

Message in a Bottle: The Important Of Who You Spend Time With



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"The Importance Of Who You Spend Time With."

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Kelly: Hi everybody. Welcome to the call. You're here with Kelly McCausey and Nicole Dean of [Beachpreneurs](http://www.beachpreneurs.com). Hi, Nicole.

Nicole: Hi, Kelly.

Kelly: We are also joined by fellow Beachpreneurs, Maruxa Murphy and Jessica Larrew. Hi, Ladies.

Jessica: Hello.

Maruxa: Hello.

Kelly: We are getting together every month in same way, creating a resource for our members. They are members who are very interested in the beachpreneur lifestyle, creating a business that gets them to the point where they can do what we've done. They can take off and spend a weekend at the beach enjoying some great girl time and some amazing business storming and breakthrough. Everyone who is listening, we say hello.

Nicole, you and I were really blown away. We've had two Beachpreneur retreats so far. What happens at the beach, the dynamic of bringing women together, is pretty amazing.

Nicole: It blows my mind, Kelly. It blows me away. There is the camaraderie and the insights. The funny thing is, we have the business building side of it, but we also have the personal side of it. I think, sometimes, that's where the biggest breakthroughs come.

It's not in, "Okay, let's look at this marketing funnel." We also do that. It's in, "How do you deal with it when you have someone being mean to you in an email?" How do you deal with that stuff personally? How do you cope and move on? It's about knowing that it happens to all of us, being able to accept that and not feel targeted.

Jessica, that was a big thing that happened with you over the weekend, wasn't it?

Jessica: Right. All of a sudden, you realize that you're not the only one. In your mind, it's been only you all this time.

Nicole: You were targeted by some mean people. When you start to break free and get success, all of a sudden, other people want that. They get jealous of it. There might be bitter feelings. You do have people who say, "Yay! Go you!" Some people get funny about that. Jessica was suffering alone, thinking that it was just her. When she brought that up, we were able to say, "This happens to all of us. Here is how we deal with it." For me, that was a big part of it.

Maruxa, you had a big personal breakthrough over the course of the weekend too, didn't you?

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Maruxa: Yes, I absolutely did. I think spending time with women who want to think bigger and, not just be mediocre in their business and life, was so inspiring to me. Yes, I definitely had a huge breakthrough. They were like-minded with me. How rare is it to find an opportunity where you can just be with other amazing people, women in particular, who can lift you up? That was so powerful.

Nicole: Kelly is getting happy thoughts.

Kelly: Yes, I am. It's making me miss you guys even more.

Jessica: Talking about it just makes me want to be there again. This should be something that we do every month or every three months in person.

Maruxa: I totally agree. One of the things that I left with was the sense that this wasn't over. It was three or four days. Jessica and I had never met in person. I had heard of her name before but I had never met her. Now, I feel like I can call Jessica whenever and say, "Jessica, I'm struggling here." I know that she's got my back, and vice versa.

Nicole: I think it goes beyond that. If Jessica, Maruxa or any of our Beachpreneur ladies had something tragic happen in their lives, we would rally. There is no doubt in my mind. We would rally around you with love and support. We would make sure that we could help you through whatever happens. It goes both ways. We want to cheer each other on. Also, when something bad happens, and it will eventually, we're there for each other because of this bond. It's a special bond. It's not just strangers coming together. Kelly, I know you wanted to talk about how we came together with a purpose. It's not just random people thrown together. These were people chosen with a purpose.

Kelly: I want to tell our listeners that, if you can't tell already, our topic is the importance of who you choose to spend time with. Nicole, you pointed out the personal issues that we can run into in our business. We think, "Business is business. Our personal life is our personal life." Then you get a complaint from a client and they go personal. They don't say, "I'm sorry. I didn't get my download. Could you send me a link?" They say, "You're a shyster."

Nicole: "Shyster" is a nice word compared to some of the things that we've heard.

Kelly: In business, we do get some personal attacks. We are judged on multiple levels. There are a lot of voices coming at us, some not pleasant. Who we choose to spend time with intentionally is super important in order to balance that out.

I have some conversation starters to get us rolling on this topic. I'm going to start with Maruxa. I'm going to ask you to respond with your thoughts first and then we'll go around. The first statement is, "It's easier to think bigger when you're around others who do the same."

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Maruxa: I absolutely agree with that statement. That was one thing I found that was really special to Beachpreneurs. I talk about Beachpreneurs with pretty much everyone I meet now. What happened for me during that event, there was a moment where I realized that I was honestly playing way too small for myself. I made a ton of excuses this last year of my life. I had my second child. All of a sudden, all of these triggers came up for me about how I was supposed to be as a mom and a business woman.

