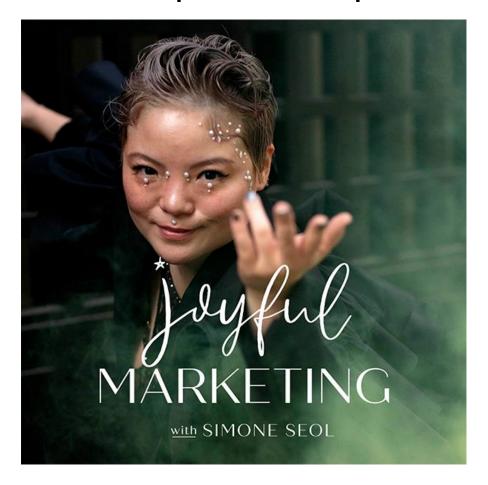
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With Your Host

Simone Grace Seol

Welcome to *Joyful Marketing*! I'm Simone Seol, and I teach you how to get your life coaching practice fully booked without having to pay for ads, buy Instagram followers, or complicated sales funnels. It's not rocket science, and you can do it, too. Listen on to find out how.

Hey, friends, today's episode is Part 2 of a two-part series of conversations with Karen Hawkwood, one of my teachers. Yesterday's episode was Part 1, it was called "Working with Unhealable Wounds". And here's today's episode, "The Art of Paradox," enjoy.

Simone Seol: There is a phenomenal diversity of human beings on earth, not just physically but mentally, psychologically, spiritually, yeah, every way. I cannot put enough asterisks and underlines and bold type on this, that humans vary and that we are all different from each other.

And, I think a lot of modern Western culture treats us as if we are the same and almost kind of forces standardization, tries to kind of stamp out differences, so we can all meet the same standard of what is considered good and acceptable. So, it's very important for me to talk about this, which is why I invited you on today.

Now, again, I have a million questions to ask you about this. But let's pick one. One is if I have a group of 20 people, let's say that I am leading in a group, all those 20 people are going to be different. So, is it even possible to lead, to deliver, to hold an experience that's actually going to work for everybody if we have 20 different people in it? How does that work?

I have my own suspicions about what your answer might be, but I want to hear from you. Because it's definitely possible. Like, I have experienced being in containers. And hopefully, over time, I myself have gotten better at leading containers where different people felt met and understood, even if they felt like they were very different from me, right?

And I have encountered teachers where I felt like, oh, I am different from them, but I don't feel excluded. like I feel that there's consideration and respect for the way I'm built, which is different, right? So, how do we do this?

Karen Hawkwood: Well, I certainly can't give a prescription for the whole world.

Simone: In the next 10 minutes, go! Just kidding.

Karen: Counting down. Numbers rolling backward. One of the things that I will say is yes, people vary wildly. And we currently just tipped over the 8 billion number on Earth. But what I can tell you without a doubt, people are different, but they are not infinitely different. They're infinitely different in their individuality, but they also fall into groupings, recognizable typological groupings.

And every indigenous culture that I'm that I know of, which I am not, you know, over-representing or misrepresenting my awareness of that. But all of those that I have come into contact with, deeply enough to understand this layer of things, has that way of understanding people.

There are people that are lion people, and there are people that are snake people. I'm making this up, I'm kind of universalizing in a way. But the wisdom and strength and gifts and skills of a person who has the temperament of lion will serve the group in a very different way than the person who has the medicine and the gifts and the skills and the temperament of snake.

Simone: These types are represented a little differently in every culture, but in my culture, in my heritage, it's like some people are metal people, and others are fire people and earth people. And some people are a

combination; a little bit of this, a little bit of that. So while there are different types, it's not an infinite number of variations. It's either categorizable...

Karen: And so that's the thing, is that there's always the freedom for each person to be themselves because the typology, whatever it is, is only ever an approximation anyway. But it's a useful approximation. It's a very useful approximation. So, we have a billion people on the planet, but we do not have 8 billion individual data points, ends of one, right?

No matter what type of thing we were assessing, we'd still end up with a bell curve because the bell curve is not, to the best of my awareness, something that's actually enforced by a white supremacist, colonialist mentality. It's something that seems to be a reflection of organic life. Of the way that organic life happens on this planet.

