

Ep #278: How to reach the million-dollar milestone

Full Episode Transcript



With Your Host

Simone Grace Seol

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Hey, I'm Simone Seol, *I Am Your Korean Mom* that you didn't even know you needed, and I whisper encouragement and slap down the unnecessary bullshit that keeps you frozen and disenchanting. Let's do this.

Sam Garcia here from Team Simone. Simone asked me to come on and share one of my favorite past episodes of *I Am Your Korean Mom*. I pulled one from the archives, and this is Simone's story of making her first \$1 million, which was in 2020.

If you've been in Simone's world for only a year or two, you may not know Simone's rapid success story. She didn't slow build to \$1 million dollars, she went right from making her first six figures in 2019 to then making her first seven figures in 2020. Not many people pop like this.

So, this episode is going to be a time capsule from this shocking growth time period in Simone's business. In this episode today, you'll hear Simone's behind-the-scenes opinions on what she believes is the reasoning behind going from \$0 to \$1 million dollars in two years.

What I love so much about this, and the reason I chose this as one of my favorite episodes, is because most people will look at a seven-figure earner and try to replicate that business. When, actually, the business structure that you have building up to six or seven figures is different from what the business looks like after making seven figures, or a few years after consistently making seven figures, like in Simone's case now.

You'll hear, in this episode, Simone talking about the grit, albeit joyful grit, and sacrifice that she had to put in at this stage in her business, which now, in 2024, is just not required anymore. So, enjoy. This episode has so many lessons in it, and is pretty much a mini-training on a few core Simone principles that you may have never heard before, including how Simone planned and had four six-figure launches in 2020.

Today, I am celebrating a brand-new milestone in my business, which is that I have now created over \$1 million dollars of revenue in a year; technically 11 months. I wanted to share my thoughts about it. If you've

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been following the podcast for a while, you know that every time I hit a new milestone for myself, I like to talk about it. Just to take stock of what's in my brain at this moment, kind of like a time capsule of this moment. Because I'm going to forget what it's like to just have made \$1 million dollars.

I want to share with you what I am noticing about what the journey has been like, what thoughts are on my mind now, and what my plans are for the future. I also want to answer some questions that I got from my community about this.

So, you might be listening to this, and I don't know, some of you might have it as your goal to make \$1 million dollars. But for others of you, it will feel like traveling to Mars. It'll feel really, really far away. I want to tell you that I didn't start out wanting to make \$1 million dollars, just because it's not something that I *ever* considered was even relevant to my life.

It's basically like traveling to Mars. I've never really thought about it, except as something that happens in movies. Because I never considered that it's something that would ever be an option for me. It started to become more of an option for me not that long ago.

I like to remind people as often as possible that less than two full years ago, I was selling tarot readings for \$38 each, per reading, that I delivered via email. It was very special. I keep saying that, "I did \$38 tarot readings two years ago," and I hope it doesn't come off like I'm deriding that experience. Because, listen, my tarot readings were awesome. Everybody loved them. They were very much in demand. I was a very good fortune teller.

And I'm very proud of the work that I did as a tarot reader, so I don't mean to say, "Oh, that sucked. Where I am is so much better now." In fact, I loved where I was then, which is what got me to where I am now.

Anyhow, when I was doing a few tarot readings a week, for \$38 a week... I know, the math to make \$1 million just did not make any sense. It's not something I even thought about. But once I started making more money as a life coach, once I started challenging myself to new levels of business

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skill, and mastery of certain business skills that would continue to take me to higher and higher levels of income...

I want you to really hear what I said there. I said I was working on the skill of business. I think a lot of the times when we start out as coaches, because most of us didn't start out with an entrepreneurial skill, most of us didn't come here already with business, entrepreneurial business-building experience under our belts.

So, in the beginning, when we know that we're really good coaches, we love working with people, we're passionate about the work, and business doesn't take off immediately, we get very discouraged. But you have to remember that business is an entirely new skillset. Actually, it's not a skill set, it's a whole set of skills. Wait, that's what it means. Okay, never mind, it's already plural.

