

Barbie Kalev:

Welcome to Next Level Greatness, the podcast. Okay, you guys, we are in full swing with enrollment for Money Magnet. And today, I have a very special guest that I feel like I've been promising on, not on and off, but for a while. But you know, I like to fly by the seat of my pants, and we just haven't made it happen. But I know that you guys, here, we talk about Human Design all the flippin' time. And so, my very special guest today is Jen Norland, a Human Design expert. I'll let her tell her own story, but I'm so, so happy to have you here. And you are also a Money Magnet graduate. So welcome to my podcast, Jen.

Jen Norland:

Thank you for having me.

Barbie Kalev:

I'm so excited to be here. Me too. Okay, you are an engineer turned Human Design expert. Just give us a little bit of your backstory. Who are you?

Jen Norland:

So yeah, I spent 23 years in corporate consulting, issue theory, and I was in a place that involved the people. I had a lot of responsibility. And there was nothing about it that was really satisfying to me anymore. And about that time, I started feeling like I don't know about this for the rest of my life or till I retire. And Human Design challenged me. And I think that's how it works, right? Like it finds us in exactly the right timing.

So I had been a part of a mastermind at the time where I was introduced to Human Design. And I thought, "I have to know more. I have to know more about this." So I actually became certified in Human Design. And it was almost exactly a year later when I left my corporate position, knowing that there was more for me, knowing that engineering was not where my gifts, which I really dove into deeply when I learned most about Human Design, that's not where my gifts are best shared with the world.

Barbie Kalev:

I totally get it. And I agree about Human Design finding you because it found me. So before I ask you for a definition of what Human Design is because I know that I always give a very much definition and I'm like, "I don't know but it's amazing, everyone should do it." You became a customer of mine through body formerly called Beachbody.

And I happened to click on one of your links on Instagram. I happen to take-- I love quizzes, personality quizzes, things like that. And so I happen to take your test. And by the way, you guys, Jen's link is below in the show notes so you can get your free chart with a report. It's amazing. And so I read it and burst. Some things resonated with me, but it said something about frustration, the cycle of frustration before you hit a breakthrough. And it said that I quit, and I am not a quitter. And so I disconnected.

And I was like, "That's definitely not me. I don't quit things. I don't." So it's not me.

And so I just left it there for like two or three months. And then I entered a deep cycle of frustration. And I was like, "Wait, does this Human Design thing talk about frustration before the breakthrough?"

And so I went back to my report, I just got goosebumps, I went back to my report, went back to you, and I actually booked a session with you. And it was goosebumps, like I have full body goosebumps remembering this. And it was like you, gave me language to how I was feeling, and it gave me permission to be who I know that I am here to be.

Because one of the things that you remember that I told you was, "I feel like I'm wise." I'm 48, and I feel like I'm a very wise person." But that sounds almost pompous to me, you know, like, "Hey, I'm wise." I'm like, "I know she didn't have a beard and be wise or something or like very long gray hair and be 90 years old to be wise."

Do you remember what you said to me? Or not exactly, but where did that come from, like the wisdom part?

Jen Norland:

Well, it shows up in your chart, and you're here to share your experiences and the things that you have integrated into your life. That is part of your purpose, and that comes up very clearly in your chart in a lot of different ways. I remember talking about that when we had your session. There are so many different areas in your chart where that comes out. You are here to share that wisdom and to lead and guide people and be that role model.

The frustration that you felt came at a time when you are experiencing this transition, and oftentimes, we feel a transition. Without seeing what the outcome is going to be, sometimes we don't know what to do with that. I think that's one thing that Human Design can help us with is to go through those transitions in a way that serves us.

Barbie Kalev:

Yeah, you know, I've seen this several times over the past few weeks. People posting on Facebook that either they've gone through a midlife crisis or they call it a midlife crisis as if it were a bad thing. But some people, I think it maybe leads to depression for them because they believe that they have to continue walking the same path as they always have.

I love what you're saying because the reason they feel like it's a crisis, and it might be a crisis, but that crisis signals that it's time to change. But they think that something's wrong because what used to satisfy them and what used to work doesn't work anymore. And that's exactly where I found myself. Human Design validated my feelings, but also, like I've already said, it gave me permission to just step into the unknown and be who I am.

So with that, what is Human Design? Can you define Human Design for us?

Jen Norland:

The short answer, for many different levels, you can dive into Human Design. You can go very, very, very deep. Human Design is how you experience the world energetically. Like everything that we do, everything that we experience, every situation that we step into, is an energetic experience.

