



TRANSCRIPT: EPISODE 167

Episode Title: GET WHAT YOU WANT

Guest: Julie Solomon

Episode Link: <https://grownasswoman.guide/episode167>

Jackie MacDougall: There are a lot of grown-ass women out there who are so capable, so smart, so amazing; and they don't know how to get what they want. But first, I hear this a lot and you probably do too; 'how do I even know what I want? I don't know what I want.'

Julie Solomon: Yeah. That's a great one. And I do hear that a lot, but what I always tell women is I say, "Well, you do know what you want because you know what you don't want."

Jackie MacDougall: Right.

Julie Solomon: And so, by focusing on what it is that we don't want, it actually puts us on the path of discovery to what it is that we do want. Well, now that I know all the things that I don't want with this, what are some of the things that I do want? And, it's usually the opposite of those things. That's going to unlock us to more of that clarity of what it is that we do want.

Jackie MacDougall: I like that it's a little reverse-engineer there. Julie Solomon is a Speaker, Business Coach, Host of the top rated The Influencer Podcast, and Author of the brand-new book, *Get What You Want: How to Go From Unseen to Unstoppable*. And, that's what we're talking about today. If you've been thinking it's time to go for what you really want, or maybe even just figure out what you really want, this episode is for

you. We talk the importance of owning your origin story, Julie's three keys to freedom, and the one mind-blowing section of the book that can change how you see everything.

I'm Jackie MacDougall, and this is The Grown-Ass Woman's Guide.

Advertisement: I absolutely love when women over 40 share their must-have products in our Grown-Ass Woman's Guide community. And, I like to return the favor whenever possible. It's no secret that our bodies change as we age, and frankly, we need more lubrication, in and out of the bedroom. I'm a huge fan of Coconu's, coconut-based organic lubricant for those private moments, and they're Hemp infused Body oil everywhere else. Use them together to help nourish your skin, sooth pain and discomfort, increase sensation, and ease tension; so you can relax and enjoy being in your body. You can get both as a package deal for 10% off right now, and use Code - Grown Ass at checkout and receive another 15% plus free shipping. Trust me, you will thank me later for real. Visit grownasswoman.guide/coconu and use Promo Code - Grown Ass. That's grownasswoman.guide/coconu; like "Coconut" without the "T".

Jackie MacDougall: Julie Solomon is an impressive human being. Her work has been featured in top tier outlets like, FORBES, Entrepreneur, Business Weekly, SUCCESS, and People Magazine. And, she was recently named one of the Top 100 leaders in Influencer Marketing by Influence.

And, it doesn't take long to see why she's created so much success, but it's actually the vulnerability and authenticity Julie shares in her book and on this episode that made me truly excited to share this conversation with you. So, let's get back to it.

We've talked about how to figure out what you want, but how do we tackle that crippling fear of actually saying it out loud, you know, for the world to hear?

I think many of us do know what we want, but there's something about saying it out loud. You know, I think there's a fear there. Where do you think that comes from?

Julie Solomon: Yeah. And, I think you just touched on another thing. It's not that we don't know what we want, it's just: we're afraid of saying what we want, declaring what we want, advocating for what we want; and then heaven forbid, it not happen. And then, that means something about us. 'We're a failure. We're not enough. Who did we think we were to think that we could even make this possible? The Imposter Syndrome, all of the fears come in.'

I was one of those people for a very, very long time, who not only didn't think that I knew what I wanted, but when I got really honest with myself, it's that I didn't think that what I wanted was possible. Not only could I not get what I want, but I especially couldn't get what I wanted. These other people could get what they wanted. You know, because they had figured something out that I hadn't, they knew the secret sauce.

They knew the key to life. They had a better car, a better job, a better husband, a better partner, you know, whatever it was that I would make up and tell myself. And so, it was always for me, and this is where it kind of allowed me to kind of stay in my victim state because the answer was always out there or for somebody else. And so, it wasn't possible for me

Jackie MacDougall: In Julie's book, she opens with a story about hiding \$30,000 in credit card debt from her husband, actor, Johnathon Schaech, when he discovered her dirty little secret and confronted her. This story of you being \$30,000 in debt, like, I can feel it in my stomach when I was reading it.

Julie Solomon: Yeah. This is a story that I had never shared publicly until the book came out. Another thing that I strongly believe in life is that every coach needs a coach, every therapist needs a therapist, every leader needs a leader, every teacher needs a teacher. So, I had a writing coach through this process. I wanted to write it myself. I wanted to really give myself the courage and the vulnerability to do that, but I'd never written anything before.

And so, I get on the phone with Mary, who is my amazing writing coach. And, I just said, "I need you to walk me through this. Like, what is too much, what is not enough?" And, she just said, "Well, just talk to me, you know, just tell me some stories. Tell me-- Tell me the stories that if you think someone knew about them, like you want to want to go, crawl in a hole and die; like the most shameful, dark, icky stories."

And I said, "Well, you know, if I'm really being honest, it's several years ago, you know?" And then, I told her this story about how I had, on paper; I had this great PR job and I had a husband and my son; and, kind of, on the outside looking in, you would think it would be one of those picture-perfect stories.