And so, a system of typology that is really good and useful has to have enough granulation in it to allow for those variations within variations, right? Variations within metal people or fire people or the, you know, the metal/water combination that you happen to be, with maybe a smidge of earth or whatever it is. But also, not so granular that you end up with 8 billion ends of one, and it stops being useful. So, it's kind of an intersection.

Simone: Do you think it's kind of a modern Western idea that, I mean, I already know that. I already know the answer to this question, but I guess it's not really a question. I'm gonna say it. I think it's a modern Western idea that you, as an individual, can make yourself to be whatever temperament you want. You can make your life to be whatever shape you want.

And I think, at least in my tradition; the Korean indigenous, the inheritance that we have of these kinds of typologies... Actually, this might be a bummer to a lot of modern Westerners, but actually, you can't.

Karen: You know, I agree with that 100%.

Simone: I know. Which is why I was like, this is not an actual question, but a statement.

Karen: We're just gonna agree with each other.

Simone: I think it's a nice idea that you could, with the sheer will, or the right tool, desire, the right plan, and the right commitment and effort, then you can make over your personality. You can become a different kind of person. And actually, a lot of these traditional indigenous systems, they're like, "No." And that's not a cause for despair.

Karen: That's it. It's a strength; who you are is a strength. Why would you want to turn yourself into to be, I call it "being Gumby" or being silly putty. Why would you want to just be moldable into whatever was kind of envogue that day?

Simone: You are made, how you're made.

Karen: You're made, how you're made.

Simone: And there's gifts and medicine in how you're made. And it would serve you far better to get acquainted with them. I know that you're already really great at this, but the more you make yourself at home with who you are; actually, the easier life is going to be, right?

I was kind of thinking back to the history of my work with you, and I think one of the most pivotal things in my life, just at large ever, in the history of me having been alive, was getting an archetypal astrology reading from you. I think that's how we first connected in depth. And my favorite thing about that...

Because it was not the first time I got an astrology reading. It's not the first time I got, you know, any kind of personality assessment. That kind of thing

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is rife; there's a lot of that in the world, right? But the real treasure, that was so rare in what you did for me, is that you gave me a language and a frame to make sense of all the things inside me that felt paradoxical. I think on your website, at that point, you might have even called it, "Ouchy places inside".

Karen: Push-pull is usually my language. The push-pull places.

Simone: Yeah, like one part of me is tugging this way, and another part of me is tugging that way. And I can't make sense of it; actually, it just makes me feel fucked up. Like, what's wrong with me? Am I schizophrenic? Like, on one day, I feel like this, on another day, I feel like this. This situation brings out this side of me, but this other brings out that side of me.

And I had no way of making sense of all of that as a coherent whole until you explained my archetypes to me. And you did it with so much nuance and with so much respect for all the apparent paradoxes and complexity of how different parts of me interact with each other that it wasn't dumbed down. Like, this is who you are, and that means that you are like this, right?

And so, that gave me tremendous freedom from the pain that I had carried my whole life of, I don't make sense to myself; I feel like a bundle of contradictions. And I made those contradictions mean that there was something wrong with me, that I couldn't straighten myself out, that I couldn't be one consistent thing, right?

Since I've learned a lot more from you and the way that you think about these things. And I realized that the point has never been to straighten things out and make sense of things and loosen all the knots and, you know, brush them all in a straight line.

Karen: I couldn't if I tried.

Simone: What it means to live well and to really, you know, live into your purpose is how you live into the tensions, how you live into the paradoxes, how you carry them. And that's been one of the most profound things for me. So many other typologies or personality assessments, I think, this is my personal opinion, they don't go far enough; create more boxes for people to fit into.

Rather than really acknowledging the relationship between different parts of them and how sometimes they comprise a paradox. I hate anything that puts people in a box, and to me, this has felt like so much more a dynamic and nuanced thing. So, tell us more about what I'm getting at with imperfect words.

Karen: It's great to hear your description. Your lived experience of it is really both beautiful and very useful, I think, for me to hear, for your people to hear. Because you have experienced an awful lot of reflections of you, of varying degrees of usefulness. And one of the reasons that I don't call what I do readings, which is not a correction of you, but I think it's... You know how precise I am with language.