There are lots of skills that you need to be great at business, and they take time to learn. It's like wanting to be awesome at surgery from the first day of business school, it just does not make sense. Your coaching skill and your business skill are totally different, right? Totally different and separate.

So, basically, as I was working on my business skill, even though my coaching skill was the same, I was making more and more money. I had a mentor, I still have the same mentor, who just kept suggesting the possibility that I could make \$100,000; last year, actually. That was the first time I even thought about that, \$100,000 as something that's relevant to my life, that it's something I can do.

I was like, what? Could that be true? It sounds like it would take forever to do. I thought 100K would take forever to do because it felt so hard. I think a lot of people that I know, a lot of coaches that I know, are used to making quite a bit of money from their old jobs. They used to have office jobs where they made six figures, and to them, that's the normal amount of money to make.

But for me, I come from the nonprofit world, and I wasn't even particularly ambitious in that area. So, to me, I wasn't even thinking that I was ever

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going to make six figures in my life, ever, because I was in the nonprofit world. So, when I transitioned to coaching, it just felt like, whoa.

Once I pulled off the 100K, people kept saying around me... this is why it's so important to put yourself in rooms where people say things to you that make your head explode. In the mastermind I'm still in, people kept saying, "Oh yeah, multiple six figures? No problem. A million dollars? Yeah, we're all probably going to do it." And I was like, what? What world is this? Hold on everybody, slow down, what did you just say? What? How many zeros is that?

I had to allow for that initial doubt, that initial 'yeah, right,' maybe it's for them but not for me; those feelings. But eventually they brainwashed me into thinking, "Oh wait, maybe this is in the cards for me too." And so, I want to be that person for you right now. Even if you think, "Oh my gosh, I'll never make a million dollars. I don't even want to. That doesn't even feel like anything that's available to me."

I want to be the whisper in your mind that plants that little chip in your brain that says, "Maybe I don't have to know how, right now. I don't have to get on board with this entire idea right this second. But I'm just going to open that door of possibility just the teensiest little bit, like 100th of an inch. I'm literally going to crack that window open. I'm just going to let a tiny bit of wind, the breeze, through that crack."

Growth can happen a lot faster than you think, and the idea of what you think is possible and available to you now is just a thought. You can change your thoughts in ways that are really surprising. By the way, this is a total aside, but as I was listening to some of my older episodes, I realized that my voice in this entire podcast just kept getting more and more nasal.

So, I want to tell you why. It's because I have allergic sinusitis, which keeps getting worse. My nasal pathway is more and more blocked. Yes, I went to a doctor, and the doctor said, "It's allergic, I can't do anything about it except prescribe medication." I was like, "What?" He was like, "It's incurable. You just take meds and you pray." And so, I was like, whatever.

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I don't want to take allergy meds all the time, so you're just stuck with my nasal voice from now on. It kind of breaks my heart, because very early in this podcast my voice wasn't nasal, and it's just getting more nasal. Oh, well. You really had to know that about me.

Okay, so, \$1 million dollars, it's available to you too. If I can do it, you can do it. I want to tell you a few things that I noticed about what got me here. I've done episodes with six-figure launches, where I said 'this is what I did to get here' and I answered a lot of questions.

So, I was asking myself, "What's new that I can share with this million-dollar episode?" I have a few things to share with you. Number one, is that I want to go on the record and correct some of the things that I have said in the past. Not because I was lying in the past, but because I think I was unwittingly sort of giving the wrong impression.

Basically, what I want to say is, I used to spend a lot of time telling people that I didn't work hard. There was a truth to that statement. I kept repeating, "I don't work hard. I don't work hard. I take these long afternoon naps very often, I cook my meals from scratch, I take three-day weekends, I don't work hard and I still make a lot of money." I used to say that, and it's not a lie. All of that, none of what I said is not true.