But on the inside, I was hiding this big secret; and I was hiding this debt, and I would go and I would shop and I would buy things. And then, I would justify me buying things by saying, "Well, you know, I'm not-- It's not like I'm going to Rodeo Drive and buying Ames bags. You know, I'm buying lip gloss and I'm buying a t-shirt from T.J.Maxx, and how bad could it really be?"

But over the years, it compounded into a heaping amount of debt. And, when my husband called and said, "When were you going to tell me about the credit card," I had this guttural moment. Initially, I wanted to try to fix it because I'm a fixer. I wanted to avoid it because that was just my, 'Justify Rationalize, Avoid' my addictive pattern.

But most importantly, I knew that I had been, you know, 'hand in the cookie jar'; I was caught and I had a choice in that moment: 'do I want to keep doing what I'm doing and getting the same results, or do I want to have a "come to universe moment" and start to face some really hard truths about myself?'

And, the hard truth at that moment was, 'why am I so afraid to be honest about money? Why am I so afraid to be honest about my relationship with money? Why am I so afraid to be honest about me, maybe not feeling worthy of money? Why am I so afraid to be honest with the fact that I can make a lot of money, but I spend it faster than I can make it because I don't feel worthy of having it in the first place?'

Jackie MacDougall: I think that is so relatable. If you've listened to The Grown-Ass Woman's Guide before, you know I'm no stranger to money conversations. In fact, keep your eyes open for an upcoming episode on that. But money mindset and our attitudes around finances, cannot be underestimated. And, most of those attitudes are formed in childhood, in our family of origin.

Julie Solomon: When it came to money, I have this origin story of a very scarcity mindset around money. I grew up in a very small town, blue-collar working family. My dad literally wore a blue collar to work every day. And, there was just this mindset of, as long as we have enough money to pay the bills, and I really hope that we have enough money this week to pay the bills, then everything's okay.

And so, there was never enough money to go around. Therefore, of course, conversations about savings weren't happening. There was no money to save or 401(k) or forecasting or wealth advice; like wealth, what's wealth, you know, wealth advising?

Jackie MacDougall: It's for other people.

Julie Solomon: 'That's for other-- That's for those people. You know, those people get to do that. I don't get to do that, I'm not worthy of doing that. I'm not enough to do that. I wasn't born into that. Therefore, it's not possible for me.'

And so, that very childish mindset, scarcity mindset started to come into my adult life because I had never faced that. The other thing to kind of compound that when it came with money is that I was raised with this mindset that is very common in-- I was raised in a small town in Tennessee.

So, a very kind of Southern culture mindset where, 'there's going to be some man in your life that's going to come in and he's going to handle all of that. So, you don't have to worry about that. And, not only do you not have to worry about that, but we don't want you to worry about that because you're a woman which, kind of, automatically makes you a financial toddler.

And so, we don't really want you to be worrying about the money because you're a woman. So, you're not going to know how to count. You're not going to know how to use a calculator. You're not going to know how to balance a checkbook. You know, a man has to come in to do those things.'

And so, it was a very, you know, kind of Baby Boomer mindset, and a very Southern mindset. And so, I was always waiting for this Fairy Dadmother, you know, Fairy Godfather, I should say, to fall down from the sky to kind of handle all of this for me. And, I would see the patterns, you know, and even in my first marriage, because I've been married once before. So, in my first marriage, even though I was very young, there were these patterns.

And, I even remember my husband, at the time, being like, 'we need to talk about finances,' and I'm like, 'I don't need to talk about that. That's your job. Like, why is it my responsibility to have to like budget? I don't understand math. I'm not good with numbers. You're the engineer. You need to figure that out.' And, I would just kind of pass it off.

But what I didn't realize at the time, is that it was compounding this core belief system that I had around money and that I chose to keep having around money as an adult, started to compound these beliefs and these frameworks that I had around my own ability to have freedom and have abundance and to really see money as this tool that I could use to not only hopefully pay the bills this week, but to actually get what I wanted in life.

And, the reason why I wanted to share that story so much is because I know that there's probably a lot of women out there that didn't hide \$30,000 of credit card debt from their husband, but maybe they do other things. Maybe they're like my mom, who, when she runs into the house with shopping bags, she immediately runs to her closet to hide the shopping bags, because she doesn't want to have to talk about how she went shopping that day.

Jackie MacDougall: Totally. And, let me tell you this; when I bought my first house in Burbanks, California in 1999, I would go on, you know, I'd go out and buy things for the house or go buy some clothes for me or whatever. Single, I'm a single woman in my own house that I purchased, and I would leave my bags in the car until it was dark so my neighbors would not see that I went shopping and think things of me.

That's how jacked up my money mindset was. So, when I was reading this, I was like, 'oh, you are so not alone.' Let me ask you this though. Was there a part of you that wanted him to find out because it was like, how long could you keep this going? I mean, maybe in your subconscious?

Julie Solomon: No, I was so delusional, Jackie, that, no. I kind of had like a gambler's mindset, which is an addictive mindset, that I had told myself, because I would say things like, 'I'm just going to book a PR gig and I'm going to pay it off before he finds out, or he's going to land some new job, and somehow, I'm going to take the money from the job that he landed without him knowing it and pay it off and he'll never find out or I'm going to win the lottery.'