There are many reasons that I don't use the verbiage, and I haven't for a long time. But one of them is because, sadly, to me, astrology is one of the languages that has become so reductive. And 'a reading' to most people means you're a Pisces; therefore, you're sensitive and emotional. But you have the Moon in Virgo; therefore, you're also hypercritical and intolerant.

So, where does that leave us? Nowhere, nowhere good. It leaves us fractured and splintered and afraid. To say, "I am not here for that, " it's the biggest understatement of the year. And so, I get very cranky, personally, about the way that astrology, which is this unbelievably eloquent and intricate language of the human soul, has become this paint-by-numbers kit.

That just drops people into boxes in a way that is not only not useful; because I am a pragmatist, and I need my work to be pragmatically useful to people. But it removes people's agency. It removes people's complexity. And it leaves them in a state of fear and helplessness a lot of the time. Or, at least, that's kind of what's projected. And that's a crime. It's a crime against the art, to me. And it's a crime against the clients and against the good human people who are in your care.

Being careful not to be that is incredibly important to me. And that is so radically not the experience I offer. I'm not using that language. At this point, most of my work is in-depth, and it's ongoing. That's the other piece; that 'a reading' is a one-off thing. It's a snapshot, it's a single conversation.

And the idea that you can really do much with the depth and complexity of human nature in a single conversation is a little absurd to me in the first place. That said, it took me a long time to get here. But I do finally have a single conversation offer. But I had to work it down to where I felt like I was being in integrity with my own work, in having a single session with people. So, most of my work is ongoing.

But the way that I work with people, if we're going to have one conversation, which I call an "x-ray", is specifically to do what I call "outlining your bone structure". Metaphorically, the way that I talk about this is I can cut my hair, I can dye my hair, I can shave my hair, I can, you know, put patterns in it. I can gain weight, lose weight, get a tattoo, whatever. But I'm five foot two and three-quarters if I stand up really straight.

I cannot, through anything available to me currently in medical science, make myself six feet tall. So, how I move through life is going to be shaped around being five foot two and three-quarters. And there are psychological equivalents to this. The second piece is the thing that you articulated, I

think, really beautifully, which is the thing that matters most to me, which is the push-pull places.

Because if there's any lie about human nature, I think is co-equal in destructiveness to the lie that we can just make ourselves be anything we want through force of will, it's the lie that we should be uniform. Especially, this is where the self-help industry has perpetuated this, unfortunately. That if we have done our work, if we have our shit together, if we've meditated enough, if we've released our trauma, if we've, you know, whatever. Whatever, pick your theme of the moment, that we will be uniform. That we will want one set of things. That we will have one set of values.

Simone: Like your life will look a certain way. You will have a certain temperament. And your life will be free of certain things and full of other things.

Karen: And that it will all match. Right, because mostly what it will be free of is internal conflict. And so, the idea is that if you have internal conflict, there's something wrong.

Simone: Wait. Hold on. Pause. Pause. Pause. You said it really fast, and I was like, "Uh-huh, uh-huh. Hold on." So, self-help coaching worlds can and have perpetuated this idea that a well-lived life, a good life, somebody who, you know, has done their self-growth, whatever, reaches a state of conflict-free-ness.

Karen: Which is uniformity, right? So, there's a homogeneity there.

Simone: Just think about that. Just think about how much your self might have aspired toward being free of internal conflict. And how much you might have, if you're listening and you're a coach or therapist, a helping person... How much you might have, explicitly or implicitly, set that as a goal for the people that you serve, for your clients. To rid them, to relieve

them of the burden of internal conflict. I think that's a profound and rare point.

Karen: This is why temperament matters to me. Not just because we differ from each other. But we have different temperamental dimensions within our own selves that are supposed to be there.

Simone: Give me some examples, if you wouldn't mind. So, what are some different... You can use me as an example, too.

Karen: Well, I was gonna say. I mean, it's usually easier with a living person, but I don't want to talk out of school about you.

Simone: You can totally talk about me.

Karen: Okay, well, that's actually kind of a fun example if you're willing. Because your people know you.

Simone: That's why I offer myself up to be dissected.

