

Message in a Bottle: Traveling Smart



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"Traveling Smart."

Nicole Dean

Kelly McCausey

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Message in a Bottle: Traveling Smart

Kelly: Hey there, Beachpreneurs and Beachpreneur wanna-be's. You're here with Kelly McCausey and Nicole Dean. Hi, Nicole.

Nicole: Hi, my Kelly friend.

Kelly: We're recording the next Message in a Bottle for you. It's just the two of us today. We have a topic that is near and dear to many Beachpreneur's hearts. That is travel. We love to travel. Unless you live on the beach, then maybe you don't. Maybe you just want to stay home on the beach. I'd be willing to experience that and test the theory.

Nicole: That is true. My friend who just moved to the beach has not been traveling nearly as much as she normally does. I think she's in ongoing vacation mode. She looks dang good.

Kelly: Nicole, have you always loved travel?

Nicole: I've always loved the idea of travel, but when it came down to actually doing it, I had a lot of fears. I didn't know what to expect. The unexpected is hard for me. I dreamed of going to far-off places, but when it actually came time, I'd think, "How do I make this happen? How is it all going to fit together? How do I plan it?" I just started to spiral. It has taken practice. It's like reading. The more you do it, the more natural it becomes until you really don't have to think about it as much.

It used to be that I would panic over every little thing. The reason I want to say this on the recording is that I have so many friends who are in that same boat. They love the idea of coming to [Beachpreneurs](#), for instance to our retreat. They think, "I don't know which airport to fly into." I say, "It's this one." They say, "That means that I would have a layover. How do I handle that? What will happen when I get there?"

I say, "We pick you up." They say, "How will I contact you?" I say, "You'll have my cell phone number." They say, "How do I pack? Do you check your bag or carry everything on?" It's this ongoing brain spin. It shows me how far I've come personally. I don't go through that anymore.

Kelly: You're a very practiced traveler. I envy your confidence in an airport. You've done it a lot more than me. I can totally understand how intimidating travel can be to someone who hasn't done it before.

Nicole: Or hasn't done it alone before.

Kelly: Yes. Before we get done today, you're going to share some tips that will make people feel more confident. I know that you have travel checklists that you share with people.

Nicole: I do and I'd be happy to share them with our Beachies, too.

Kelly: Before we get into those specifics about travel, I wanted to talk a little bit about the whole "travel as a lifestyle" thing. If we go back just a few years, I never traveled. I've lived in Michigan almost all of my life. I lived in Florida for nine months one year when I was about 18 or 19 years old. While I had lived out of the state for a time, it was very brief. When I lived in Florida, I literally drove to St. Petersburg and stayed there for nine months. I never left St. Petersburg.

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I lied. I went to one concert in Tampa. I drove 45 minutes away. I didn't travel. I drove straight to Florida and stayed in one place. I drove straight home and stayed in one place. I've lived on the same parallel my whole life. It's straight up and down. When I lived in Northern Michigan, it was straight up. When I lived in Florida, it was straight down. Until last January, I had never traveled west. I went west for the first time with you to San Francisco.

Nicole: That was your first time crossing the Mississippi?

Kelly: Yes.

Nicole: Wow, that's cool.

Kelly: I'd been straight down to Atlanta, Florida and straight back, never west. I've gone a little bit east. I did have a summer with my brother in Pennsylvania. Again, I didn't go anywhere. I was never a traveler. I never had money to travel.

Nicole: Also, you never had vacation. That's a big thing that's changed in a lot of our lives. The Beachpreneur lifestyle was much more difficult to even comprehend 10 or 20 years ago. You get two weeks of vacation a year when you're at a job. We didn't have the internet possibilities and opportunities that we do now, where we can just say, "Hey, I can work from the middle of Arizona for a few weeks if I wanted."

You can go to Latvia or Ireland. You can go anywhere in the world and still keep your business going. That has opened so much opportunity for people now. I know when my husband was working, he had two weeks' vacation a year. We had to go to Wisconsin to see family during that two weeks because it was our obligation. We just couldn't do all the fun stuff. I think that's a big part of the Beachpreneur lifestyle. It's knowing that you have this freedom in front of you if you start getting things in place, building your business, getting passive income streams and outsourcing. We'll talk about all of that in a little bit.

Kelly: I'm not a world traveler.

Nicole: Yet.