Like, just this really delusional thinking because I think, Jackie, for me, it was more important for me to feel this accomplishment or this pride and being like, I got myself in this, 'I'm going to get myself out of it and I'm going to be able to get myself out of it, to where he doesn't even need to know about it.'

Then it was like, I need help. I didn't even see it as a cry of help in that moment. And so, I couldn't even think about, oh, I kind of wish that he finds out. Now, I will say it was a relief once he found out, because I'm like, 'okay, now this is out in the open.' But when I was really in it and in those addictive patterns, and if anyone has ever dealt with addiction or has a loved one that has dealt with, you know, whether it's alcoholism or gambling or drugs or whatever, you know that addict behavior.

You know, the addict mindset is one of such delusion, and such unusual and bizarre behavior that when you're in that addict mindset, you can talk yourself in and out of something that makes so much sense to you, even though it could be farther from the reality of the situation. So, that's really in the moment of where I was. I was in a massive state of delusion.

Jackie MacDougall: Yeah. You know, I don't think we talk about this. So, you know, you're married to a Hollywood actor. You're working in publicity. When you do make money, when you are bringing in clients or when he's getting gigs or whatever's going on, it's a sizeable amount of money.

So, I think sometimes we can, sort of, poo-poo the idea that somebody might actually be struggling because on the outside, you're successful, you've got everything. You're not living in your car. It doesn't look like a struggle in what we have determined as society what a struggle looks like.

Julie Solomon: That's what I would always say to myself too. I'm like, 'I don't need help. Like, I'm not in a ditch with a needle in my arm. You know, I'm not-- I'm not rock-bottom. Like, I'm not on drugs. I'm not on, you know, drinking all day.' And again, that's the justification and the rationalization of the behavior. And I would, I would say those things.

And, I think also, what you touch on too, is this idea of, I never knew what 'enough' was because I never had 'enough' growing up. So, there was no magical number that I could have ever come up with that would've been enough. So, my husband could have made 50 million a year. And like, would that have been enough? I don't know. I could've made--

Jackie MacDougall: Just so you know, Julie, it would've been enough for me. I'm just saying, 50 million, I'm good. [laughs]

Julie Solomon: Right. But it's when you're not, I would've thought like, because like, how is that not enough? But knowing my relentlessness at that time-- And, it wasn't really too, I had this weird dynamic between like, 'I didn't really care how much he made, this was about me proving something to me.' So, it wasn't about his money or his success, or how much he had made throughout his career.

This was about me being successful, and about me making-- I would say to myself, I want to make so much money that I afford my husband. Like, he would never have to work again if he didn't have to, which I think is an amazing dream. I know a lot of women out there that have those dreams, but there wasn't a realistic framework to, what does that actually mean to get there?

And, once you're there, do you know that you're there? And, I remember one time, one of my really good friends, Liz Rider said to me, and she goes, "Julie, what is enough for you? A million, 3 million, 5 million, 10 million? Like, what is enough?" And, I just remember looking at her being dumbfounded because I had never asked myself that question, 'when is enough, enough?'

And, it's kind of like never enough. And so, I think that when you're trying to fill up the void of enoughness, you know, until you're really hit by those harsh realities, it's like

you're just throwing spaghetti at the wall or you're, kind of, just, the cliff just keeps getting higher and higher as you keep going up it. Because there was never that magical moment where I'd be like, 'okay, I've made all the money and I feel great. And, now I can just sit back.'

It was-- There was always a next level, and there was always this new thing that I wanted to accomplish or that I wanted to prove to myself. And, that just really goes back to my need for so long for validation in order to feel seen and heard and loved. And, in order to validate my human existence; I needed to perform, I needed to achieve, I needed to succeed.

Jackie MacDougall: Yeah. And, I think that's very relatable for a lot of women because no matter-- It's not even just about money. If you feel like it's not enough and you're not enough, no matter what you get-- You've seen that, right? Where someone's like, 'this is what I want,' and then they get it and they're like, 'no, it's not enough.' I've felt it a lot in my life as well.

And, you know, in the book, you mentioned origin story. When you're thinking about what you want, some people might be like, 'well, why do I even have to go back? Like, I don't want to look back. I don't want to think about my childhood. I don't want to relive any of that.' But according to you, it's extremely important to sort of go back and to think about where you came from before you can even think about where you're going. Is that, am I getting that right?

Julie Solomon: Yeah. You know, I'm a firm believer in not dwelling on where we've come from, but being really clear on like the ideas of, what got me to this place? Like, what were the thoughts? What were the beliefs? What were the ideas? What were the frameworks that got me to this place that I don't want to be at?

Because whatever that is, at least the way that my brain works, like I really need to understand myself fully and wholeheartedly to be able to be the first to admit these are my strengths and these are not my strengths. And so, how do I really use both to make sure that I'm showing up as the absolute best version of myself? And so, that was for me of getting really honest about that origin story piece; and it can be--

You know, my origin story is one of, you know, we talked about the money piece, so a big heap of scarcity, lots of people-pleasing, the need for validation. When I was growing up, I had this desperate need for people to like me. And so, I would wear all these different kinds of masks or kind of be whatever people needed me to be so they would like me.