Karen: Bless you for your willingness to do that. So, this is an archetypal push-pull place. Because again, I'm careful about the word conflict. It feels like conflict. And I really honor that, it feels like conflict in me too. I'm careful about working with it as conflict because I think it creates an adversariality that I don't want to reinforce, and it's not necessary.

And the goal, you know, ultimately, where I go with people, it doesn't feel like a conflict anymore. But It starts out that way. So, one of the ones that I think is the most interesting in you, is that you have a very strong presence of the archetype that I call the "Adventurer". I also call this archetype the "Philosopher and the Seeker".

This is an archetype that is so driven by optimism, confidence, and the kind of restlessness that always wants to see the bigger picture, more and more and more and more. That is absolutely certain that life has meaning. And even if you don't know what it is, you just need to know it's there. But there's always that sort of questing to experience the pattern, the purposefulness of life.

Simone: Whenever you say that, I'm like, "Isn't that everyone?"

Karen: No. I am here to tell you; it is not everyone.

Simone: But I don't know that, because that's just all I know, right?

Karen: It's so dominant in you. But "We do not see the world as it is, we see it as we are." That's why it's my favorite quote. So, you also have a pretty strong, it's not as dominant, but it is strong enough to be an operative presence of the archetype I call the "Primal Animal". The Primal Animal is exactly what it sounds like. We're talking sort of apex predator here, right? Grizzly bear, tiger, eagle, T-Rex, shark, Great White, right?

What the Primal Animal cares about is survival. And it cares about the survival of itself, its offspring, and maybe its mate, depending on what kind of primal animal. In that order. And so, the way that I've taught about this and talked about this is the Primal Animal cares about four things; hunt, fight, mate, and sleep; that's it.

And as long as its territory is safe, it has food, it's protecting its offspring, and possibly its mate, if it's that sort of creature, it's content. I mean, there just isn't anything else.

And to the Adventurer, it's like, you have missed everything that is important. And the Primal Animal is like, "Pot, calling the kettle; the color is black. Hello," because they just don't have an overlap of values. However,

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they both exist in you. They both exist in you. And so, you, as this kind of oversoul, you know, this sort of supergroup of parts of you, has to find a way to attend to the needs of both of those parts of you.

And one of the things that the Adventurer does, that the Primal Animal freaks out about, is the Adventurer takes a lot of risks. Because the adventurer is always sure that it's going to work. And it doesn't always. A lot of times, it does, but it doesn't always. The thing that the Adventurer does when a risk is taken that doesn't work is they just shrug... That part of us. Not you, the person, but that part of you... Just shrugs, and it's like, "Oh, well, it'll work next time. Try again." And it just goes toddling off.

And the Primal Animal is like, "You almost bought the farm right there. What the hell are you doing?" Now, this is not the voice of self-doubt, this is not the voice of, well, who are you? You know, that's a whole different class of stuff. But the Primal Animal says, "Was that risk really necessary to take? Because the things that you're risking matter a great deal to me. They might not matter to you, Adventurer, but they matter to me."

And so, the Primal Animal is a part of you that is incredibly fierce, incredibly powerful, and incredibly protective. And the Adventurer is also powerful, but it's in a completely different way. And so, the other thing that the Adventurer will do is go happily tripping along into a really bad part of town at two in the morning. You know, with, like, nobody around, because it's like, "It's gonna be an adventure. I'll make friends with everybody."

And we know how that story often ends. And that's where you needed the Primal Animal to be driving the bus, right? Because if the Adventurer drives the bus, it's actually bad for everybody, in you.

Simone: So, how I experienced that internally is that different parts of me will pipe up at different times. And the Adventurer will have gone on this grand adventure, in which there might have been some explosions and

some, you know, scratches and broken bones and some blood. And once the adventure is over, the Adventurer is, like, "That was a great adventure. Let's do another one."

And the Primal Animal inside of me is like, 'What the fuck is wrong with you?" And is just horrified. Right? And when I don't understand the interplay between... I think the way you put it to me is like, the conversation between different parts of me, then the easiest place to fall to is shame. Like, what's wrong with me? Why didn't I see those risks beforehand? Why did I just do that? What's wrong with me?

And for the Adventurer part, when I look at the Primal Animal part, I'm like, "Oh, come on. Lighten up, what's wrong with you? I feel repressed by you."