Kelly: I've driven over the border to Canada a couple of times. I have a hard time envisioning world travel at this point for personal reasons. I have definitely been bit by the travel bug. I find myself plotting my life based on my trips. Not that when I'm home, I'm not really enjoying my life and having a good time, because I am. I'm always thinking in terms of, "When do I get to travel again? When do I get to go somewhere again?" My urge to travel is not so much about sightseeing. It's about people seeing. It's about the people that I'm going to spend time with.

Nicole: Sitting in front of the beach doesn't suck either.

Kelly: No, it's not.

Nicole: You get to see the Golden Gate Bridge and fly into Vegas and look out at the lights. It looks like Mars, beautiful, red and gorgeous.

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Kelly: Yes. Sean, Lisa and I drove to Las Vegas at the end of last month for the Earn 1K A Day event. That was checking off something on my bucket list. I love road trips. I loved taking a road trip out west and driving through the mountains. That was amazing and beautiful. I know people who love the idea of travel for travel's sake and for meeting people, but they feel like that's something they will do some day. They say, "Someday, I will be able to afford that. Someday, I'll be ready." Sometimes I want to grab them, shake them and say, "Today is some day. Let's do it!" I think sometimes people wait too long. They miss opportunities.

Nicole: I absolutely agree. I was talking with my mother-in-law the other day. She was saying that she can't come and see us because her dog is sick. I kept saying, "This can only go on for so many years. Can you at least come to see your grandson graduate? It's kind of a big deal. If you don't come, you're going to regret that because you didn't want to pay to have your dog boarded and taken care of." Her health is not that great. In two or three more years when her dog is gone, she's not going to be healthier. She's not going to be stronger. She's not going to be wealthier. She's retired. It's frustrating when you look at priorities like that.

Kelly: You said something and I made an image of it. I posted it on Facebook. It was, "Are you making money or are you making memories?"

Nicole: What I find is, if I'm at home, time just goes by. I can blink and a week can have gone by. I'm working, doing dishes, doing laundry and spending time with the kids. There have been times where I've gotten in the car and thought, "I haven't gotten in the car in four or five days." If the kids aren't at school, we're just here and time flies by. There is that saying, the days are long but the years are short. That's how I feel when I'm at home. But when I'm away from home, the pattern breaks.

All of a sudden, I'm more aware of my surroundings. I'm happier. I'm doing things. Something as simple as going to the beach for the day can be something that recharges me. It puts a stop to the day-to-day doldrums. It recharges my brain. I get so many ideas. I feel better. I feel better about myself as a mother, wife and a person. It's essential. If I don't build in those times then the days just run together. I wish that for everyone.

Even if it's a staycation, you're taking the time to check out your local areas. As a Beachpreneur, it doesn't have to be about the beach. It's about having the lifestyle where you are able to leave your office and throw a tent in the backyard or whatever it is that you can afford right now. Enjoy and make those memories. It's just as important as making the money.

Kelly: Amen.

Nicole: We've talked about some of the options. Kelly, you've looked at some really cool people who are doing amazing things, like selling their possessions and hopping in an RV, like Raven Perkins did. One of our Beachpreneurs lived in an RV for three years. She home-schooled her kids.

Kelly: Yes. On the pickup page for this Message in a Bottle, I'm going to share links to some TED Talks that are super inspiring. Colin Wright moves to a new country every four months and lives there just to experience it. He runs his business.

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Nicole: That is so cool. I get goosebumps when you talk about that guy. I need to look at that.

Kelly: He started a blog and he lets his community choose his next location, which is crazy. You have to watch that. Adam Baker is a young, married guy. He had his first child. He and his wife realized that they've been building a consumer lifestyle. They realized, "This isn't going to make us happy." They sold all of their crap, paid off their debt and they travel. There are The Minimalists. They say that we work so hard for stuff, but does the stuff make us happy?

(All three Ted Talk videos are posted on the Member Page for this issue.)

As Beachpreneurs, we get the privilege to build the lifestyle we want. Do you know what you want? Do you really? Are you putting your time and effort in directions that build that?

Nicole: I agree. Did we talk last month about be, do and have? That's a common exercise that I like people to do. You take a piece of paper and divide it into three sections. You have a "be" a "do" and a "have" section. You write those words on top. Then you list the things that you want to be, like an author or a mother. The things you want to have are your possessions. The things that you want to do are experiences.