But at the same time, the last few weeks, I realized that it's not true in a different way. In the sense that I work very hard, in fact, and it doesn't feel like hard work because of the way I feel about it. I had this moment, actually just a couple nights ago, when I was working in my office, it was 10pm or something. I don't usually work at that hour, but I just remembered something I had to do and I was just typing away on my computer.

My husband came by, he just peeked his head into my office and he said, just out of the blue, "Babe, I think I get why you're so successful." I was like, "Oh really? Why? Why am I successful?" He said, "It's because you love this. You love this. Most people work because they have to. I've been watching you and there's nothing you love more than this." He just gestures to my entire office setup and my computer, and me typing.

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He's like, "You work so hard because you love it; harder than anyone I know; from so much love. And that's exactly why you made \$1 million dollars. That's why you're going to make millions more. Nobody can take this from you. You love it so much." Guilty as charged, I realized he was right.

He sees me right next to him more than anybody in real life, and he has seen me work my butt off. Not all the time, but there will be times where I'm a little bit more relaxed, and there'll be times where I really, really push. I have been pushing, leading up to my launch, over these past couple of months. I realized, hey, maybe what he noticed might be one of the big secrets of my success. That I work my butt off, but it doesn't feel like 'Oh my God, it's so much hard work' because I love it.

So, that's the first thing I want to share about what contributed to my \$0 to \$1 million story in over two years. It's because not only did I work really hard, but I also made a lot of sacrifices. I was just talking to one of my clients about being an example of what's possible, in terms of the fact that I'm on a different continent than the vast majority of my clients, my coaches, and my colleagues.

I live in Korea. I would say 85% of my people are in the U.S. The rest are in other parts of North America, in Europe, Australia. Most are in the opposite time zone as me, and that means that for a long time, I just busted my ass doing a lot of super early morning calls, super late-night calls, and even middle of the night calls.

For over a year, every single... I've told this story before... every single Thursday I woke up at 3am to be on my own mastermind calls. My schedule now is a lot easier because I have a different workflow, and I'm not on so many calls. I've structured my life in a way where I only have a few calls a week, and usually zero calls after afternoon. I still make lots and lots of money, but to create this life, for a long time, I just had to sacrifice a lot.

Again, those things didn't feel like sacrifices. I made those sacrifices from joy and purpose, and even gratitude. I remember when I first got into the

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mastermind that I got into, and I knew that it meant that I would be getting up at 3am once a week, every week, for God knows how long.

All I could think was, “Thank God, there’s a way for me. Thank God that I get to be in this room at all. Thank God that I get to learn from my coach. What an honor. I will gladly get up in the middle of the night for this. It’s the greatest opportunity of my life.” I was just grateful for all of it.

I felt that way while working ungodly hours to work with clients, as well. I don’t mean to make it sound like it was so awful, it wasn’t. But while I was making decisions that others might consider tough, I thought to myself, “This is how I get to build my expertise. This is how I get to build my dream business.”

There were many, many weeks when I was seeing 20+ clients a week, doing an hour of coaching with all of them. That’s just dozens of... Just a sheer volume of coaching hours. When I was doing that, yes, it was a lot on my cognitive load, it was a lot on my energy, but I could just feel myself becoming a better coach every week, just from that sheer volume of work.

I could feel myself getting sharper, getting smarter, having a bigger perspective, and I was failing a lot and learning a lot, and that was so fun for me. I was like, “This is worth it. Yeah, it’s hard, but as hard as it is, I’m getting so much from it.”

And when I look around, I don’t see all coaches necessarily feeling that way. They look for ways to not have to make sacrifices, and they look for ways to work less, rather than, I guess, really finding a purpose that creates joy in the choices that you are making.

A big part of my nature is very easygoing, and I’m very much a big-picture person and ‘go with the flow,’ spontaneous. But another part of my nature is, I have a Virgo moon, for those of you that are into astrology. And there are times when my Virgo moon just takes over, she’s like a detail-oriented control freak and a total perfectionist.