Karen: Exactly. "Why are you so intense all the time? Like, yeah, stop it. It's not that bad."

Simone: And then, it feels shamed by the Primal Animal and vice versa. So, that's my makeup. At least, that's a big part of my makeup. What are some other... Because I'm sure everybody's curious and I am too, absolutely. There's the Adventurer. There's the Primal Animal. What else is there?

Karen: Oh, gosh. You know, there are lots of people that have worked with archetypes. By that term, which is a term that we got from Carl Jung. Ultimately, there are recognizable sort of nodes of human nature. And yet, everyone who works with them sort of slices and dices in a little different way.

Caroline Myss, very well-known figure, has something like, 75 archetypes or something. Jung tended to work with four, because he was still dealing with binary gender. He had a very particular, which I now think it's very outmoded, view of gender dynamics in the psyche. So, he had four he

worked with primarily, from what we would now call "assigned male at birth" people, for "assigned female at birth" people.

I've ended up with 13. They come very much out of the astrological framework. So, for the people who are astrologically literate, just the language, right? The technical vocabulary of the system. It's not as simple as A = B, like archetype equals planet or whatever. It's a more complex mix of factors.

But there are 12 signs. And there's the sign relationship that's involved, it's not exclusively that, but it's around that. But it also is really connected to the planets. And there's one planetary, well, it's not a planet, but there's an orbiting body in our system that has become very, very important to me in my work, which is Chiron.

Chiron is not a planet, by proper astronomical definition. It also does not rule anything. It doesn't have a sign that's associated with it. But it's a player, you know, it's an important figure in our nature. And so, there's an archetype that is sort of clustered around or centered on Chiron.

So, I ended up with 13. And they're very resonant. Like, anyone who was really familiar with Jung's system or Caroline Myss' system, or whomever, some of Joe Campbell's work, you know, like a lot of people. They would recognize the similarities or the resonances between my archetype of the "Mermaid" and the "Sacrificial Madonna", let's say. It's maybe a more recognizable figure from culture, from religious history.

But I have my own understanding of them. And this is why I'm doing a training, which is not exclusively what I'm here to talk about. But I didn't think it was needed for a long time. I'm a very pragmatic person. I'm one of those people that's like, if I don't think the world really needs what I have to say, then I'm not gonna put it out there. It's not because I doubt myself. It's just because I also am not going to talk just to hear myself talk.

But the way that I do this work, and the way that I take the astrological language and work with it through these archetypal figures, isn't like anything else that's out there, to the best of my knowledge.

Simone: I agree. Nothing even close.

Karen: Nothing I've encountered. And it allows us to work with people in a way that I just don't find anything else that does. And it's effective, it's deep, It's powerful. I mean, this is just like the oldest trope in the world, but it's true, it changes people's lives. And I know that because they've told me that. And because I've seen it happen.

That's what allows me to get there. The chart helps me, and I've refined the system. Now that I'm going to be able to put it into my students' hands to take from the chart and get to the archetypes.

So, you asked me to illustrate with a different, you know, a couple of different others from this set of 13. A polarity or a real dramatic point of tension would be between the archetype that I call the "Nourisher" and the archetype that I call the "Visionary".

Simone: Oh, yeah, the Nourisher is the one I don't have.

Karen: No, you really don't. There's basically nothing in you. And there's nothing in me. Like, the Nourisher in my own system, I think I get like two points or something. Nourisher is basically absent.

The gift of the Nourisher is to protect and feed unstable life. And life is unstable for two reasons, usually. Either it's new, or it's injured. And so, the Nourisher is the one who can surround and feed and protect and sort of cultivate the wobbly new life.

I don't just mean living, physical beings. I mean, projects, creative ideas, relationships, and organizations. Or, that life form has been injured, and it needs to be put into a sort of like a greenhouse, you know, or protective bubble. The Nourisher archetype is incredibly good at that.

The Visionary: the thing that's at the heart of the Visionary is the old saw, "You can't make an omelet without breaking some eggs." Because the Visionary sees the vision of what is possible, but you have to shatter the existing structures to get there.

And the Nourisher is like, "Those eggs matter. You can't just break them. You are literally savaging everything that is meaningful to me." And the Visionary's like, "Then you're gonna live in the stone ages forever." Because the Visionary is the part of human nature and mass, in the collective unconscious, that leapfrogs us forward. That fires humanity out of a rocket launcher periodically but regularly.