I would automatically like people back just because they liked me without even checking in with myself, on if I actually wanted to be around this person. So, because of that, I would tend to hang out with the wild crowd, the crowd that did all the drinking and drugs and the partying. And, I also liked that, that was thrilling to me.

It was never the addictive patterns that I was attracted to, but it was the people who loved that kind of walking on the wild side that I loved because I thought that I could fix them or I thought that I could change them or I thought that I could be the hero in their story. And then, that led-- The payoff to that was that I felt validated, I felt important, I felt loved, I felt seen.

And so, that is where kind of that self-righteousness comes in. And so, if you don't get really clear on your origin story and what are these things that really make up how you now see the world, because the results that we see today, just come from our beliefs, which are just the stories that we tell ourselves over and over again, which then dictate our thoughts, which then dictate our feelings, which then dictate our actions or reactions or responses in the world, which then dictate the results that we're seeing today.

So, what I've come to find is that by getting clear on where I've come from, by really understanding what my origin story is, it allows me to keep the focus on myself. And, by keeping the focus on myself, I'm able to get really clear on, where do I end and other people begin, codependency? And you know, how can I start to take stock and actually change the things in my life that aren't serving me, that I don't want in my life anymore?

And, it also allows you to really see, what are the payoffs in thinking those limiting ways are in, kind of, that the victimhood mindset of, 'nothing ever works for me, people don't ever look out for me, people don't support me, it's never enough, I'm never enough, I'm not good with money.' It's like all of these little things that we can just say to ourself constantly throughout the day, come from this deeper belief system that we have and are ultimately dictating all the results that we're getting.

So, long story short, yes, we can't control everything that happens in our lives, but we can control a lot more than what I think we give ourselves the credit and really the need for, because it can begin an end of me. And so, and that's where, you know, my three keys to freedom come in, which is; Awareness, Acceptance, and Action.

Jackie MacDougall: Perfect segue because that's where I was going next. [laughs] Julie's three keys to freedom are simple to understand, but powerful when actually implemented; Awareness, Acceptance, Action. Can you break it down a little bit?

Julie Solomon: Yeah. So, when I decided to kind of start to go and get the help that I needed, and for me that looked like; I got into therapy groups, I started reading a lot of

books, I started going to a lot of Personal Development conferences; got into a 12-step program called Al-Anon, which was really helpful for me because I grew up in an alcoholic home.

And, that really started to unlock for me a lot of; this is why I think the way that I do, and this is why I act and react in the way that I do. And so, it was a mix of all of these things that I started to dive into. And, the three A's, is what I call them in the book, I didn't invent them. They're very well-known in therapy circles, and recovery groups, and that sort of thing.

But I do share them in the group, and how I really understand them. So, the first step is really, Awareness, and I think that's the first step to any kind of recovery process. And, it is simply the identification that some problem or dysfunction exists in your life that needs to change; simply what it is. Acceptance is typically that very uncomfortable place where we have to come to grips with the idea that the problem is not all of me, but it is a part of me.

And, it does not define me, just like there's no other kind of single characteristic of mine that defines me wholeheartedly, but it is merely one piece to the puzzle in my life that no longer fits, and it needs to be removed. And, I will say, out of the three A's, and I'll get to 'Action' in just a moment, but Awareness, Acceptance, and Action, the biggest "A" that people typically want to avoid or bypass is the Acceptance piece.

Jackie MacDougall: It's painful.

Julie Solomon: Yes. We're cool with being 'Aware'. We're cool with taking 'Action', but to have to 'Accept' our part to play and the things that aren't happening in our lives that we don't like, are accepting our part to play and the things that we love to blame other people, places and things for, it's a big one.

Jackie MacDougall: Yeah. Especially when it comes to our origin story, right? It's super comfortable to go back and recognize the origin story, and then blame all those people for everything that's happening today.

Julie Solomon: Exactly. And, you know, when I say, with my origin story, there had to become a time where Julie's origin story became Julie's story.

Jackie MacDougall: Yeah.

Julie Solomon: And, I couldn't even blame it on the origin anymore because I'm a grown-ass woman.

[laughter]

Julie Solomon: So, it's not my 'daddy issues' or my 'mommy issues' or my 'origin issues'. They're my issues. So, it's really about wanting to Accept, 'I'm aware that this is what it is. I'm accepting that it is what it is as it is, and nothing more or less, even if I would want it to be something different. I'm also accepting my part to play, even if it's 1% my part to play in this, even if it's just my reaction or response to it.'

And then, we can go into Action, which is just the plan that we can put together to start to restore the things that have maybe been lost or forgotten within that dysfunction. So, that's where we can start to restore our self-esteem our hope, our serenity, our balance, our confidence, our clarity in how we see the world. And, that's why Action is so important.

Jackie MacDougall: And, I think there are a lot of people out there who are taking action, taking action, and they haven't stopped to do the first two.

Julie Solomon: Right.