It’s that side of me that gets me really obsessed with giving my clients the most amazing experience. And making sure that when they sign with me,

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when they say yes to an experience with me, that I give them the best. There's no room for sloppiness there. There's no room for haphazardly throwing together there. I have to really demand a level of excellence from myself there.

For that too, the amount of labor and painstaking attention that I give to the work that I create, all of it is joyful. Yeah, you know what? I'm going to be honest, there are times when I feel like, "Ugh, I've spent so much time on this, my head's going to explode. I'm so tired." Of course, there are times when I say that.

But overall, I'm like, "Yeah, what else am I going to do, give my clients half-assed work? What am I going to do, not make this incredibly useful and beautiful? These people pay me money. I'm going to give them my absolute best."

It's the kind of standards that come from wanting the best for my clients and wanting the best for myself, and the joy that it gives me to pursue that, made me an incredibly hard worker. So, that's the first thing, working hard but not having it feel "hard", because of what it means to me.

I don't think you can get to \$1 million without that. Without putting in the work and having it be fueled by the right emotions. Because if you're working hard, and it's fueled by inadequacy and hustle and 'we'll only be happy when we get to X-Y and Z,' that is not going to help you get to \$1 million faster because you'll burn out really easily.

You won't be in a great state of mind to solve problems, because you'll just be spending so much time and energy getting around your own exhaustion and your own resistance, instead of using all of that beautiful energy and intelligence and creativity that you have, to give your clients the best. So, you've got to have yourself a good time. I had a good time. I had a great time working incredibly hard.

The second thing I did, that was very different, was I differentiated between my winning result and my bonus result. Now, if you have listened to my podcast, it was a few episodes ago when I talked about winning results

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versus bonus results. People in my Joyful Marketing program are also... I'm talking their ears off... they're talking their own ears off amongst themselves as well, about the difference between the winning result and the bonus result.

To put it in the simplest way, the winning result is a goal that you set so that you are setting yourself up for success. A winning result is how you know that you are winning, how you know you're making meaningful progress that you can really be proud of, that is actually achievable. And that once you achieve that goal, it's going to pay you back in really meaningful ways, especially over the long term.

Now, the bonus goal, the bonus result, is everything else. It's all the shiny, shoot-for-the-moon, fun, glamorous goals that you can have. So, what I mean by 'I've kept my focus on the winning result,' is that I didn't make it a precondition of my success that I create outrageous goals.

I might have had thoughts that it would be really fun to create outrageous goals, but I stayed very much within a very sensible, almost very conservative frame of what I'd like to accomplish with my business. Also as part of my winning result, I kept my focus on what's the inner growth that I want, because I'm working on this, what's the mindset that I am creating? Who am I becoming? What skills am I learning?

I made that a part of my goal, rather than 'I want to make all the money in the world.' For example, in 2019, last year, my goal, once I started getting some traction, my goal was to make \$100,000. Because that was amazing, and it looked like I would be able to pull it off. At the time, the math just kind of made sense, when I was setting that goal, maybe halfway through the year.

I just kept my head down and did what I was doing. I was like, "I'll be really happy, I'll feel like I'm winning if I make \$100,000." The result is that I made \$200,000 at the end of the year. But it's not because I changed my goal. I had 100K as my winning result, and so when I achieved it, I didn't immediately increase my goal. I was in the mindset of, "Oh my gosh, I

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achieved my goal. I succeeded. I'm amazing. Everything that happens this year after this, is just a bonus."

So, for the rest of the year, I was just in this almost buoyant mindset of, "Wow, what a miracle. I've met my goal; my work is done." Not 'my work is done' like I'm not going to do anymore work. But like, everything I do is a bonus in that way.

Working from that sense of accomplishment, sense of pride, and this thought of, "My goal is already met. I'm already successful. I already outdid myself." I was able to hit 200K, which I wasn't even aiming for. But do you see what I mean?