I honestly decided to just freeze and allow this last year in my business to freeze with me. I share that because, what happened for me at Beachpreneurs was something amazing. There were 13 of us there that night. You guys just called me out on my stuff. I did not ever expect that. I've been to other events over the last five years of being in business for myself online. I have never felt so safe to say, "Hey, this is what's going on with me. I miss my old self. How do I get back there?"

Then you guys said, "It's because you're playing small." It was said in a loving way. It wasn't said in a bullying way. It was in love that you did that. You supported me through that. That has honestly been such a game changer for me in the last six weeks since we've been home. It really has made a huge impact, and not just on my business. I just created a podcast that just went live yesterday with fellow Beachpreneur Therese Sparby. I just checked the stats beforehand. We're in the "new and noteworthy in business." We're number 51 so far and number 14 in careers. We said, "Oh my gosh! This is exciting!"

It hasn't only impacted me business-wise and in how I want to continue to move forward really living out the Maruxa in my business, but it's also impacted my family. One of the biggest things that was happening is that I found myself asking for my husband's approval. I found myself in this weird, funky place. I would say, "Hey, what do you think? Can I do this? Do you think I can do this?" Beachpreneurs helped me to realize, "Wait a minute. What about what I want? Where's my voice in this whole process?" You amazing ladies really helped me out with that. It has really impacted us for the better. We've had some amazing conversations about what that looks like for me.

It's honestly had a ripple effect in my community. I've seen a lot more women who have wanted to lift their voice and say, "I want to do this myself." It's been awesome. What we did there has been impacting other circles. I love that and I appreciate that.

Nicole: One of my many goals for the weekend was getting you guys to think bigger, look at your goals, where you're at right now and let's see what's really possible. Write those numbers down. Be a little afraid of them but also know that they're possible. The other thing I wanted you to get out of it was to see your magnificence. We absolutely could before you even showed up. When you say we called you on it, if you could see you through our eyes, you would be blown away. We got to be the mirrors and reflect what

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we saw. I'm glad you were able to see it, Maruxa. I'm glad that it has impacted your business, marriage and community. That's an amazing story. Thank you for that.

Maruxa: It's no problem. It's the truth.

Kelly: Jessica, do you find after experiencing what it's like to spend time with people who are thinking bigger that you go home and really notice the difference between when you spend time with people who "get you" and when you're spending time with people who just don't?

Jessica: Yes, absolutely.

Kelly: I'll make another statement and, Jessica, you can respond. I want to talk about smaller thinkers. I didn't say "small." It's about stages of progression for everyone. Smaller thinkers get freaked out by big thinkers. By "freaked out" I mean that either they feel outclassed, judged, belittled or overwhelmed by what someone else is going for. Have you ever felt that way?

Jessica: Yes. It's really funny that you gave me that preface question. I absolutely felt that when I got home. I was on my way home. I thought, "I can't wait to get home and tell all these people about what I experienced at Beachpreneurs." I had all of these huge plans. All of a sudden, when I got home, I realized, "No, not everyone is going to get that." I was trying to talk to people. I was all excited. Then I realized that the conversation was kind of moving away. People just don't get it. This happens if you're not thinking big and you don't have big goals or if you're just happy with where you're at. Like you said, it doesn't matter how big or how small.

If you're satisfied with where you are then you're not going to be able to relate on the same level as someone who just wants to be in constant growth mode. That's where I'm at. I'm in constant growth mode right now. The people who I'm around physically aren't in that place. That's why I'm so glad that I have the backup of the people who were with me. They get it.

I can't post something on my Facebook page about some big breakthrough that I had, but I can post it in our Facebook group. You guys would say, "Oh my gosh! That's awesome!" Everyone else would say, "We have no idea what you're talking about." When you're with people who think small, you start to put yourself back into that place. If you are constantly talking and communicating with people who are thinking big, it really makes you want to do that, too. I think it's so important.

Like you said, people just get freaked out. It happens with things like talking about vacations. You might say, "Let's talk about planning a vacation together." One friend says, "Alright. Let's just go to Vegas for the weekend." You say, "No, let's go to Fiji for the month." All of a sudden, you realize, "Maybe I'm talking to the wrong person about

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this.” They say, “Yes, that’s fun. Let’s talk about that when we’re retired.” You say, “No, let’s talk about that right now.”