And there's tremendous damage when that happens. And there is also tremendous liberation, right? So, the Visionary cannot, in order to do what it is here to do... And you've got a significant presence of the Visionary in you, too. In order to do what it is here to do, it can't afford to care that much. It would be literally hobbled from its core purpose.

That doesn't mean it doesn't care at all. And one of the raps that the Visionary will take is that it's a cold-hearted monster. And the truth is that when we need big-scale, radical change, it's going to hurt. There's no way to do that without actual human people getting hurt. And the Visionary puts those on the balance scale and says, "The achievement of the vision is worth it."

Simone: And the Nourisher, if it's present in the same person, is going to be horrified and aghast.

Karen: And there's going to be all that shame and all that internal struggle. "You," looking at myself, "You cold-hearted monster. How could you dare to ever... Are you psychotic? What is wrong with you?"

And the Visionary is like, "You sentimental, old fashioned, stuck in the mud. You still wear the same underwear you were in 1975. How is anything...

Simone: And if the Nourisher takes over in a way that oppresses the Visionary, that part of you is going to feel starved. And that's going to be good, either. Right?

Karen: Also, here's one of the things that I want to add. That I bring in, in my work, that I think is necessary for any typological system or, you know, I hate the word personality system. But this kind of structural way of understanding human nature is, there has to be, in my view, for it to be valid. There has to be an understanding of the movement from what I call "shadow" or destructive expression of that quality. To a clear, conscious, self-aware, constructive, generative expression of that quality.

And this is one of the places, again, where the way that astrology is handled a lot of times, on a sort of typical basis, to me does not work very well. Because if you've got a chart, let's say, that's very oriented around the Nourisher or the Nurturer, but you've got a Visionary in you, it becomes the redheaded stepchild of your inner nature.

It gets shamed. It gets beaten. It gets shoved in the closet. Internally, the Jungian terms for it are, you repress, and then you project that side of yourself. So, if I tried to describe the Visionary to you, if I sat down with you and just did a reading.

And I started talking about how you're this revolutionary, and you break rules, and you don't ever let anybody tell you what to do, and you're totally

this free thinker, you would be like, "Are you high? What am I paying you for? You got my data mixed up with somebody else."

Because you have so thoroughly rejected that very tense, very push-pull part of you that you don't even know it's in there. And so, working with the chart, this is one of my biggest beefs, is that if you work with the chart as if all of it is equally conscious, equally consciously available to the person whose chart it is, you're already in the weeds.

Simone: Yeah, this is pretty much "Simone's money-back guarantee" for KJ's program. Which is that, if you take it, and I obviously haven't taken it yet, because it doesn't exist yet. But I have worked with KJ long enough that I can say it will have a profoundly unshaming effect on how you see and understand yourself.

Like, you will release shame from parts of yourself that you didn't know you had shame about. Because you just always took it for granted that that part of you was like weird and wrong, and that you needed to change it.

Karen: That's one of the loveliest things that anyone could ever say about my work. Because it's the thing that matters most to me. Is to help people welcome their whole selves back in. However weird and disparate it all seems. It all belongs.

Simone: That part of you that always seems like it's acting out in profoundly unhelpful ways, you're going to see what its gifts and medicine are, and why it's there, and how you need to carry it in order for it to contribute to you living...

Karen: Yeah, you need it. And you just don't know it yet.

Simone: Right. You are going to make sense to yourself, maybe for the first time ever in your life, at this level. So that's my "Simone's money-back guarantee" for KJ's program.

Karen: And your folks are pretty self-aware. I mean, that's part of your whole gig. So, people gather around you from that perspective. And there are things that this lens can show you. Because all the different lenses will show you different things. That's why I love the amazing diversity of lenses that we have on ourselves.

But this lens will show you things that you probably didn't know were there. That you get to stir into the pot of everything else you do know about yourself. But it will help you with other people. I mean, whether those are your clients or your kids, or the maddening in-laws, or your coworker that drives you crazy, if you can finagle their birth information out of them. Sometimes you have to be careful with that.