What I see a lot of coaches doing, is that they will meet a goal that they had for themselves, and immediately up the stakes on themselves. They don't give themselves more than half a second to enjoy feeling successful, and to acknowledge that they have, in fact, met a goal that seemed really hard not too long ago. This breaks my heart.

Because it's like you go right back to feeling inadequate. You go right back to the hustle. What's the point of achieving things if you're not going to be proud of them? Seriously. I'll have clients who hit 100K and they'll be like, "Okay, obviously, it's done, but what's next? Okay, I'm going to do 200K now."

Or a client will get fully booked, and even though it felt impossible for them to even contemplate being fully booked just a year ago, they are now fully booked. Then, they look at the number of dollars, the amount of money they made, and they're like, "Well yeah, I know I achieved my dream of being fully booked, but this amount of money I made, this is too little. Other coaches are making a lot more, and so, I'm going to feel like I'm not good enough. I'm going to feel like a failure until I make five times this money."

Guys, this is madness. This has to stop. We, in the coaching industry, cannot take on this greedy, it's never enough, more is always better, as soon as you achieve a goal you have to double your goal and go hit it

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again, you're never going to rest until you chase the magic thing that makes you feel good enough.

Except that never happens, because every time you do chase the magic thing and you get it, another magic thing opens up on the horizon. Where you're going to feel good enough and happy and successful when you get there. And there never happens, because there's always a new there.

This steals more energy and brilliance and momentum from coaches than probably anything, anything else that I see. I call this... I created a new name for this, you ready?... It's called "success negligence."

Our brains are sneaky. The part of our brains that does this is a fucking asshole. You have got to stop and notice when there are parts of your life that are far greater than you thought they ever could be just a few years ago.

Where you have accomplished goals that seemed impossible before. When you have put in the work to meet a milestone, and you immediately rush past it to give yourself a new goal, where you're not going to let yourself feel good until you get there.

You have to develop the awareness in yourself to see where you're doing it and stop. Learn how to feel successful, how to feel proud of yourself, how to feel like 'what I have is amazing, and everything that happens after this is a bonus.' Please.

I wish I could shake every single one of you, because it's probably every single one of you that needs to be told this. It's setting yourself up to win with your winning result.

With this year, with 2020... I did 200K last year. With 2020, my goal was to double that. At the beginning of the year, I said, "Okay, I would love to make \$400,000 this year." And so, I went to work with that in mind; that was my winning result. I did twice that, in about eight months. I think I made over \$700,000 in the first eight months.

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Not because I was shooting for \$1 million, but because I was just focused on doing my work and I wasn't freaking out. Because I just knew exactly what it was going to take for me to get to 400K, and I just kept doing that work. It accidentally made me way more than that.

Most people do the opposite. They set a sky-high goal, "Yeah, I can do it. I'm going to hustle. I'm going to push myself. I'm going to impress myself." All of which is great, I am all for pushing yourself, impressing yourself, blowing your own mind, all of that.

But they set it up in a way where they, first of all, decide that they're not going to feel proud of themselves, they're not going to feel good enough, they're not going to feel successful, until they hit that goal. So, all the way through working to that goal, they're going to feel miserable and not good enough and hustley and needy and stressed out.

Second of all, because the goal feels so far away, they get lost in the 'how.' "But how do I do that? But how do I create that money? But how do I find those people?" How-how-how-how-how. One of the biggest differences between me and a lot of coaches I see, is that all the time they're being lost in the how, and spinning out about the how, I just did the work. The really basic, boring work of just marketing and selling.

Every time somebody else is freaking out about 'how do I do that, how do I find people,' I just got up in front of the people who were already around me, talked to them about my offer, helped them, paid attention to them, talked to them, cared about them, told them how I could help them, made offers, had those conversations.

