenting expert. And I do know one and I'm going to bring one on because this pops up a lot. And this is the topic of Maine girls. So if you have teenagers or preteens still in the home, this pops up, it's popped up in my own house. Recently, I mean, it's been popping up. Since my girls were in second grade, there's been girl drama. And it's really interesting. I know that there's psychology behind it. I read an article a long time ago that stated, I think teen girl behavior, it's kind of related to, you know, being part of a tribe, wanting to feel accepted, but it goes back to kind of survival of the fittest and like aligning yourself with the people you think are going to you know, keep you alive. Again, I'm not the expert here. So I think that's what I read. But the one gal friend of mine who wrote this question and was, we know kids aren't all going to be friends and that friendships can end. But the bigger question because I don't know if we can solve teen girl behavior we can do what we can and model. First of all model really excellent female leadership and how women truly support women. That's the first thing it starts at home. If you're catty at home and talking shit about another woman Well, that's what your kids are learning. That's that's that. So our kids learn from us, by watching us really truly, versus listening to us. So if you want them a God, I wish I could remember I listened to this really great doctor on Gabby Reese's podcast, he said, If you want to, if you want your kids to be loving, model love if you want them to be kind model kindness. And so it goes. And so this is really the truth. This question that came in was about how do we manage these relationships, and manage these ministered these teen dramas with grace and kindness, even when the other party meaning the other mother doesn't want any part of it. So it's very complex and interesting. And I do know, part of this article that I'd read before was that some moms like the fact that their girls are, quote, unquote, popular, or they're like the queen bees, it gives them some type of status if their girls are popular, doing the thing and might sing being popular is bad. But certainly being a queen bee and telling other girls what to do. And being mean is no way to be and that we need to do away with that behavior. So it's layered, it's complex. So I'm going to be I do want to bring somebody on because that's she's not the first or last person who's asked me to bring on a parenting expert. So I'm going to do that. So I think, in the meantime, my solution would be to model the behavior you want your child to have. Number two, if you can reach out to a parent, sometimes, you know, as your kids get older, you don't really know the parents. So it's a little harder. In the case of one, one of my girls had a big issue, I was able to talk to the mom, we were friends, we're actually we're all really close. The girls have never ended up being friends, but we tried to approach it to give them tools to deal with it. And at the end of the day, you know, this girl had her own thing going on in her life. And I just had to tell my daughters, it's like, she's got stuff going on. But it doesn't mean you accept this bad behavior. You remove yourself from it, you don't deserve it. And you know, bless and release, it's the same thing I tell all of us, if we come into contact with people we don't like or that are lowering our vibe. It's bless and release. So that's my best advice. And just helping you know your kids navigate, but I will say it is really hard to watch, because it it's heartbreaking for our girls, for friendships to end and to deal with me and girls, it's the equivalent of us getting divorced, that it's that painful. So don't minimize their pain and go oh, they can make new friends. Just be in that pain with them and help them find some solutions and then reach out to experts if you need to, but I'm going to try to bring somebody on the show. Which leads me into my next one, which it's the older version of what we just talked about and somebody else saying that she's not feeling like women are supporting women. And how do we do this? How do we do

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this better do we need men to be our allies, because she's not feeling it. And this particular person who wrote in is in a big corporate environment. So I know, it's easier to control your environment when you're an entrepreneur, and you can control who you deal with who your clients are, who you're partnering with, and collaborating with. But it's really hard when you're in corporate America, and you're dealing with, you know, women who, you know, like all of us, we've all been brought up on in the same classes more, we're all, you know, technically fighting for, you know, the scraps at the table. And some women have a lot of internalized patriarchy within them, and they've been burned. And they simply are not good leaders in the sense that they wield their power negatively, it pains me to say that about other women. But it's true, and those women need to do their work. Now, this is not a total solution. You can't say to your boss or to your colleague, you need to do your work, because you have internalized misogyny, and you're a horrible person, like that's not going to fly, I think, talking about it, at least talking about it, bring it out into the open and seeing what you can do. I know somebody else also, who's working at a very big tech company who went on a personal leave for a couple months and said I cannot go back because she has a boss kind of just who I just described, who's basically a mean person who is who's killed the vibe within the team. And she said, I simply can't, I'm simply too fucking old to deal with this. This is a complicated situation, and I am going to bring somebody on. So I know a couple of women who have companies in the kind of deal with this, kind