Kelly: That’s a great example.

Nicole: I love that. Kelly, I’d like to back up a little bit. I don’t necessarily want to just compare smaller thinkers with bigger thinkers. I think it’s entrepreneurs versus non-entrepreneurs as well. When I started off, my husband was extremely protective of me because he did not see the potential in the business. He was afraid that I was just going to get scammed, hurt or disappointed. I was pouring my heart and soul into something that was just not a feasible business model.

It wasn’t that he didn’t have confidence in me. He didn’t have confidence in the business model. He was being very protective of me. I couldn’t talk to him about my successes and excitement because I felt that the business was being judged and that my decisions were being questioned.

Whereas, I knew I could go to my new friends who were entrepreneurs and were having, at that time, minor successes compared to where we are now. That was encouraging. They understood. They were investing in their business. They were forward thinking. They had these little successes. This was even at the beginning where I was thrilled if I made \$1 in AdSense that week. I would say, “Oh my gosh! I made \$1 on AdSense! That means that I can do that again and again!” This was back in 2004.

I couldn’t talk to the people that I loved the most in my day-to-day life. I had to go out and find another community or I would not be where I’m at today. I don’t want to say that I wouldn’t be here today. I would still be alive and kicking, but I wouldn’t be where I’m at in my business. I wouldn’t have achieved the things that I never dreamed that I could. Writing a book? Wow. I actually wrote a book. The people in my life look at that and say, “You wrote a book.” Yes, I did. In my group, we all write books. That’s just what we do. To look at it from that perspective, it’s so essential to be around people who get what you’re doing, your passion, your excitement and understand why you sneak on the computer when everyone is in bed so you can do just one more thing.

It’s freaking exciting! It’s my hobby and my passion. It’s a big part of who I am. For me to try to talk to my grandmother about it, that conversation just isn’t going to happen. But to talk to you guys about it, you’re there. You support me. You bring me up. When I have a bad day then you pat me on the back and tell me to get back out there. It happens to all of us. You need that community. It’s kind of like real estate. You want to be in the best neighborhood. You can be in the smallest house, but it’s in the best neighborhood. That’s where you want to be. If you look around the room and you’re the smartest, most successful one there then you probably need to expand your horizons and look into other rooms for more people to get to know.

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Jessica: That's so true.

Kelly: I love this discussion. Every Tuesday, I have breakfast or lunch with my stepdad. He's in his seventies. He doesn't use the internet. He doesn't understand anything but he's read my book. He's so interested in everything that I do. He's always asking. The conversations are always encouraging. But especially in the last six months, I've found myself steering the conversations away because what I'm doing frightens him. The travel frightens him. He worries about me, except that he's happy when I'm with Nicole.

Nicole: He says, "Are you going to be with Nicole?" You say, "Yes." He says, "It's okay then."

Kelly: Yes. He's worried for me financially with having my own event. I feel like it stresses him out a little so I talk about it less. I keep the conversation light and steer it towards topics that won't be worrisome to him. He's not even negative. It's just that I know I'm concerning him. You probably have people in your life like that, too. You try not to talk about it too much. Sometimes it's just because they ask so many questions that you don't want to get into.

Maruxa: There was one thing that came up for me as you were sharing about conversations. With that being said, it's also how sometimes people want to know what you know, but then they get freaked out about it. They get freaked out about what you do. They try to see themselves in it. Can they do it? But they're not willing to take the personal responsibility of making it happen. Sometimes I have to allow myself to talk less about it. You don't want to freak themselves out to the point where they never see themselves being able to do it. You also want to encourage them, if this is something that they want to do, to be able to do that as well. Does that make sense?

Nicole: Yes, it does.

Kelly: All of us are working with people who want to create businesses like ours. That's what we want to do. It's our heart to help them develop something great and level up from there. I know that we've all experienced the disconnect of someone who is brand new. They need the basics. While they're working on those basics, they just can't stretch their minds around the big picture. We have to be smart about how we present information so that we don't overwhelm them or freak them out. We get to choose, "Where in the trajectory to great success do I want to help people?"

Do you want to help someone who is a newcomer or do you want to help someone who is established and ready to amp things up? Do you want to help people who are knocking it down and go to the moon? We get to decide that. That's pretty exciting. That's something that comes with lots of experience and consistent success in our own businesses. Maruxa and Jessica, do you find that, wherever you're coaching people,

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when you move out of work space into relaxing space, you really want to spend time with people who are at your level?