Jackie MacDougall: It's a lot of effort with very little gain because--

Julie Solomon: That was me with the spending; like I was taking, and I was spending,

Jackie MacDougall: That's a lot of action too. [laughs]

Julie Solomon: That's a lot of action, you know, or even in a positive way. You know, not only was I spending behind closed doors, but then like I was showing up, I was-- It was when I was doing PR work at the time. So, I had these clients and I could show up for them, and I could be sound for them and root for them and achieve at a high level. But I wasn't aware of the massive glaring dysfunction that was in my life nor was I ready to accept it. That's why it was hidden behind closed doors.

Jackie MacDougall: Another habit, some of us grown-ass women keep behind closed doors is our drinking. I have an episode coming up next week where my guest and I share our own raw and real journey to sobriety. So, when Julie posted an episode of The Influencer Podcast earlier this year, where she discussed her decision to stop drinking, I was glued to my phone and I loved listening to how certain things in her life began to shift almost immediately.

Did you look at alcohol the way you were looking at spending and other things? Because I think if we have these "personalities" even in our successful moments, even in our everyday lives where we're like, 'look, I've got it together,' things sort of rear their ugly head a little bit throughout when we're not paying attention, when we're not aware of our behavior. And so, would you, sort of, tie that in to the same struggles that you had with money?

Julie Solomon: Yeah, for sure. And, I first want to say that the amount of drinking that someone can drink, and is that amount too much or too little, is a very relative question for people?

Jackie MacDougall: Yeah, totally.

Julie Solomon: Because of where I came from and my origin story, you know, I grew up in a home that, you know, I had a dad that drank and has drunk every single day of his life. I've never known my father to not have a beer in his hand, and to not be consistently drinking. And, for a very long time, I would say to myself, 'well, you know, that he's just having a 12 pack of beer. Like, he's not in a ditch in the corner.'

You know, those justification and rationalizations; 'he's not having to be carried out of the bar every night or he's not vomiting all over himself,' or whatever those things would be. And so, I have to preface this just by saying that I still have to be very aware and

mindful of my defensiveness for people who drink, because I love to put them in this bubble; and they're fine and they're safe and you got to leave them alone; and it's just due to my relationship with the effects of alcoholism.

Jackie MacDougall: Okay.

Julie Solomon: So, with all of that said, for me, I have never been someone who would drink a 12-pack of beer every day. I would never be someone who would drink a bottle of wine every day, but I am a social drinker. You know, I will want to go out and have a margarita; or maybe after a long day of work, I would crack open a bottle of wine and have a drink. I have a husband who became sober in 2015.

And so, we used to drink more together, but then when he chose to live a life of sobriety that was best for him, it did kind of make it a little bit easier for me. And, I was never one that even in college and kind of growing up, I never had a lot of alcohol in my home. I would never be one that would make-- You know, I would have wine, but not the cocktails.

However, as I would get busier, I noticed for myself about the end of last year, that I was just kind of cracking the wine bottle open a little bit more. And, at the end of every day, I was a new mom. Again, things tend to happen when you are new moms. The first time I was a new mom, I spent \$30,000 and hid from my husband. The second time I was a new mom, I was drinking, for me, what was a lot of wine.

For me to have more than two and a half glasses a night, is a lot of wine. For me to have wine on the weeknights consecutively, was for me having a lot of wine. For me to not just be a restaurant drinker, for me to start going and buying the stuff to make a margarita at home, that was just not common for me.

I have some friends that it's like, that's very normal for them to make some cocktails at home. And, they would not consider themselves having a problem with drinking or consider alcoholism being an issue at all. So, that's why it's very, very relative. And, I also have a very skewed idea as to what maybe too much drinking is because I was just around it so much as a child.

Jackie MacDougall: And, and would you agree, sometimes it's not what you're doing, but it's why you're doing it. So, I have these girlfriends who will get up and have mimosas with breakfast or brunch, and I was never a day drinker, but they're having a great time and they don't seem to have any sort of like uncomfortable or difficult

relationship with alcohol. It's just something they do. But for me, it was that constant thinking about it. So, do you relate to that, that it's not what you were doing, but why?

Julie Solomon: Yes. Why? And then, just those thoughts of like, you know, I would catch myself being like, 'oh God, what time is it? Like, I just cannot wait to have a freaking glass of wine.' You know, I would start saying these things to myself, which just wasn't, again, the norm for me. And, it was. It was that *Why* piece, as after, you know, weeks turned into months and I started noticing that pretty much every day throughout the week, I was opening a bottle of wine and at least having one glass, if not two.

And, for someone who doesn't normally do that, if you go from having maybe five glasses of wine a month to 60 a month, that's a big jump. You know, I started to gain weight. My face started to break out. I couldn't sleep. When I would wake up in the morning, I was just foggy. Like, I just did not feel good. And, I kept being like, 'well, maybe it's the hormones because I'm not adjusted from the baby yet, or maybe it's this, or maybe it's that.'

Mind you, my daughter was a year old at this point. So, it wasn't that she was a newborn, like she was sleeping through the night. And so, I went through the holidays and I just said, you know, I'm going to do a dry January. You know, I've just been drinking more than I normally have.