of like career coaching, transitioning but how to navigate stuff at work. I haven't worked in corporate America for over 20 years. So I can't really talk about it. I know I can say bless and release, I can tell you why women are acting that way. But I don't have the best solutions within a corporate environment. So what I will say is for now, the advice I can give is that if you are dealing with something like that, no, it's not about you, it's about them. Something that's happened to them, it's again, it's that internalized patriarchy, things that they've had to deal with, that they're not confronting. And so they're leading the only the only way that they know how it doesn't mean you have to like it, because you don't, you don't have to stand for it. You don't and you don't have to be a part of it. But again, it's easier said than done. If those people are your colleagues, or they're your managers, collaborators, and what have you. So just know it's not about you. And then you've all heard my women supporting women rah rah speech is we've got to really tripled down on our support of women have a keynote speech dedicated to it. And it's got the title, women supporting women, we must do better, because we really do because we're still having these conversations. So you've got to do better. You've got to actually truly put our money where our mouth is, and go out of our way to support women, by women owned, go out of your way to shout out another woman. If somebody gets promoted. If somebody writes a LinkedIn article, somebody had just launched a book, we got to go all in and be the loudest cheerleaders for each other, we have to, it's so impossible to do this alone. I'm not going to turn this into whole women supporting women have 20 podcast episodes dedicated to it, but it bears repeating time and time again. And if you ever need tools, I will link the show. It's called women supporting women. I will link those episodes in the show notes here if you want to go back and listen to all the ways that you can support women. But first and foremost, just don't be mean. Support, shout out. Don't be jealous. Understand that if you are jealous of somebody, it's a trigger. You're seeing something in someone that you want that you actually know that you have all ready in you so use it as information. It's not that oh, I'm gonna take her down because she's doing the thing. No, ma'am. Go Oh, god, she's doing the thing. What is this telling me teaching me? So friend who sent that in about women supporting women and doing better? I'm going to bring somebody in to help us navigate how to sort of thrive in the corporate world. We don't want to just be surviving want to be thriving in midlife, and we're, you know, we're at a level in our careers. And that is a

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huge hindrance, and it just doesn't make us feel good. And it's really negative. I've had the last job I had in a corporate setting was awful. I was drinking, you know, was it Maalox like anti acid stuff because I was so petrified of a female client and all of her team members were in therapy because of her. So more to come on that but women, we must support each other and do better. One of the final things that came up and this is a really big one and I'm I've already have a couple of guests in the queue to be interviewed in this regard. And that is about, you know, charging what you're worth getting a fair wage, you know, pay equity, and sort of overcoming those barriers. With every single one of my clients. Every single women I know in my leadership groups, and these are women that are on paper, have credentials out the ass. We all have credentials out the ass because we're in midlife, every single woman struggles with this. We all struggle with what to charge? And how do we ask to get paid what we're worth? It's big, it's juicy, it's heavy. And I'm bringing women on sooner than later to talk about this. It's been something that's been on my mind's eye. And it's been on my, my schedule to do for a very long time. So we're going to talk about that. And we're going to also talk about financial security. So those are two things. I haven't gone on this podcast a lot about finances, financial security, getting paid what we're worth and all that. So that is a priority for me, because I know it's really important for all of us. I will say, a couple pieces of my own advice for getting paid what you're worth, really getting paid. What you're worth is like, what would a white man charge? What would the White Guy charge for what you offer? I was listening to lovies podcast. And she was and bless her, she was talking about some financial hardships and some things in her business that were happening and that she's rectifying. And I really appreciated that as an entrepreneur, because we can all learn from everybody, every one of us learns from each other. But she proudly said she's like, I get paid when I speak, I get paid with the white guys get paid. I just want you to have that energy of it's the fair market value, which is what are the white guys getting paid? So do your market research. If you don't know what to charge for your products and services, you got to do your research on it. So I'm not saying, Oh, I think I'm amazing. I'm going to charge $25,000 an hour, I'm sure there are people out there that are doing it. Bless bless, bless. I don't think that's any one of us. But hey, I am not squashing any dreams. But it's about being real. And again, it's about what the white guys are getting paid. Conversely, I want you all to think about this. When you are dealing, you know, in business with other women. Are you trying to a get them to reduce prices? Are you trying to get them to work for free? Are you clutching your pearls because somebody has said it costs x to work with them to happen to me, I'm sure it's happened to you. So think about your own