Maruxa: I think that's what I was trying to get at. As much as I love to share, teach and invite people to create businesses like we've had, that's what I found with my Beachpreneur girlfriends. I can just be. I don't have to feel like I have to teach in that moment. I can just talk and they get it. They challenge me to think even bigger. It's different than always having to be in teaching mode. And vice versa. I feel so much more encouraged to say, "Okay, we're in the same place. Let me encourage you. Let me support you because we're both learning something similar. How can we share this knowledge with each other?"

Nicole: Those are exactly the same notes I'm jotting down, Maruxa. The big problem for me, and part of the reason we wanted to create Beachpreneurs, is that I don't have a place where I can go with successful women, just kick back and have conversations. For me, it was created out of part of the desire to have that connection and community for myself. What I loved about the weekend, and one of the things that I think is so powerful, is what you just said. You guys didn't want anything from each other.

It wasn't like a networking event where you think, "I have to get her to promote me. I'm going to suck information out of this person." We said, "Okay, we're all in this together. Let's just mastermind and bring each other up so that we all end up being better people at the end of the weekend." I think that's really powerful. That's part of what made the networking and masterminding part of the retreat so awesome. It wasn't about what's in it for me. It was about what's in it for us. How can we work together through this weekend to all come out better people, better business people and with a plan for moving ahead?

One of the things that Kelly and I talked about for a couple of years is, once you get to a certain level in your business, it's hard to find a coach. I looked for a coach for two years. You don't want to just say, "I'm struggling with this." in mastermind groups. You're expected to know everything, which of course, I don't. I also need to have someone who is at my level or higher in other areas that I can go to and say, "Can you tell me what's wrong with this? It's just not working." That does become an issue.

I'm trying to circle back around to how small thinkers get freaked out by big thinkers. Big thinkers need a place to hang out with other big thinkers where they just get it. You can be free to be yourself and be completely transparent. You can melt down if you need to and not be judged. You can say, "I am so frustrated. I need help with this." You can get loved on, get advice and get help. No one will say, "Look at her. She doesn't know everything." Who does? No one.

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Jessica: I find that a lot at home, too. All of my coaching is done online. I don't do any one-on-one in person. If I'm not logged in, I want to be turned off. A lot of times, I will get around people and they just want to ask questions. I don't want to. When you get off work all day, you don't want to talk about work. The only time people do is when they're complaining about their job. People don't want me to complain. They want me to explain it. They say, "I don't get it. What if I want to do it? Can you just teach me?" I think, "No, I don't want to. I just want to be off. I just want to be friends right now."

Nicole: I'll tell a quick, funny joke. Whenever I fly or go to a party and people ask me what I do for a living, I always say that I sell life insurance. Then I ask if they're covered. Sometimes, I don't want to get into that discussion. That usually shuts people up quickly. They say, "What do you do for a living." I say, "I sell life insurance. Are you covered with death and dismemberment?" They say, "Yes." Then I put my earplugs back in if I'm on a flight. Then I don't have to think about it.

Kelly: I want to interject a thought here for those of you who are listening. At this point, this might sound a little bit like an infomercial for Beachpreneurs. That's not our intention at all. It's just hard to talk about it without it sounding that way. It's because it's so fresh, especially for us. It's only been a little over a month since we were together at the beach. We are looking to help you get to a point where you could come and join us for a Beachpreneurs retreat, if that's your heart's desire.

I just want you to think about all the other ways that you can spend time with people who can help you. There are other live events and local masterminds that you might participate in. There are online memberships. It's any opportunity that you have to spend with other people who think big.

During this last part of our time together, I want to talk about what I think is the most important element of choosing who you spend time with. Nicole, I will aim this one at you to start us off. You don't need people speaking fear and lack into your big plans.

Nicole: No, you do not need people speaking their fears and their lack into your big plans. It depends on how sensitive you are and how confident you are in yourself. For me, I can get derailed very easily. That is why I need a network of friends who do what I do and are at varying levels, like higher than me, equal and not quite as successful as me. They all understand. We're all forward thinking. We want to grow, make the web and the world a better place, have a lot of fun while we're doing it, create the lifestyle of our dreams and make a whole lot of money, too.

I can get derailed very easily. It's a personality trait that I'm working very hard on. I know that I have it. I can spot it a mile away. I do have to create somewhat of a bubble around myself from the negative people. If it does filter in then I have people I can go to. I can say, "You know what? I have doubts about this." Then Kelly will say, "Just quit it."

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Stop it. Get your greatness back out there. People need what you have.” I say, “Yes, ma’am.” I have that for when it happens, because it will.