Simone: If I didn't have this understanding, I think it would be a far worse partner to my husband. And I think we would have a far less happy marriage because I would keep trying to understand him in terms of what makes sense to me. I would keep trying to see him as I am, as opposed to how he is, which is very, very different from me.

That's been one of the gifts to see. Oh, his makeup is different because his gifts and his medicine are different. And it's actually why we work well together. It gives me a frame with which to understand and be able to appreciate and love him for who he is, not how I think he should be.

Karen: So, the intrapersonal push-pull gets reflected in the interpersonal push-pull. And the learning skill, with re-understanding the push-pull in yourself translates directly into more skill with the push-pull with other people.

Simone: Okay, the minute you said the most important sentence, the Internet was weird, so I have to repeat that because it was so good. The inter...

Karen: The intrapersonal; intra is within. So, the intrapersonal push-pull, when you learn to build more skill with that, the push-pull places in yourself, reflects directly into the interpersonal push-pull, which is between you and other human people. It's a fractal.

So, learning push-pull skills, learning to understand your own paradox, and how to work with these different parts of you that need different things. And understand that none of them are wrong or bad, when they all belong, will translate directly to deeper skills with other people. And the complexity within them and within you and between you.

Simone: One of the things I learned from you is that within each person is a whole universe. Because I had a much more simplistic understanding of, like, I'm a Pisces. So, I'm a Pisces. But actually, my whole natal chart quite literally contains everything. And everyone's does, right?

And the way I understand what you said is like, the more skilled I get at understanding and stewarding all the different parts of the universe that are alive and dynamic and active inside me, the better I'm going to be at interacting with everything that is outside me that are different components of the universe. I just had a moment of feeling like, oh, my gosh, I'm amazed at how far I have come. Because I think, in such a large part, thanks to working with you for all these years, it's been a long time since I felt like I was in conflict with myself. Or I felt like, you know, I felt like punishing or shaming any part of me.

Karen: You brought a lot of other skills to that. I mean, I want to just really give you the props for that because you've done a ton of other work that harmonizes with this so beautifully. But you've applied it to your paradox;

you brought it to your paradox, right? So, I was able to give you a more intricate view of your paradox. And to bring the unshaming that I bring. And then, you keep all the other tools and skills that you've learned, you keep bringing back to your inner paradox. And that's incredibly beautiful.

Simone: Thank you. And if you're listening to this, you're most likely also a giant nerd for understanding yourself and the universe.

Karen: Probably.

Simone: Yeah. I can't imagine why someone would listen to me otherwise. So basically, this episode is one long advertisement for KJ's upcoming course.

Karen: You know what? Here's the thing I want to say in closure, though... Because my training is really small. I mean...

Simone: I was literally just thinking, how are you even going to... Hold on. So, hold on. I want to say KJ has an upcoming training. What's it called, again?

Karen: The Paradox School.

Simone: The Paradox School. So good!

Karen: Of course, it is. What else was I gonna call it?

Simone: KJ being KJ, she could not give two fucks about scaling her business. There's nothing she cares about less in the universe.

Karen: I care about doing the work the way it wants to be done. And my work at this point does not want to be done at large scale. So...

Simone: So, it's gonna be small. There are how many people?

Karen: There are two different tracks there. I don't want to go into the whole thing because people will be able to go on my website and find... The web page will be done. By the time you're hearing this, the web page will be done. I do my own web work.

But there's a track for people who just want to learn the archetypal astrology part. Either because they just want to use it for their own purposes, to understand themselves, or for friends and family. Or, if you already have a practice working with people, and you want to just fold this in, you can do that. It's very high touch, I'm very involved.

But there's also a practitioner track. Because I have people who... Being a practitioner with this archetypal language has a slant to it that isn't like any other type of coach training, hypnotherapy training, or practitioner training that I've run into. So, there isn't an actual practitioner training vein in this. People have choices of that. But the practitioner track is 20 people, tops.

And if I have 20 people in that, there's like 10 people in the AstroIntensive. Now, there is also a way that people can get the astrological material and listen along and absorb it on their own, which I'm calling the AstroAuditorium.

The difference between that and the AstroIntensive track is with AstroIntensive, you're practicing with me. I'm having hands-on, live mentorship of each person every month for a year; because that's how you learn it. That's how you learn it. So, not including AstroAuditorium, 30 people. Because this is how I work.