When I did that, it was shocking. My "have" column was empty. It was funny that I work so hard for things that I buy, yet that's not where my dreams were when I put it in black and white. It was all in the "do" column. I want to swim with manatees. I want to swim with dolphins. I want to sleep in a castle in Europe, which I did check off my list two years ago. I have all of these dreams. It's kind of like a bucket list.

My thing isn't that I want to have a bigger TV, although being able to see Clay Matthews' butt from the Packers a little bigger would not be a bad thing. Most of mine are in the "do" section. I want to see a Broadway show with my daughter in New York City. What do I need to do to make that happen? I have to plan it.

Kelly: Can you imagine getting to the end of your life and not having these memories to cherish? I can't.

Nicole: I'd rather not.

Kelly: The things that you've done are what makes you interesting, not the things that you have. There are people who are at home, isolated and feeling lonely. The quickest way to make a friend is to get out and do something. People are attracted to people who do interesting things.

Nicole: It doesn't even have to be a grand adventure. Look at the movie Julie & Julia. She just made a commitment and did something crazy. That made her interesting. If you're not familiar with the story, a gal decided that she was going to cook a new Julia Childs recipe every day for a year. She did it and she blogged about it. It became a book and a movie. She suddenly became someone that everyone else was interested in because she did something that was interesting.

That doesn't mean that you need to climb Mount Everest. It means you need to make your list of things you want to be, do and have. Really look at your "do" section to see what you could do.

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Kelly: This summer, I moved into a new apartment. I'm co-habiting with my son and his fiancée. I want the freedom to travel so I don't want my own place. I don't want to live by myself. I don't want the responsibility of everything. I like to be able to just pack up and leave, and know that everything is taken care of back home. At this point, it suits me to have a place with them.

Nicole: You run your life like you run your business, light and tight.

Kelly: Yes.

Nicole: I think we need a quote for that one, Kel.

Kelly: I had it in my mind that we would move after the Las Vegas trip but Sean had it in his mind that he wanted to leave his tiny apartment with no air conditioning and get into this new place that has central air. He said, "I want to get the truck and move this weekend." I was looking around my room. I was renting a room from someone else. I'd been living like that for three years. I looked around my room and thought, "Okay, I guess I could be ready in a couple of hours." Seriously. Everything that I own fits into a room with one nice, big closet. That suits me because I don't care what I have, except for nice computers.

Nicole: Other than my really comfy office chair, my three monitors, my iPad and my iPhone.

Kelly: Right. It's my cockpit. I do rather adore my desk. I don't care about stuff. I'm not driven by stuff. Part of his decision to move us in that fast did put me into a little bit of a pickle of having a big trip coming up and having no furniture for the new place. We went on Craigslist for everything. We spent almost nothing. I look around at all of this used furniture and it makes me smile. It's all comfy and cozy. I don't care what happens to it.

Compare that to a girlfriend of mine who does not travel because she has credit cards up the yin yang. She has furnished her home beautifully.

Nicole: Does she have kids and animals?

Kelly: Yes.

Nicole: Can they go on the furniture?

Kelly: No. It stresses her out. She stresses constantly about what you can and can't do. I look at that and think, "That's the lifestyle you signed up for? Really? To be this stressed? To have the really nice couch that the children aren't allowed to touch?" I don't understand that. That's another topic. But she doesn't travel. She has all these reasons for why she can't travel. She needs to watch the minimalist video. I'm going to send her a link. She has worked really hard to get a beautiful home, but is she enjoying it? I don't think so.

Nicole: I just bought a new car. Every time I buy a car, I buy one that's a couple of years old. It's for that exact reason. First, you save \$10,000 to \$20,000 right off the bat. That's not the big issue for me. The big issue is, if we go through the drive-thru at McDonald's and the kids get French fries and drop one, I don't want to go ballistic.

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I intentionally buy a car that's already been broken in a little. It isn't perfect right off the lot. I don't want to feel on guard or panicky about it. I don't want to drive around terrified that a bird might poop on it or I might drive over a curb. I can just hop in my new-to-me car. It drives like a dream. It's great. I love it. It's stress free. That's what I like.

Kelly: You traveled through Europe through several countries with your family. Was that three years ago?

Nicole: It was two years ago. I've also taken the kids to the Bahamas a couple of times. I've gone with my husband to Jamaica. I've been to seven countries. I hope to increase that quite a bit in the next couple of years. I like to leave the country at least once a year. I have a passport and I feel like I'm wasting it if I don't go out of the country once a year. I like it to be a new country.