And, I know that it's coming from this place of just, I'm exhausted. I'm trying to fill void. I'm exhausted. I'm tired. I'm a new mom. Sometimes I don't want to deal with the realities of being a new mom. And so, I'm going to the bottle. And so, I just wanted to test out.

So, I did the whole month of January without having a drink. I started drinking a lot of tea. I started drinking more water. And, just in that month, the only habit that I changed was that I would make sure to have a water bottle at my desk at all times. Whenever I wanted to sip something, I would make just an herbal tea. And, in a matter of 30 days, my skin had cleared up.

I lost seven pounds without trying, which like, Hallelujah to that, just the feeling of feeling better. I was sleeping better than I had in almost a year. And, that was really, to me, the results of that, was all I needed to be like, I'm good. And, I think that the first like week or so was hard, but once I got into the flow of not drinking as much anymore, I really didn't; I didn't crave it as much, I didn't miss it as much. It allowed this reframe for me.

And so, even now, since the beginning of the year, I would ask myself, why do I want to have a drink right now, to celebrate something, because I like the taste of it? Like, what is this reason of wanting to have a drink right now? And, since January, it's been very

rare; you know, I'm not really drinking at home unless we're celebrating something. It's usually at a birthday or at a restaurant.

And, my body can't even handle a lot of the alcohol as much, you know, anymore. If I have a glass of wine, I've tried since the beginning of the year, and I'm like, 'oh my, I have this headache. I feel foggy.' And so, it's really kind of cleared out just a lot of Margieness I think that I had, and so now I like a good margarita, a nice clean, the tequila for me is very clean. One of those, I feel great.

And then, you know, maybe a bubbly or like a mimosa or something like that to celebrate, but I don't know if that answers your question, but that's kind of been my discovery with that and just allowing myself, being aware of it and accepting it for what it was, and then taking the action that I needed to take.

But now, also remembering to go easy on myself, if I do want to have a drink, that's safe and healthy for me. And, if it's not disruptive to my own health or self-esteem, or the health of other people around me, then allowing myself to do that with joy and in celebration, and not this guilt or it being something else that it's not.

Jackie MacDougall: Absolutely. Thank you for sharing all of that. And, I think it's a great example of a lot of things, whether it's in our business, it's in our health, it's in our money when we are doing something so absentmindedly, sort of, and it just becomes the "I deserve it" mentality; our actions, we're not aware, right? We're not accepting that there might be an issue here. And then, our actions are completely oblivious to the first two steps of your freedom.

And so, Action is one of my favorite things, because I think for many occasions, it is the answer to fear. I know a lot of people, myself included at times, who get so stuck in trying to figure out a plan like, 'oh, I have to have a plan, no matter what it is,' right? It's all going to be written down, and pretty bow around it.

And sometimes, just taking action will help you discover what it is you want and where you want to go. So, there's a quote you have in the book, "Imagine the woman you want to be, think of what her daily life looks like. Notice what her habits, behavior and routines would be. Write them down. Next, start showing up to those habits and routines, start building them step by step, one day at a time. You don't wave a magic wand and become her, you don't wait for some person, place, or thing to give her to you; you build her. So, start building." Huh! That is so good.

Julie Solomon: Thank you. Yeah. And, I mean, that goes back to, you know, the drinking conversation that we just had. I had to ask myself like, 'well, who is the woman that wakes up and feels refreshed every day? Is she drinking two bottles a week?

Probably not. I don't know. Let me get curious about this. Well, what about the woman that feels excited to go outside and go for a walk? You know, is she drinking three glasses a night? Probably not.'

Because I know when I drink three glasses a night, the last thing I want to do is go for a walk. Or I know when I've had three bottles of wine a week, the last thing that I want to do is get up bright and early because I'm tired because I drank last night. And so, I had to get really mindful on that idea of, we don't get what we want by waiting for our externals to change or by waiting to have what it is that whatever we think that we need to have.

We start getting what we want by becoming the person that we need to be today that gets what we want to have tomorrow. You know, 'how do they think, who do they surround themselves with? What are their habits? What are their daily rituals?' Another thing that I started doing at the beginning of this year was meditating. Yes, I have missed days, but I will really try to be intentional about sitting. I went and bought a meditation mat on Etsy.

I will listen to by binaural beats, even if it's just 10 to 20 minutes a day to just give myself that space. I may be thinking about everything under the sun the entire time that I meditate, which is the antithesis of meditating. But at least, I'm on the mat. And, I'm giving myself that time because what I have asked myself is, the woman that I want to become, does she have a practice like that in place in her life? Yes, she absolutely does.

Does she see that as self-care? Yes, she does. Does she take the time to do that for herself so she can show up for the world around her? Yes, she does. And so, I didn't wait for this magical day to happen to start meditating. I just started meditating, and I don't get it right. I don't get it perfect every day, but it's that action of doing it and being in that, in the receiving mode of that, that you start to become who you want to be, I think.

Jackie MacDougall: Absolutely. And, you can apply that to your health. Does the woman who is running that 5K or that triathlon or whatever it is that you want to do, is she scrolling Facebook while drinking coffee for the first hour of her day? My bet is, she's not. I think that is such a powerful thing. So, if you are looking to build a business, if you're looking to change careers, if you're looking to do something in your life, are you showing up as that woman?