You do have to protect yourself. With some people, if every time you’re around them, unless it’s a relationship that you need in your life, just start to cut back on it. We all have those friends who are toxic. Every time you leave, you feel worse. You feel self-doubt. You start to question things. If that’s the case then either spend less time with them, if that’s possible, or redirect the conversation when it starts to get to a dangerous point. If you can, be honest with the person. Just flat out say, “I’m sorry but we cannot discuss that anymore because it’s not good for me.” You have to put those boundaries up to stay safe and reach your goals. In the end, it’s up to you. All of those other people are not going to be the ones getting on the computer. They’re not going to be the ones launching the product. It’s all you, baby. Protect your heart. Protect your soul. Protect your mind. Power on.

Kelly: That’s great advice. Maruxa or Jessica, do you have anything to add about this?

Maruxa: Yes, I’d love to share. I think that this is the area where, so often, we forget. We always hear, “Take care of your health.” We think about our physical health. We think about our emotional health. We think about our spiritual health. If someone who is listening on the call wants to grow into entrepreneurship, grow their dreams and make it into a reality, I think we also have to consider this psychological health. It’s a little different than emotional health, although it’s really connected.

When we are around people who bring in and speak fear and lack into these dreams that we have, we’re not loving ourselves enough to know that we matter to the world. I think that, if we really want to protect ourselves and make those dreams become a reality, we need to work on that muscle. Each of us needs to work on that muscle and strengthen it. We need to invite people who can support and love us with our dreams and goals. I think what Nicole said about the other folks is so true.

You have to start disconnecting from those people. You can say, “God bless you,” and move on. It was 2005 when I started my first business. It was 2009 online. Since 2005, I realized that I have to only be around people who can support me and lift me up. I can do the same for them and it’s embraced. With folks who don’t, I have more strict boundaries with those people in my life, if I can’t get rid of them. You can’t get rid of family. I have stricter boundaries around that. It’s a work in progress.

I experienced this last year. I was falling back into some of my fears and looking at my weaknesses. Instead of calling out for support, I was letting that eat at me. I wasn’t working on my psychological health, honestly. I think if we can recognize that as an area of strengthening and pursuing then that’s where we can grow and have those plans actually happen. We can make that vision come into reality.

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Jessica: I think it has a lot to do with who you share your big plans and real dreams with. I'm a lot more reserved now with who I share that with. I don't want to hear what they don't think will work. I don't want to hear that they heard so-and-so had a bad experience. For me, this is it. This is going to be real. I'm really selective now on how I share those things with. I think that helped me a lot.

Nicole: I also wanted to point out that, on the practical side of things, this can also look like getting customer support in place so that you don't have to see some of the negativity. That was one of the best investments that I made in my business. It was having customer support put into place.

I could say, "If there is an issue, tell me what it is. Don't forward me the nasty emails when we get them." They've understood. I have my main customer support person and then a supervisor that she goes to before it gets to me. I am able to filter out, if someone has a bad day and they want to take it out on me, I don't have to let them.

I also want to circle back around to community on a different level. We're talking about surrounding yourself with like-minded people. I'll drop the "big thinker, little thinker" part of it right now. There is just the ability to have that community. Being online can be extremely lonely. Running an online business can be so lonely. You can feel like you're by yourself.

I know this was true with one of our Beachpreneurs. I won't call her out. She felt completely alone. She didn't have any friends online. She didn't have anyone to talk to during the day. It was killing her. Community is incredibly important.

I'd like to tell the story of my mom. My mom decided that she wanted to start blogging and doing some ghostwriting about five years ago. She eventually quit her job and started working for me and a couple of other clients. She was getting very lonely. I was pretty much her whole world, which is not a healthy situation. You can't have one person be your main source of happiness. I talked her into attending NAMS in Atlanta with me.

We got there. It was time for the first meal. I said, "No. You're not here to spend time with me. Go eat with someone else." I started to introduce her to some people. She started to meet some other people. It made a world of difference in her life. Now, when she's on Facebook, she has these people she met. She has friends and friends through friends. She's been to two NAMS now. I think it probably saved her business. She was getting to the point where, she was so lonely, she wanted to look for a job so she could interact with people.

She was able to find that by going to a community of good, like-minded people that she could talk to. She could say, "I have this blog post. Would you mind sharing it?" They

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say, “Sure, I’ll do that. Do you want to share mine?” It is the ability to communicate in our business language with people who understand you. It’s like you’re speaking Russian in a room full of English speakers. Sometimes that’s what it feels like. To be able to have other people who you can actually communicate with is a lifeline.