Kelly: You have a business that's rather big and varied. You have lots of different projects and lots of work product that is being developed regularly. How does that work for you?

Nicole: It usually works for me. Of course, we can all improve. There are definitely places where I could trim down in my business. It's something that I'm actively working on. Like the minimalists in the house, you can do that more in your business. Simplifying in your business is not a bad thing at all. You can prioritize. Some of the things that I've really focused on have been systems. I'm working on building out my funnel so that I know that new leads who come in have plenty of opportunities to buy stuff from me.

With each lead, I'm earning lots of money. I'm building passive income streams and looking at what's working and doing more of that. There is outsourcing and having great affiliate partners that promote me. All of that really ties together. Every decision that I make in my business is based on, "Is this bringing me closer to my financial and lifestyle goals?" That was the print out last month. That hangs above my desk. I look at it every day.

When people ask me, "Hey, Nic, do you want to partner with me in this project? It's going to be really cool." I have to look at that and say, "This is a good opportunity but, is it going to make me crazy? Is it going to eat up my time? Is it going to stress me out?" If the answer doesn't sit right in my gut then I have to pass and say, "I really appreciate that, but the time is not right for me right now. Here are some names of some of my friends that might be interested."

I'm okay with passing on that. I know where my profits come from. I know my focal point. I talk about that book all the time. If you guys have not read *The Focal Point* by Brian Tracy, please do that.

Kelly: We've talked about traveling as a lifestyle choice. Shall we veer into traveling for our business?

Nicole: Sure. That would be perfect.

Kelly: How do you decide on business travel? What woos you away from your comfortable home, your cuddly dogs and your sexy husband? What makes you travel for work?

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Nicole: That is a great question, Kelly. We really could be gone every weekend of the year. There is always an opportunity for us to travel, improve our business and meet new people. It's easy to get addicted. I see people at many events posting on Facebook that probably shouldn't be going to that many of them. They should be working on their business and not running around having that much fun. But I digress. In order for an event to get on my radar and get me to travel, obviously, we designed Beachpreneurs around our ideal circumstances.

With the [Beachpreneur Retreat](#), we have a beautiful house. It's in my town. It's close to my family so that they can buzz over and see me. If there's an emergency, I can run home. No matter what happens, I'm close by, which is really ideal for me. It's on the Gulf of Mexico. It's an excuse to spend time with Kelly. That's perfect. The [Beachpreneurs Conference](#) was designed around the same thing. We said that we wanted to see Tracy Roberts because we missed her and haven't seen her in a few months.

There was an event there and neither one of us was very excited about that event. It wasn't our cup of tea. We had been before and weren't suitably impressed. We said, "We'll go to that event just so we can see Tracy. Why are we doing this when we can just have our own event? We can see Tracy, have the Beachpreneurs Conference at St. Pete on the beach. We can have the right type of people who we want to spend time with. We can make the web and the world a better place, impact people and be with people we love." Hence, it was born.

The event that I always go to is NAMS. That is because David Perdew has brought together warm, amazing people. Of course, I get to speak, so that is also a draw for me. Going to an event to attend, I do frequently if I think there are people there who I need to connect with or the learning is a great opportunity. If it's a mastermind, I definitely go. As far as going to a beginner internet conference, I probably wouldn't go unless I were speaking.

When Kelly threw [her first event](#) in Toronto, I knew it was Kelly's first event. I wanted to be there to support her. When she asked me to be the keynote speaker, I said, "Of course I'll go. Have passport, will travel." There are a lot of factors that I weigh when I'm deciding where to travel. I could easily travel a lot more. I have actually cut down a little bit because the kids have started to tell me that they don't want me gone as much. I travel about once a month or every other month. I enjoy it.

I do have to be picky. That one event we went to in Orlando was really not the best use of my time. Yes, it was fun for us to hang out. I got to see some people I really liked, but it was not my type of event. You live and learn. Sometimes you go to them and think, "There are benefits. I will go back and look at all the things that I got out of this. Is it something that I should really do again? Probably not." Also, you have to look at things like airfare. If there is an event close by me, it's a lot more economical and doable than if I'm flying out to San Francisco. It's a \$650 airplane ticket. I weight all of those things. Kelly, if you say, "Hey, I'm going to Vegas to speak here, do you want to come? I don't want to be by myself," I'll say, "Let me look at my schedule." We do buddy up a lot, especially us ladies. It's a little unnerving to travel by yourself, especially if it's to a new place. If you have a buddy who is willing to go to the event with you, it makes it a lot easier to say "yes" to the opportunity.