And, I love that you also say that, you're not on the mat meditating for three hours at a time and you're perfect at it, and all of that; like flawed. We can take flawed action. We can take imperfect, I should say, imperfect action all day, every day, because that's going to get us so much further than just thinking about it.

Julie Solomon: I think that it does come-- It's not about faking it until you make it. It's about acting 'as if'; I'm going to act as if I already am making a million dollars. 'So, what time do I get up? What's the first thing that I do when I get up? How am I spending my day? When does my day end? What is essential during my day? Am I checking out, and then spending time with my family? Who am I having meetings with? Who am I surrounding myself with? What kind of content am I consuming? What kind of content am I creating?'

And, even if you don't know the answers, make it up. You know, it's like, really at the end of the day, I don't know if, you know, the person that is running the 5K is scrolling on Instagram or not. But the version that I would want to be, if I'm running the 5K, I'm not scrolling on Instagram every day.

So, I'm just going to make up and tell myself that that person is not scrolling on Instagram every day, because that's what's going to allow me to act as if, I am like that person that is not doing the same thing. It's not about copying someone else, and what they're doing or how they're doing it. It's copying the way that they think, and really getting into their mindset of how they're approaching life and business and communication and whatever it is, with confidence and clarity.

Jackie MacDougall: Yeah. I love that. You've done all this work to improve your mindset, to get into this space, to become uber-successful. Do you ever find yourself slipping back into this, and how do you get out of it?

Julie Solomon: It depends. I mean, sometimes if I'm riding one of the, 'oh, poor me,' waves, like I could be on there for a hot minute, for me, I think reaching out a support system helps. Being able to reach out to women that can call you in very quickly, but also very lovingly, helps. Like, to me, those are just mirrors. So, like a good mirror helps; like, who can kind of reflect this back to me right now?

Jackie MacDougall: Right.

Julie Solomon: And also, getting really clear on-- You know, there's something that I talk about in the book about, why am I talking right now? Like, why do I want to show up and say something right now? Is it to be validated? Is it to try to get something that I

want? Is it to feel seen? Is it to feel some kind of void, or is it actually coming from this really impactful and uplifting and positive place?

And so, really getting clear on like, you know, 'why do I want to show up and say something? Why do I want to respond to something right now? Why do I want to read this right now? Is it going to make me feel like crap about myself, or is it actually going to make me feel good about myself? Why am I seeking out whatever it may be?'

A big thing that comes up in my community is the idea of, you know, 'I started this podcast and I read this review and it was not a nice review and now I'm--' You know, it's like, 'well, why are you reading the reviews to begin with, to feel better about yourself?' So, why don't we focus on that?

If the goal is to feel better about yourself, there's so many different options that you have to do, that you don't have to go and seek out reviews about your podcast, that may or may not make you feel good about yourself. So, it's about getting really honest about, what is the intention behind the action that I'm wanting to take? So, that really helps me. Another thing that helps me and I mention it in the book, the acronym is Q-TIP; and it stands for Quit Taking It Personally.

Like 99.9% of the things that other people may do or say have nothing to do with us, and everything to do with them. And, it's all just a reflection of their own experience. And so, not taking it so personally really helps. And then, another big thing that I've had to learn is that, and I can kind of catch myself quicker in this, is that I don't assume the responsibility for other people's success or happiness anymore. And, that was like a huge recovery thing for me, because especially as a coach--

Jackie MacDougall: Yeah.

Julie Solomon: -I used to love to assume that because it would make me feel like I was a better coach if somebody was more successful or happier, but that has nothing to do with me. You know, I just really express my own success and happiness in a way that if you turn into it and you can be really in the vibration of that, then you can start to experience not only the benefit of seeing someone else do that, but the benefit of your own success and happiness.

Because I've learned that for me, at least, when I became so dependent on what others were doing and how others were feeling, and most of all, how others were thinking and feeling about me, it put me in a very powerless and hopeless position because then I was dependent upon what somebody else was doing with their focus, over which I have no control over to begin with.

Jackie MacDougall: Yeah. With no knowledge of what's actually going on with them in their life.

Julie Solomon: Exactly. So, it's like, when you start looking for those who “need you”, what are you really looking for in that moment?

Jackie MacDougall: Yeah. It's such a good point because you could teach-- I mean, you've got some incredible groups out there. You've got coaching. You've got, you know, huge Masterminds and all of that. And, somebody could slap down \$20,000 to work with you and not show up for themselves. Even if they're physically showing up, not really doing the work, that's not on you.

Julie Solomon: Right. And then, they could go off and be like, ‘well, it was her.’

Jackie MacDougall: Yeah.

Julie Solomon: ‘She's terrible. Don't work with her da, da, da, da.’ And you know, I think that there's always a balance between; you always want to make sure that you're in alignment with the coach or the container or the book you're reading, like whatever it is. You are responsible for making sure that you are in alignment with what it is that you're signing up for, no matter if it's \$10 or \$10,000.