At a higher level, Beachpreneurs is where you’re living and cooking together. You’re spending 24 hours a day with each other. Just start somewhere so that you’re not so lonely at home and so that you can look around at other people who are doing what you’re doing. They are good people who are trying to build a good, solid, ethical business. You can start interacting with them. It’s huge. It’s what saved me.

Kelly: It gives you that emotional fortitude to deal with someone who says something mean. If someone does say something mean about me, quite literally, in the back of my mind I think, “So what? Nicole likes me.”

I love the word “boundaries” that you brought up, Maruxa. I had a toxic personal relationship. Do you ever struggle with, “But I have to be nice?” I’m a good person. I forgive. I don’t hold grudges. But there is a boundary line that has to be drawn. What if they continue to speak fear into your plans or constantly point out all of the problems? They’re always negative and playing devil’s advocate. What if they’re just plain being catty?

There comes a point where it’s no more Mr. Nice Guy. It’s time to say, “You can’t have me anymore.” You draw that line and cut that person out. I think that, if you have a truly toxic person in your circle, there is the potential of having it go to that point.

At the same time, however many negatives you have around you, you need more positives to counteract it. That’s where the community comes in and pursuing new relationships that are good for you on a personal level and from a business perspective. Are there any last thoughts about the importance of who you choose to spend time with?

Maruxa: I think this is a make or break kind of thing. It is the reason that the folks in Beachpreneurs are successful. It is the reason that we wake up each day excited because there are people around us. None of us were ever meant to live on islands by ourselves. It’s almost like we need to look at ourselves as an entrepreneurial village. We all support each other. It takes a village to raise a child. I think it takes a village to raise an entrepreneur.

Nicole: I love that.

Maruxa: It’s the truth. I can’t imagine having grown in the ways I have grown through this journey without my village, without you guys. I’m really grateful for having been able to go to Beachpreneurs and meet some of you in person for the first time, like

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Nicole and Kelly. I only talked to you online prior. That was so special to me to actually be in the same room with you guys.

Nicole: Likewise. Jessica almost didn't come. She was too scared.

Jessica: I thought, "I don't know a single person that's going to be there except for Nicole." I had only met Nicole online recently. I thought, "I'm going to be in a place where I don't know anyone. I don't know anything that they're doing. I'm not going to fit in." She said, "That's the excuse you can't use. If you can't find a flight or can't leave your house, that's different. Being afraid of the people who are there is not it." I said, "Okay. I'll be there." It was the best decision I made for me as a person and as an entrepreneur.

Nicole: It's funny because I'm an extreme introvert. You guys all know that. For the people listening on the call, this is Nicole and I am an extreme introvert. It's true. Like Maruxa said, we can't live on an island. I can't be in big crowds. It drains me. It is exhausting. I need the love of my friends. I need that interaction. You might be listening to this thinking, "But I'm an introvert. I can't go to NAMS or think of spending a weekend in a house with 13 women. Oh my gosh!" You really can.

Kelly: The thought occurred to me that, hearing us talk about our Beachpreneurs experience, some people might feel like, "These gals are all so close. They have a clique going on. There's no room for me to fit in." Please, cast that thought so far out of your mind that you can't see it anymore. Remember, we had never met Jessica before. I had never met Maruxa before. Beachpreneurs is not about a clique. It's not that we had such an amazing experience and now we have this tight, little group that no one else can get into.

We can't wait to see who else we'll get to do this with in October, in March next year or any other time. It's not just at Beachpreneurs but in our online circles and other events. Yes, we have a tight connection, but it is not a closed one. You are very welcome. If you suspect that you might be a smaller thinker right now, we still love you. We were there. We were smaller thinkers once. We were new. We were getting our feet wet. We were looking around freaked out at all the big dogs.

There is a trajectory to awesome success. We're all at different places on it, income-wise, mindset-wise and everything else. Don't ever hesitate to participate in anything with us, because we are very welcoming. Thanks so much, Maruxa and Jessica. This has been so great.

Jessica: Thank you for having me.

Maruxa: I really enjoyed this. Thanks so much for having me as well. It was so much fun.

Message in a Bottle: The Important Of Who You Spend Time With

Kelly: Nicole, do you have a closing thought for people?

Nicole: I can't wait to see what we're going to talk about next month.

Kelly: Have a great day, everyone. Listeners, we'll see you next time.

Message in a Bottle: The Important Of Who You Spend Time With

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