Kelly: Last year was my year of saying "yes."

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Nicole: I know. I loved it.

Kelly: This year, we're definitely choosier. One thing that I'm craving is an event that will introduce me to all new people. I want to go to an event that takes me into a new neighborhood. This year, I'm not planning anything else. We have NAMS in August, [Beachpreneurs Lifestyle](#) in September and [Beachpreneurs Retreat](#) in October, and then I enter into my "no travel zone" from November to February. It's because I live in Michigan.

Nicole: Isn't that the best time to travel?

Kelly: Getting to the airport is an issue. If I could leave on November 1st and return on February 28th, that would be a win. Actually traveling to and from Michigan in the winter is always a crap shoot. It's stressful dealing with the snow. I go into my hermit mode, at least right now. I do believe, eventually, I will become a snowbird and do winters in warm climates.

Next year, I'm looking for a new neighborhood. I want to go to an event where I don't know anyone, but I want to take a friend. There will be all new speakers that I've never met before, people to rub shoulders with and bring home new relationships. That's what I'll be looking for.

Nicole: I've been to a few of those. It's a crap shoot, like you said about traveling. There have been some really fun things that have happened from doing that. I agree. I don't always like to go to the same things. Those are the family reunions, like NAMS. It's a family reunion for me. I like to open myself to other opportunities as well. I'm bringing my husband and kids to this next NAMS.

Kelly: I know. That's so fun.

Nicole: It will be my son's second or third NAMS. It will be my daughter and husband's first.

Kelly: That's so exciting. I'm going to NAMS with a different attitude than I've ever gone before. I know that I will see lots of friends. I don't have a roommate. I don't have a friend traveling with me. I'm going specifically to be useful to people who are competing in the affiliate competition. I want to be super-duper available to them.

I won't be spending all my time with my friends like I usually do. I'll spend some time with my friends. I'm very intentionally going with the idea that I'm there for a purpose. It's to help and have an impact on people who need it. Even though I'm going back to NAMS, I feel like I'm going to a different event because I have a different plan.

Nicole: You have a different agenda.

Kelly: I think it's really important to know why you're going somewhere. Have a plan. I have a couple of fun ideas for how I'm going to make this different.

Shall we move into some brass tacks? You are the experienced traveler. You have lots of advice. The homebody has been listening. They're thinking, "Yes, I really do want to travel but I'm still a little scared." Do you want to equip them?

Nicole: From the business side or the travel side?

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Kelly: Let's do a little bit of business, a little bit of travel.

Nicole: The travel side is fun. I usually fly if I'm going five hours or more away because I live near an airport. That's convenient for me. I fly a lot. Here are some airline tips. People always ask if I check a bag or if I bring my purse and carryon. I prefer to check a bag. Then I have this great backpack that I use for the airport. If I need to run somewhere or go to the bathroom, I'm not dragging a bunch of things around. It's just my backpack.

The one I have has a water bottle holder in it. It has several compartments. I've set up a system in my backpack so that I know where everything is. It has a laptop holder in the back. I always know where my laptop is for going through security. I have one pocket for my passport, one pocket for my earphones and one where I put my phone. I have my purse shoved in the middle. Sometimes I just put my wallet in there and I'll throw my purse in my checked bag.

It makes it super easy for me to know where things are as I'm going through security. In the front middle pouch next to my laptop, I have my hotel information printed out and my airline information. Having that system makes it so much less stressful. If I get up to security and the guy is crabby, I'm ready. I have my boarding pass and my passport. I always travel with my passport. It's easier to stick my boarding pass in there and then fold it around.

Every time I pull it out, they're together and I'm not digging through my wallet. Having some systems in place like that make it easier so that I don't panic when I get up to security. I know exactly what I have to do and where everything is. My shoes are off. I don't wear a belt. I grab my laptop, set it in one of the compartments, set my shoes in another bin, throw my backpack on there and push it through. As soon as I get through security and I have my shoes back on, then I get a bottle of water, put it in my pouch on the side and I'm ready to rock and roll.

Having systems in place make life a lot easier. Now, on most flights, you do not have to turn off your phones. I'm not a good flyer. I do not like to fly. I take Xanax when I fly. Now that you can have your phone on in airplane mode the entire flight, I watch movies. If you have Amazon, you can buy movies and have them downloaded onto your device. If you have iTunes, you can download them onto your device. You can't watch Netflix on your flight because you'll be in airplane mode.