Every time somebody else is getting lost in some complicated scheme, because they think that doing some kind of byzantine strategy is what's going to take them to their sky-high goal, because they don't have belief that what creates that is who they are and what they choose to believe about themselves, here I am just thinking deeply about my clients.

Thinking deeply about the people I want to serve, loving them, caring about them, thinking about their problems, thinking about what's ailing them, and

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thinking about what I could come up with to make it easier for them to get closer to what they want. Thinking about how I can rephrase the same thing I've been saying to make it even more useful. Thinking about how I can help people believe in themselves.

And spending time believing that 'whoever needs my help is already right around me.' Spending time just talking to them, just showing up. If you do this, you'll make \$1 million dollars too. If you just stop being in the, what my mentor, Brooke Castillo, calls "the how greed." "How greed" is when you're greedy for the how.

But how? How did you do it? How did you get people? How did you know what offers to make? How did you know what strategy? How did you know what platform to be on? How-how-how-how-how. "How greed" is probably the number one telltale sign that you are not focused on just doing the basic, plain, unglamorous work that actually creates results.

I just told you what it is: Just believing deeper in your offer. Paying attention to the people you want to serve. Studying them, loving them, caring about them, coming up with solutions for them, delivering it to them, and just having conversations with them, making offers to them.

It's the very basics of what it means to help somebody. The very basics of what it means to just show up in front of people, give them something useful, and invite them to take action towards new and better possibilities. Please, just do that. It's going to take you all the way to \$1 million.

Which brings me to a third thing I want to say about what got me to \$1million. Which is, I did a total of four launches this year. I never did formal launches with dates and deadlines, and that kind of thing, before this year. But this year I did four, that's a lot. Every single one made me six figures. I had four six-figure launches.

I think how I planned my launches, there's something extraordinary about it, every time I planned a launch there was no action plan. There was no strategy. Okay, that's not true. It's not that there wasn't strategy, but the exact action steps that I'm going to take, the exact what I'm going to do

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when, that was a distant second in terms of priority of what I was paying attention to.

The number one priority, by far, the most important, 80% of what I gave my attention and energy to, was figuring out what I wanted to believe, figuring out how I wanted to feel, and then spending time believing those things, spending time cultivating those emotions, feeling those emotions, finding out more about what it means to be in those emotions, and luxuriating in those emotions.

The latest launch with Joyful Marketing, the feeling that I wanted to feel was joyful, obviously. I wanted to feel joyful in my launch. I wanted to feel joyful about the program. I wanted to feel joyful about the people. I wanted to feel joyful about the creative process. I wanted to feel joyful about myself.

Then, I made a list of what can I believe, what do I want to believe, about this program that's going to make me feel joyful? What do I want to believe about my people that's going to make me feel joyful about them? What do I want them to think and believe that's going to help them feel joyful?

Then, it was all this internal exploration, inner alignment, so to speak, of here's what I would need to believe, here's what I want to believe, here's what I want to feel. I just spent all of my time just thinking those things and feeling those things. First order of business.

A similar dimension to this is I also spent a lot of time thinking about, "Who do I want to be at the end of this? Who am I becoming as a result of this launch?" I had very specific ideas about that, too.

It's something like, "I'm becoming a version of myself that can overcome these challenges. I'm becoming a version of myself who can hold belief throughout a launch, and throughout whatever happens. Hold belief of no matter what, in the inevitability of what I'm creating. Hold belief in the value of what I have to offer. Hold belief in the people that I can help with this. I want to become a version of myself who always chooses growth over money."

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If there's a fork in the road, and one direction is the direction of my integrity and my growth, it's my growth edge. And the other part of the road is more immediate cash. I'm becoming somebody who always chooses against more money, for now, and always just chooses the road of growth. Chooses to go towards integrity and the kind of person I want to become.

Because guess what? You're going to have to make that choice a lot. A lot. A lot of times, maybe in the beginning, it'll be somebody asking for a discount. A part of you is like, "It's still money, we want to make money." And the other part's like, "No, that doesn't feel good. I don't want to discount the value of what I do."