When we understand our Human Design, we can understand how we experience the world. It can start to clarify some things. Why do we have patterns or behaviors that we do that maybe we repeat over and over? Or why do we experience emotions in one way with one person and in a different way with someone else? Why can we step into a room sometimes and have this sense of like, it's either a really great place for us to be, or we really shouldn't be there?

It's how we experience the world energetically, kept that definition for us uniquely.

Barbie Kalev:

Yes, I think that we're going to get to that a little bit later how we respond. I have to tell you that part of my human design chart of how I respond in my body, whether some things a yes or no, has been the biggest, biggest gifts. So when I did my human design reading with you, I don't know the moment that it happened. It was just like that was maybe last year around March, I think it was March 13.

And then maybe seven days later or so. I was going to wash my car, I had things to take care of, still feeling that frustration of like, what's my next step? I knew that I wanted to teach online courses. But I thought that what I wanted to teach was something about helping people through burnout, but it just didn't feel right. So that's already like a sign? If something doesn't feel right.

And so I was at the gas station, and I opened up a group I was taking a course on manifestation, which didn't hit the spot for me. I don't know if I told you that it felt very encyclopedic. For me. It wasn't spiritual enough for me. However, there was good in that because I opened up the group on Facebook, and there was a woman who asked for those of you who are High Money Magnets, can you tell me about the process?

And I lit up, it was someone just freaking, even right now. I have goosebumps, right? It was like I set my soul like God, I really felt I'm feeling it right now this very second. And so the way that it feels when I know that I'm connected to source is that I get goosebumps. I get goosebumps a lot, whatever I'm like, turned onto light. And then it's like, things just light up. I can't explain it. And I said, I'm a money magnet. I know how to make money. I know how to teach it.

And within 10 minutes, I didn't even have a sales page, I didn't create a sales page, I went live. And I said, This is it. This is my next course, it's gonna be called "Become a High Money Magnet" now it's just "Money Magnet". And I had 17 people sign up, it was incredible. And you were one of those 17 people. So that was an example of me responding as a generator. And all year long.

So since last March 2022, up until now, I trust that feeling. So my husband, we're just looking at different houses right now. And my husband showed me a picture. And he's like, "Oh, babe, this house is so beautiful". And I looked at it. And I said, "No", it wasn't because I was being not open. It was like my body said, No. And then I said that, because I've gotten human to human design too. And then I said "Babe no, my body says no." And then he showed me another household.

So that's one thing that I've learned. And I can't credit you enough for that. So you know what, let's get into it. Let's actually get in. And we'll talk about Money Magnet afterwards and your experience. I know, we don't have time to talk about their five types. So what are the two most common energies? And how do people know whether something's a yes or no for them?

And then, first of all, you can go, as I said to the link below, to find out what your energy type is, your human design type, whatever you call it, and then you can get that for free. And then you can dive into that. But because of time, let's talk about the two most common types.

Jen Norland:

So the most common are generators and manifesting generators of about 70% of the population are made up of those two types. And there are similarities between the two. And then there are some other things that are very, very different. But one of the things that is common to those two types is that how do you best make decisions and that feeling that you talked about when Ziggy showed you the picture of the house? And it was a no, that is from your sacral. So we have different energy centers in our body, I will get into what all those are.

But what differentiates a generator and a manifesting generator is a defined sacral. So you have this lifeforce energy always available to you, it's very consistent for you. And when you lean into that, when you begin to trust at which you have very much. That's what you get. It's either an immediate Yes, or an immediate No. That is your truth.

There are other things that can kind of guide that for you. Your emotional solar plexus is part of it as well. But it's really asking yourself yes or no questions so that you can find that sacral immediate answer that you can feel you can literally feel it in your body. That's your truth.

And that's one of the things that you have learned and that you have really learned to lean into. And you have seen the evidence. I've watched you since last March. You've seen the evidence of when you listen to that, that's when you have the best outcome of whatever that decision is.

Barbie Kalev

Absolutely. And the other ,Jen Greta. So she's really blossoming since Money Magnet, and we were texting back and forth. And she was saying that what she was describing, was her responding in the same way to her sacral being lit up or no. And I said, Jen, this is what's happening. And she's oh my god, I thought I understood it. But now I understand it.

So it's almost like when you first learn about human design, it's like, because it's such a different language. We're so out of touch, we become conditioned to be so out of touch with our body that at first it's not obvious, and now it's obvious and she'd experienced the same thing. Can you give us an example of you? What is your energy type?

Jen Norland:  
I'm a generator also.

Barbie Kalev:  
How do you respond? Like, what's an example of something that's like yes or no for you?