That means that you will not have any cellular usage at all. You can only use the things that are on your device. I like to watch movies, listen to music, anything that blurs out the noise of the engine and the stuff going on around me. I prefer to do it that way. If you're a nervous flyer, that's a great way to do it. Plus, it keeps people from talking to you because you have earphones in. If you do check your bags, make sure that your prescriptions are in your carryon in case your bag doesn't make it through.

They are really good about that now, especially because everything is computerized. It's not like it was 15 years ago where they would lose bags all the time. Now they're scanning them. If it gets put on the wrong thing, it will beep. It won't end up on the wrong flight. It may miss a layover and not end up on the next flight so you may not have it for a day, but they will track you down and deliver it to you when they do find it. It's not like the old days where you might be without a bag forever and you'll never see your stuff again. It's much better now.

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Kelly: Wasn't I in Atlanta when my luggage took forever to come out?

Nicole: No, what happened is you took forever to come out. The thing with Atlanta is they're the fastest airport for unloading your bags and getting them on the belt. If you stop to go to the bathroom, make a phone call or get a drink on your way from the terminal to the baggage claim, your bag will already have gone around and around. They will pull it off and put it into the missed baggage thing. That's what happened.

I've made that mistake before. The Atlanta airport is so big. I took my time. I stopped into the bathroom. I got a drink. I walk fast. By the time I got to baggage claim, my bag was the last one on there. The guy was pulling other bags off and setting them there. I said, "Wait! That one is mine!" He said, "You just caught it. We were putting them in the lost baggage section."

Kelly: You have systems. You have a great travel checklist.

Nicole: Yes. That has been a lifesaver for me. I print off the exact same packing list every time before a trip. It's two pages. I just start crossing things off as they end up in one of my two bags. It's been an absolute lifesaver. On occasion, I'll forget something small like a razor. For the most part, I have not gotten somewhere and found out that I forgot my prescription or something really important.

Kelly: I'm the opposite of you. I do not like to check my bag. I like to pack really light and keep my bag with me because I'm a little suspicious about it. That one time that I had to search for my bag was because I got screwed. There are no two ways about it. Sometimes there isn't room for your carryon on the plane. Even as we talk about this, as prepared as you can make yourself, things can happen. They might not have space.

They might tell you at the last minute that you have to check your bag. You have to trust the systems. You have to choose to trust. What's the very worst that could happen? The worst that could happen is that my luggage would get lost. Would that be the end of the world? No. If I have to taxi over to Target and buy a new dress, oh well. I can survive any potential situation. I really can. I don't want to. I want things to go smoothly but, worst-case scenarios are still manageable. Don't let the fear of the unknown hold you back.

Nicole: If you have a situation where you think you can't travel because you might be Celiac, lactose intolerant or you're a vegetarian, at events like this, there are a lot of people that are like that. At Beachpreneurs, we have one gal with a severe nut allergy. It's a life-threatening nut allergy and she's also Celiac. Even getting a crumb of bread in her salad could cause her to bloat and not feel good for the rest of the day.

If people like that can do these things, there are ways to work around them. I would say not to let that hold you back. You're not the only one. I have special dietary things that I prefer as well. When I go to NAMS, I usually get the grilled turkey burger with extra guacamole, a little side salad and a glass of water. It's quite good.

Kelly: How would we like to wrap this up?

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Nicole: I think some practical tips for your business when you travel would be good. Kelly, what are some of the tools that you use that allow you to work from wherever?

Kelly: I've recently gone 100% digital with my coaching practice. Even though I've had an internet business for 10 to 12 years now, I've continued to keep paper files. I can open up my drawer here and pull a folder on any client. I think it's just a throwback to my years of working in an office. I liked it. But when you travel, you can't access those paper folders. I've decided to keep all my notes in Evernote. Most people know what Evernote is. If you don't, go get it. It's cool. It's free. It's easy to work with.

I create a notebook for every coaching client. I copy and paste their questionnaires into it so that I have their phone number and address. Every time we meet, I start a new coaching note with a date on it. I can access that from my computer, my laptop, my iPad mini or my phone anytime, anywhere. If I decide to spend a month in Florida this fall, I can run my coaching business. I can meet with my clients from any device, have access and not feel lost. I can email the coaching notes to the clients right from Evernote.