But you, and only you, are ultimately responsible for your success and for your entire experience that you are having. And so, the reason why I believe that is because I can't give my energy or my brain to someone else, I can only demonstrate my alignment to that person.

And, if we're in alignment, then they're going to be able to energetically meet me there and we're going to have this really beautiful experience. If they're not in alignment, then they're not going to be able to meet me there and then we're going to have a misalignment; and then that's what happens.

And so, I have just learned, you have to give people the dignity of having their own experience, even if it's a misaligned one. Because if I just try to jump in to save or

assume responsibility for it, then they're never going to learn whatever it is that they need to learn from that experience.

So, I know that my side of the street is clean. I show up, I do what I say. I say what I mean. I don't say it mean, and whatever experience unfolds is what unfolds. So, that has been-- That has been huge for me. I don't know if that answers the question.

Jackie MacDougall: No. Yeah, absolutely. And, I think you make a great point in that, if somebody's listening right now and they're like, 'oh, she's not for me.' And that could be you, and that could be me; then you should go, this person listening should go and find someone who they do feel aligned with. Like, I'm a little rough around the edges. You're, you know, polite in Southern. [laughs]

So, we have our different vibes, and I think it's really important whether you're reading a book or hiring a coach or whatever it is you're doing to feel like, 'oh yeah, this is for me. This is aligned with me. This is who I am.' Because then you're going to do the work. If you start not feeling that, you won't show up, you'll be resentful or you'll be filled with excuses or whatever it is.

Julie Solomon: And, it's never about the money. I mean, I've had people that have paid \$30,000 and never showed up. And, I've had people that have paid \$300 and never showed up. It truly is about the alignment. And, the other question I would love to pose for those listening is that when I say things like, 'as a coach, it's not my responsibility for your success or happiness,' if that rubs someone the wrong way, being like, 'well, you're my coach, I've paid you. Of course, you have to have some responsibility to this.'

I love to ask people, 'well, what about your origin story tells you that? What about the things that you were told to believe, or the things that you were said to you growing up makes you think that other people are responsible for your success and happiness?' Because that's your part to play in it just like, it's my part to plan it. And, that's just another great example of why the origin story is so important in all the steps that we take in our life with our success, our freedom, whatever it is that we want.

Jackie MacDougall: Yeah. And, the stories that we continue to tell ourselves, because we may have learned it. I have found myself, throughout my adult life, you know, hands on hips, like with so much passion, like, 'this is what I believe.' And, like, halfway through it, like, 'no, no, I don't. Where did this come from?' And then, I have to sort of stop. I mean, I used to be a blogger, and I have a lot of stuff that's still out there.

And, I see my strong opinion out there and I'm like, 'what an idiot?' [laughs] But at the same time, it's an evolution, right? I am who I am now. And, I was who I was then, and I had to grow and I had to learn. But it's just so funny that we dig our heels in that, 'this is what I think,' and sometimes ask yourself, is this what you think?

Julie Solomon: Right. So, and why do you feel the need to be so big about it? You know? And, I've been there. I mean, there are a ton of times that, you know, throughout your journey of growing a business or sharing, just sharing your thoughts and your heart with the world, you know, there are times that you're just like, 'man, and I'm so far removed from that version of myself,' but it's also amazing too, because you get to see how far you've grown.

Jackie MacDougall: Julie's book and all of the links to her podcast programs and more can be found at grownasswoman.guide/episode167. But before we go, Julie's got one final gem for you to take with you. What do you want women to know?

Julie Solomon: There's a quote in the book that's my favorite. And, I say, "You can't hide yourself and expect to be seen."

Jackie MacDougall: Oh, say that one again.

Julie Solomon: Yeah. "You can't hide yourself and expect to be seen."

Jackie MacDougall: Yes. And, there's so many women out there being seen for someone they're not.

Julie Solomon: Yes, or just hiding. And, that's where expectations get crazy. Everything that we've talked about today, if you think that your responsibility of your life and your success and your happiness is not yours and yours alone. And, I'm not saying that there isn't issues out there, systemic issues, racial issues, patriarchal issues.

Jackie MacDougall: 100%.

Julie Solomon: But you have to focus on, 'these are the things that I can't change, and these are the things that I can.' So, in the box of the things that you can change, if you are not taking 110% responsibility for that, then you are essentially hiding yourself and expecting to be seen.

If you say that you want X, Y, and Z, but you're sitting in the corner, not making any changes, not making any movements, not taking any action because you're so afraid of making a mistake, then you're hiding yourself and expecting to be seen.

If you keep trying to throw money at the problem and then getting mad at every person, place, and thing for not changing your life for yourself, you're hiding yourself and you're expecting to be seen. So, that would be my biggest takeaway for any woman listening is that, 'you can't hide yourself and have this expectation of being seen and getting what you want in your life.'

Jackie MacDougall: Thanks so much for listening. If you like this episode, please share it with a friend. It is my mission to provide tools and support for more and more women to embrace their most badass grown-ass lives. And, if you feel inspired, leave a rating and review; that small act makes a huge difference. Unless, of course you hate the show, then you're welcome to just skip that step. Until next time, remember you are a grown-ass woman, act accordingly.