Jen Norland  
Well, again, it's really leading into that. So when I have someone who asked me yesterday a question, I have a cousin of mine, who sent me a message the other day and his daughter is wanting to move to Colorado, life is changing. And he asked me, he said, I know this is a big ask, but is it possible that she could stay with you for a while, while she's figuring this out? And it was an immediate, absolutely, there was no doubt in any part of my being. And it's just that the hardest part right is trusting Yes or that No,

And other times you and I have talked about this like going out You and I both are six two profiles, and that's that's something different but we need time alone. We need time to reset it and just to be alone, to be out of society and out of other people's energy. And we're designed to be that way.

And so there have been things that I love to do, whether it's to go meet a girlfriend for lunch, or to go to a yoga class, and I wake up that day and I go. This is not a hell yes for me. But I should, into my mind, into my head and I go, Yeah, well, I should do this. I said, I would do this. And if I push through, and I do it, I usually get to the other side, when I'm like, I wish I would have stayed healthy. But when I listen to that, even when it's a no, that is what is best for whatever is happening in life. So it's just learning to trust that.

Barbie Kalev  
I love that you said that. And actually, yes, we have talked a lot about that. Because I feel that I'm not a very social person in the 3d world. And one of the things I've said to you is that the more I step into my sixth line, which is my role, model, role line, I become more and more of a hermit, but also, and I've been very open in my podcasts that my energy is very limited. And so I have to choose very wisely what I can give my energy to, because if I say yes to everything, and everyone, then I have nothing, I have an empty cup.

Jen Norland  
That's why we're all burned out and stressed out, because we don't tend to listen.

Barbie Kalev

Yes and so one of the really the most difficult things for me, is I do have a few friends that want to see me, you and just go for a walk. And if I'm in my head, I'm like, well, if I'm a good friend, I'm gonna go for a walk. But if I listen to my body and my sacral, and it's like, do you actually want to go on a walk and talk? No, I don't, I want to be alone.

And that's really difficult. In a world where it's almost like we're forced to be social, or at the end, there are all these norms of how we should be. And now I'm honoring that. And I actually sent a friend a message like, "Listen, my energy is very limited. And I'm just in a hermit period. And this is what it is, I love you, but I might have to be that friend that you see, like, once a year", and I told my husband about it. And he's like, "Babe, You're almost 50 years old, you don't owe anyone any explanations", and I said you're right, but it allowed me that I'm not a bad friend, I guess, you know, I meant that evolved right, because it gave me the permission to just be myself. But I have to say it's not always easy.

And in a work environment. For example, this is what burned me out where I would do a million zoom calls, or all these team calls in my network marketing business. And I refuse to do that. And this is where the crisis came from. For me, when you and I started talking over a year ago, that the old system of doing things didn't work out. It didn't work for me, it was very successful, but it didn't work for me. And so I was in-between stage of life. Okay, everyone's still really hustling, doing all these calls and all this stuff. And I'm not willing to do that.

And so I needed a whole year to really just get in my body and decide like, what would feel good for me? And how would it look like for me to run this business and thrive? And now I'm doing it. And this is how I'm also building my courses, my coaching, it's by listening to my body. And I really don't know if I would have gotten here. Definitely, who knows? Right? Maybe I would have gotten to this point. But I absolutely believe that human design helped me with that one thing of listening to my body what feels good, because now I know what it feels like to be in alignment not be in alignment. And Human Design is just such a wonderful guide. So I love you forever, Jen.

Jen Norland

I love you too.

Barbie Kalev

Yeah, and I love telling my students about you. And actually anyone and everyone, I should have your link to send my notes because I'm always sending them to you. Because you have choices. So anyone listening, you have choices, you can go to anyone you want. But one of the reasons that I love you in particular is because of your wisdom. I mean, you're around my age, I think you're older. And I love that I love that you're wise and you've lived and you're kind and you're open and this is the declaration of love.

Okay, let's talk about Money Magnet. What made you say yes? Erica, what made you say yes?

Jen Norland

Well, it was the full embodiment that I saw in you. And we hear this all the time, like surround yourself with people who have done the things that you want to do or go where you want to tell. And I have followed for many, many, many years. I was actually originally with Beachbody like 13 years ago, my coach left and that was Why I contacted you, because I had followed you for so long. I loved how you operated in your business, respected and honored your own energy in your body with what was going on from a health perspective, I know you're very open about that.

And it was just again, leaning into that sacral like it was an immediate yes for me, because I know you're so embodied in creating the life because of where you came from. And you have created this, and you know that, and to be able to share that and to teach that and to know that that is something that you're here to do.

Like you knew that long before you transition, and also started your coaching business, you knew that long before. So it was just an immediate yes for me, because I knew that I was stepping in with you to guide and lead the way. And you had done that. You had done what I wanted to create a life.