As soon as I hang up, I do that so they have their to-do list. I'm already getting used to it. I knew I would struggle at first because I like handwritten notes but I'm making the transition. I'm already feeling the confidence about it knowing that, when I'm in Atlanta, if Tina Twostep has a question, I don't have to say, "Shoot, I'll get back to you when I get home."

Sometimes you do need to say that anyway. Depending on your availability, you might say that when you're traveling, you're not available. With my coaching business for my clients that I've promised to be available to, I can be available to them when I'm at an event if I want to. That's one of my favorite digital tools.

Nicole: I pretty much run my entire business out of Dropbox. Dropbox has been an absolute lifesaver for me. I used to have to email files to myself so that I could get them from my laptop. I would start writing a Kindle book, a course, a document or a presentation on my desktop. Then, if I didn't finish it, I'd have to email it to myself so that I could get it from my laptop. That was absolutely ridiculous. I had to use thumb drives, which I hated. Now, I work solely in Dropbox. My entire business is in Dropbox at this point. It allows me to open anything. If I'm working on a presentation on my laptop, I hit "save" and then I drop my laptop and it breaks or someone steals it, then I can open it on a friend's laptop. I can open it on my phone or my iPad. I can finish it up and I have access to everything that I need. Plus, I share files with different people.

I use Dropbox for my coaching clients. The minute they sign up for a coaching program with me, they get a Dropbox folder. I drop some questionnaires in there. The only two people who have access to that are me and that person. If they want me to look at something, if they have a presentation or a proposal for affiliates, they just drop it in there. Then I can access it from wherever I am at the time. I can give them feedback. It's been a life changer for me being able to have access to what I need, when I need it.

Another thing that's changed completely since we started is WordPress. We used to need software on your laptop and your desktop in order to be able to make changes to your website.

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We didn't have WordPress. You'd have to buy multiple licenses of Dreamweaver or Front Page. It was just a huge pain in the butt. WordPress has been an extremely helpful life changer.

You mentioned Evernote. Just getting to know how my iPad and iPhone work so that I can be more efficient on those has been hugely helpful to me. If I am out and about and something comes up, I can handle it on my phone rather than having to wait until I get to my laptop.

The other thing that we both love having is MiFi. You're the one who talked me into getting one. Why don't you tell us about that?

Kelly: We were at a conference in Las Vegas last year and we couldn't get connected to the Wi-Fi in our room. We had to pay for the Wi-Fi but then still couldn't get connected to it. You had to do your entire slideshow using the screenshot function of your iPhone.

Nicole: I did. I took screenshots on my iPhone. Then I plugged my phone into the laptop so that I could get the pictures off my phone and put them into my presentation. Half of the pictures had the little logo from my phone on them.

Kelly: Connie had loaned me her MiFi device to let me get on the internet for a little bit. I went home, went straight to AT&T and said, "I need one of those." I have a new Samsung phone that can act as a Wi-Fi connection, but having a MiFi device separate from that means that, if I am traveling, I can run my MiFi and not burn my cell phone battery.

Nicole: That is huge.

Kelly: Yes. At an event, I tend to burn through my battery pretty quick. I take lots of pictures. I do lots of social media stuff. If I'm running the Wi-Fi too, I'm going to run out of battery before the day is half over.

Nicole: Most importantly, you're texting me about where you are so that I can find you.

Kelly: Yes. You're a lot more peaceful about your phone being dead than I am. I feel like I can't breathe if my cell phone is dead. The MiFi means that you can connect to cellular data and operate your iPad and laptop and be fully connected.

Nicole: The cool thing is, if you have friends, they can use it, too. One time, I was doing a presentation. It was a very small room. It was a workshop. We couldn't get the internet to work. It was a live workshop where they were expected to tag along and I was supposed to demonstrate things. A couple of people had MiFis in the room. I counted up everyone in the room and the number of MiFis. I thought, "If I can't get the internet going, I'll have internet here. You guys can tag into it."

Two other people had it. I said, "We can cover everyone in the room." This was so that these people who paid to be in this class could get what they paid for, learn and do what they were supposed to be able to do. It was super helpful. You can run several devices off it at the same time.

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Kelly: I used my MiFi in the car on the road trip home from Las Vegas to write emails, check on some things and respond to some questions. I could have done it on my cell phone but it would have taken much longer. It was nice to be able to hook up on my laptop.