bias, we have our own bias towards other women charging what they're worth is is a two way street. It's av, I was chatting with a friend of mine, who she was talking about her deliverables. She's a very well run when she's been on on the podcast before she's a communications coach. And we had the same conversation about what are the white guys doing, we all go out of our way. And most women over service and over deliver in everything that we do. And it just leads to burnout, it leads to frustration, it leads to, it just doesn't lead to anything good. So it's charging what the white guys are. And we kind of we had this story that I was sharing with her a friend of mine was also in communications, and said some guy came in and he charged. I'm gonna say $15,000 for this hour of his expertise. And he left everybody with three bullet points on a piece of notebook paper as his leave behind. For his time, people paid him for that. And any one of us is going up. It wasn't branded, it wasn't a book, it didn't have 1000 things and tips and tools and this and that. And it didn't also include multiple hours of coaching and training and this and that the other so it's time to adopt some of this white guy energy A and B. Also understand where you're trying to get something for free or thinking. You want to ask your friend who's a lawyer or a doctor or a marketer, digital media queen, to pick her brain or take

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her for coffee for an hour. She doesn't go to coffee for an hour without getting paid. Because if she doesn't work for that hour, she's not getting paid. This is not to say, we're not all going to give five minutes of advice. We're all happy to give five minutes of advice. But understand too, that were part of the problem. Because I get asked all the time. Can I take you for a walk? Can I buy you a glass of wine? No, you can't. I have three kids, I run a business. If I went out for every cup of coffee and glass of wine, I'd be gone all the time making no money. And then I can't send my kids to college. So we have to think about how we are interacting with other women. and their services. So if you want your friends to help you out with their photos, or their marketing advice, legal advice, whatever it is, you got to pay him. I've been the one who's actually vendors that I use, I'm always telling them to raise their prices, because that's just you know, the business coach, entrepreneur and me going girl, you are not charging enough for your services. If you're so busy, you can't see straight you need to you need to up those prices, you deliver a great product, I know it's really hard. So get white guy energy under your belt, adopt it, embrace it, and also see where you're being part of this, I'm going to call it a problem of women not getting paid what they're worth, we all have to look at it. It's all buried in us, it's all part of that internalized patriarchy. So check that out. And I'm going to have experts coming on sooner than later to really get into this to really dig deep into it, because it's really important. So we got to get paid. And we also have to build our financial security. There's a lot of single moms listening to this show. There's a lot of us who are, you know, out here, still recovering from COVID people have had illnesses, people have a lot of things going on. So I'm committing to you, I'm gonna bring on some more experts in that regard, because financial health is part of wellness. And it's part of being fucking fabulous in our 50s. And, you know, we're not too fucking old to have our financial shit together. Let's just say that. All right. Oh, gosh, I love talking to all of you. I could go on and on. But I'm gonna cut myself off because I know my podcast manager is going to be like, Jen, you told me this was going to be a quick one. And well, it's not they never are. Because that's just not me. I'm not I'm not a quick and dirty person. I try. I hope you enjoyed this. I hope this was helpful. I hope this gives you a little insight into some other experts. I'm going to be bringing on the show. Always, always reach out to me if there's somebody or somebody you want to hear from. I asked everyone to be on the show. I got no bones about that. I've got my white guy energy in that regard. And if you just have specific questions, you can always message me you know, I'm everywhere at Jen Marples on LinkedIn tick tock Instagram, come find me or just shoot me an email Janet jennamarbles.com and send me questions and the guests that you want to have on I'm here this is a two way street here in podcast land. So my final request is as always, is to share this podcast with a friends let's help spread the word. Let's help empower each other women supporting women Okay, I'm gonna make you feel guilty. Now women supporting women how you can support me is sharing the podcast but you're actually supporting your friend. And you know, women maybe that you don't even know by sharing this podcast with everyone. So I hope you do that. And also make sure you you know you're subscribed and that you've rated and reviewed the podcasts all helps as we blow this puppy up. And like I said, there's some exciting things coming in the fall in relation to this podcast and some other things so stay tuned for that. Again, if you're interested in working with me all those links will be in the show notes a mastermind coming soon you can get on the waitlist and of course ping me and book a call if you're interested in working with me in any regard you can book a complimentary call and those links are in the show notes. Alright ladies, I hope you have a fabulous day love and adore you. You've got this. We've got this together. We are in community together so just know you're not alone. And you're listening to the right show. I love and adore you have a beautiful day.

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