Barbie Kalev

That's so beautiful, Jen, what does it mean to be embodied? Because I feel like a lot of we listeners are very intelligent women like you. Very intelligent women, but they're not into the healing spiritual world. They're just like dipping in their toes. I feel like embodiment is a word of vocabulary, a word that people are not really familiar with. They may know the definition. But what does that mean to be embodied?

Jen Norland

So for me, and I think about this, personal development is really big in the network marketing companies and kind of in that arena, which is where my journey started was with personal development.

And I think embodiment is like, you can read all of the books in the world, you can go to all of the conferences, and you can get information. But until you actually integrate that into your own life into your own decisions into your own, how you do things. That's where the embodiment comes from. You take those things that you learn, you take the wisdom of the experiences that you've had an ace, and you extract what was meant for you in that lesson, like, Why did I go through this? What was it trying to teach me, and I never understood that. I did all the personal development in the world.

And until I actually dug deep, and it's hard work. It's hard work to go back through a lot of this, and the experiences that we have, and totally disconnect from the victim mindset of why did this happen to me? And look at it from the standpoint of, okay, I've got all this personal development, I know, these are what they say you're supposed to do. But how can I apply that to this situation into what I have actually experienced in real life.

And to me, that's where the embodiment comes from. That's where the wisdom comes from. And that comes by doing the work. And I don't think it necessarily has to take a long time to do that. But it has to be very intentional. It has to be very personal. And it has to be like you first have to accept that this is my journey. And it doesn't matter what anybody else is telling me I should do. It's what is right for me. And that's a very different mindset. Just doing the personal development and thinking we have to do it a certain way that somebody tells us that to me is embodiment.

Barbie Kalev

Yes, that's beautiful. And not to toot my own horn, but I feel like that's what we did in Money Magnet. Can you speak to that? Do you feel that and how was that true that I created the space for us in which to do that.

Jen Norland

You know, you talked about, you have this wisdom, that it's come through your experiences. And what to me from being in Money Magne from my experience in working with you is you were able to hold that space of being embodied. You've done it, you know what it looks like, you know what it takes, you also know, it's a very individual journey.

And so when you can hold the space and allow, and one of the things that I said to you before was that you were able to hold that space for women that were in all different places along their journey. Some of them were just starting to reconnect with their bodies, and with listening to who they are here to be. And then you had people who were further along in their journey, and you're able to hold that space because you know, it's an individual and unique experience. And you didn't say okay, here's your steps, A, B, C and D and as long as you follow these steps, here's where you're gonna get you understand that's not what the journey is, and when you can be a leader and hold that energy for people, it really creates conditions where they can see those big transformation.

And that was my experience with you. Because you were able to hold that guide us and lead us through. And that's based on what you've experienced, you were able to share those things that you've been through those stories that you use to tell yourself. The stories that even going back to when you were a child, and how you transformed those into the life that you live now into creating and building exactly the life that you want to live with having a marriage that is amazing, and a business that is amazing. And now doing starting another business that is your like your soul's calling, even more.

So I mean, I think that your body business has been that too and has led you here. But that's what I got from Money Magnet and you were really able to hold that space, and provide us with the tools so that we could do the work. And you were there to guide until we did and to show us all.



Barbie Kalev

That's so beautiful. And for me, it's been such a pleasure because you are not new to personal development and to inner work and you teach this stuff and you guide people. But for me to see you work through your own money stories and conditioning, it's just been so beautiful to see you blossom. And just to continue this work, that is the work of a lifetime.

Jen I'm so happy, I think I wanted to at first go into your money stories, but I just don't even think that we need to. I feel complete. And until I'm ready say I'm gonna repeat it and it'll serve. As a reminder, if I did already repeated that, if you are going to jump into Money Magnet, we are getting started, the class starts March 5th or 6th, I have to look at my calendar. I don't have any in front of me.

But I am including an almost two and a half hour session with Jen. I mean, it's such an amazing call. And that is my gift, our gift to you for enrolling in Money Magnet, I'm telling you, human design has been such a game changer.

And if you decide not to join us with money magnet in this round, you can still get your free chart below. And then you also do one on one sessions, you know, tons of opportunities for people to work with you.

So I'll just go ahead and put the link below. And then that way people can really do enter a rabbit hole. It's entering a whole new world when they enter into your world. And then that's it. Jen I just want to thank you, I love you. And I love that we're so connected. I really feel connected to you. And I'm excited about Money Magnet.

Jen Norland

I'm excited that you're continuing to do this work. You have absolutely changed my life as well. I'd love to be able to spend time with you and feel that connection as well. So I'm excited for whoever just decides to jump in with you. It will change your life. It's incredible work.

Barbie Kalev

Yeah. Thank you. All right, everyone. We will see you next week. Bye bye.