Nicole: I do that too when we're driving to Wisconsin. I'll sit in the passenger seat and I can get all of my work done for the next couple of days, sitting in the car with my MiFi. Like you said, it's so much faster than trying to do it on my iPad or iPhone, even though I'm well practiced in those things. A keyboard is a keyboard.

Kelly: For me, it's just another de-stressor. Packing that into my bag when I head out on a trip makes me feel that much more confident that I'm going to be able to handle whatever comes up when I'm on the road.

Nicole: You might get delayed between flights, which has happened to me. They had to switch planes. Instead of a one-hour layover, I had a three or four-hour layover. I said, "I guess I'm turning on my laptop, plugging in and turning on my MiFi." I got a whole bunch of stuff done. It was no big deal.

I didn't have to stress. I texted my husband and said, "I guess I'll be in a few hours later. I'll get some work done." I know a lot of people who would say, "Oh my gosh. What am I going to do now?" It's an opportunity for me to work without any distractions.

Kelly: There is one more thing that I wanted to share about my coaching business and travel. I just recently revamped my coaching program again. I feel like I'm always changing something. I did offer a program where you got to talk with me every week, and I dropped it in favor of being able to talk to me once a month and being able to email and Skype chat questions on business days. It's part of developing the lifestyle that I want and recognizing the lifestyle that my clients want. I'm able to sustain it if I travel more and work less.

Nicole: It's much more scalable. Like you said, it works better for your clients, too. They might not want to be tied down four times a month. They may end up with a question on a Monday and it's not their time to call until Thursday. That's how I run mine, too.

Kelly: You and Paul Evans inspired me. Seeing how you guys coach like that inspired me to make the transition. It's definitely being well received by my clientele. I could fill my schedule with coaching and maybe make more money, but filling my schedule doesn't sound fun. Making more money sounds like fun. Filling my schedule does not.

I love that "be, do, have." That will have to be one of the creatives that we give our Message in a Bottle Beachpreneurs. I know what I want to do. I know what makes me feel happy when I'm doing it. I know what makes me feel stress and dread. I want to go away from that.

Nicole: I absolutely agree. You said it, I just want to rephrase it. You could fill your hours with coaching clients, just like a virtual assistant could fill her hours with client work as well. You also know that you could spend an hour coaching someone and get paid one time or you could spend that hour creating or updating one of your courses and you'd make a lot more money for months and months to come by promoting that course and letting affiliates do that.

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There is the “one hour for one payment” option or “one hour for many, many payments” option. I have coaching clients but I prefer to invest my time, energy and resources into building more products that can sell without me being involved. My team handles support. It’s a much better use of my time. We’re not spring chickens. We’re not old ladies either, but we’re not in our twenties anymore. I like to have fun. I like to nap. I like to travel. I don’t want to sit in front of a computer all day. It’s exhausting.

Kelly: I hope that we’ve inspired our subscribers. Are you doing all the traveling that you want to do? Are you building a business that lets you do that? What kind of decisions do you need to make? What kind of tweaks and shifts do you need to make over the next six months to give you the freedom to do more of what you want to do?

Nicole: It really does come down to a decision and getting a date on the calendar. We talked about that in our Beachpreneurs Retreat group. Someone was asking, how do you travel? I said, “You just do.” You make a commitment, like brushing your teeth. You don’t say, “How do you brush your teeth?” You just do it. You do it two or more times a day. It’s just what you do. Make a commitment to travel, if that’s important to you. It doesn’t have to be big, exotic travel.

If you have a brother that you haven’t seen in four years and he has kids, they’re getting older and it hurts your heart every day that you’re missing things, make it a priority to go, enjoy and make those memories. Why not today? Today is someday, as Kelly said.

Kelly: You have a couple of opportunities to travel to meet us this year. You have September in St. Petersburg for the [Lifestyle Conference](#) and October to [the beach house](#) on Pensacola Beach. If you are interested, get in touch. Get a ticket to St. Pete. Just go and buy it. Buy one for you. Buy one for a friend. Bring a travel buddy. If you’re interested in the retreat, go to the website. Fill out the application.

The nice thing about the retreat, if you are a nervous traveler, we’ll meet you there. We’ll pick you up. You are not left to your own devices from the second that you step out of the airport.

Nicole: The Pensacola airport is super small. There is one terminal so we can’t lose you.

Kelly: We’d love to meet you. We’d love to be part of your travel dreams coming true.

Nicole: That wraps us up. Thanks for listening. We hope to see you soon.

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