Maybe other times it could show up like, let's say you have a three-month offer, and somebody says, "You know what? I really want to work with you, but I don't know about these three months. What if we did two months?" Again, a part of you is like, "We could use the money. We could really use the client. It'll make you feel more confident. Anyway, what's the problem? It's only one month. They might re-up anyway, let's just give it to them."

Your mind will go through all of these justifications for why we should just say yes to this money, rather than remembering why your offer lasts three months in the first place. Why you love that offer, and how that's actually what serves your clients best. You forget your principles, you forget the 'why,' and your brain will always want to just say yes to the money.

It'll be very sneaky. It'll be very smart, in terms of convincing you to just take the money. I want to become somebody who always says no to the money, if it means that it's going to be at the cost of my integrity. If it's at the cost of what I believe, at the cost of what I believe about my value and who I want to become, the kind of entrepreneur I want to become, the kind of coach I want to become.

So, that was my goal every launch. I choose growth, not money. I would rather make less money and grow. I would rather make less money and be in integrity. Those are the things: What am I believing? Who am I becoming? What emotion do I want to feel? I spent 80% of my time, if not

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more, on getting all of that aligned, and the action of what I actually do just flows downstream of that.

Frankly, I barely worry about it, because when I'm so in the right thought, in the right belief, in the right alignment, and when I'm so aligned with the person that I want to become and it feels very purposeful, and if it feels very clear and I'm deeply connected to all of it, then I just want to go out and take massive loving service-oriented action. I just want to go out and take tons of action and serve tons of people in really meaningful ways. But from lightness, right?

I take tons of action, but it works because not every single piece of action is super heavy and 'oh, it better work.' That kind of energy happens when you are leaning on the actions to get you the success you want. Rather than filling yourself up with belief, feeling the way you want, the growth you want, who you want to become, and all of these things, and then bringing that energy to the action, so that each action itself is not so high stakes.

The actions that you take feel more experimental, rather than 'this has to be the thing that delivers the result.' It makes me more curious. It makes me more flexible. It makes me more likely to evaluate and learn and make my next attempt even better.

So, in my coaching school we call it "getting out of the A-line." Meaning, getting out of the action, and just really focusing on inner alignment; how I feel, how I believe. Then, taking massive, unattached action from there. It's the secret. It's the secret to the universe.

Now, I thought I was going to get to so much more, but I do want to take another full episode to just do Q&A, and so I'm going to have to close this episode for now. I'll be back next week with part two on what it took for me to create \$1 million dollars.

I actually forgot to say all the fun stuff, which is that I was gifted some really beautiful flowers from some of my colleagues, who had them sent to my home in Korea. I got a bottle of Dom Perignon, which I've never had before, that was really special. I took myself and my husband out to a nice night

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out in town. We saw a performance. We checked ourselves into a nice hotel. We had a nice dinner with family.

Some people asked me, “Tell me you bought something really expensive.” I’ve got to say, maybe this will change at some point, but I really can’t think of anything that I could buy right now that would just make me happy. I don’t really do expensive handbags. I have all the bags I want; I don’t need any more. I’m not into cars. I do want to buy a bigger apartment, but that’s not for a while, because that’s a lot more money than I’ve made even this year; the kind of place I want.

I like nice food, I like expensive champagne, and so that’s what I got. It made me really happy. I love nice hotels, so that’s what I treated myself to. But you know what? When I think of something really expensive that makes me really happy to buy, I’ll let you guys know. Because I believe in celebrating that way, or whatever way you want.

Alright, my friends, I’ll talk to you next week.

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I got countless emails from folks who downloaded it, saying, “This free resource is worth more than all these courses I paid thousands of dollars for.” So, what are you waiting for? Go grab *The Simone Starter Pack*. The link is in the show notes. I can't wait to see what amazing results you'll get from it.