Simone: And AstroAuditorium, is that an infinite number of people who can just listen in?

Karen: It's an infinite number of people. As many people as want to come into it. And for the AstroAuditorium, I'm doing the pricing in a monthly thing to make it easier for people.

Simone: I know you're making it very accessible.

Karen: Yeah, because it matters to me a lot. But AstroAuditorium is 600 bucks for the year. Fifty bucks a month. Yeah, 600 bucks for the year. And then it goes up to, like, the Practitioner track is \$350 a month. So, that's like \$4,200, I think.

But this is also our maiden voyage. One of the things that people coming into the training are gonna be sort of trading me, in addition to their money, is a lot of patience and a lot of, you know, kind of co-creation and collaboration. Because it's the first time I've done it. And I'm gonna learn a ton by doing that.

Simone: She says that, but this is a system that has been honed for decades.

Karen: My system has been honed, but what I'm learning is how to convey it to other people. And one of the things that I do want to say to people, about another reason why this training is different. It's the one thing that I think really stands out.

Not only am I giving you this language, this really precise language for understanding the complexity in other people. We will be working for the practitioners. The people who want to become practitioners or deepen their own practice. We will be working with your chart to see what it says about you in the world and doing your work in the world.

Simone: You should have led with that.

Karen: One of the other practitioners, a coach that I've worked with, looked straight at me when I was describing this, fumbling around, throwing all these words. And she just looked at me and said, "Oh, a totally bespoke training. Okay." And I was like, oh, wow, it actually is. It's gonna be customized for how you are archetypally set up to do your work in the world.

So that, to go back to what you said at the beginning, going back to the fact that every indigenous culture has had a way of understanding, what is your medicine? What skills and gifts, and qualities do you bring that are here for the people? But it's not from an infinite number of choices. It's not that every baby born is completely unlike every baby that's ever been born before.

You do your best work, and you live your best life... I think we're kind of over that phrase, but it just came out of my mouth. So, okay. When you do that as you are made, but to the richest expression, the highest expression. Not the highest, like hierarchical, but the most fully developed expression of all this intricacy of who you are.

And this is a way of... I'm not saying it's even the best way. It's certainly not the only way. But it is a very, very, very effective way to figure out what that is for yourself and for your people. So, I think it's worth it for that alone.

Simone: If anybody has a great hunger, like I have had for all of my life, to understand yourself. To have you click for yourself, right? To be able to make sense of who you are in a way that leads to deep love and understanding and appreciation and even celebration of who you are. I think that is the most compelling testimonial I can give for the thing that doesn't exist yet. Because I know that if it's KJ's work, it's going to be that, times a million.

Karen: So, your support and your feedback mean the world. And it matters a lot because you wouldn't say it if you didn't think it. I trust you so fully, and you trust me so fully on that. It's one of those places where we just sync up completely. We don't say it if it's not all the way down to our toes. So, thank you for reflecting that back.

Simone: You're welcome. And, you know, if you are not one of the lucky ones who will be one of the 30 who gets bespoke personalized training from KJ for a whole year, you can hop on to the Auditorium for as little as 50 bucks a month. Fifty bucks a month. And that's for the amount of care and, you know, conscientiousness and depth. Like, every conversation I have with KJ is mind-boggling. Because she just like goes deeper and deeper and deeper and deeper, deeper. If you are a nerd for that kind of stuff, brain candy, soul candy, I hope you go check it out. Where can they go find it?

Karen: KarenHawkwood.com

Simone: So, Karen Hawkwood is also KJ Sassypants. I probably should have said that at the beginning.

Karen: I am also KJ Sassypants. Yes. Karen Hawkwood is what is on my driver's license. Although I will say, Hawkwood is a name I chose for myself. That's not my birth name. And so, it matters a great deal to me. It's a that's a fun story that I can tell at some point later. Hawkwood is a name that found me, actually. So, KJ Sassypants and Karen Hawkwood; mix and match.

Simone: I will link to all the things in the show notes.

Karen: Thank you.

Simone: Alright. I'm excited for everyone who's going to experience this.

Joyful Marketing with Simone Grace Seol

Karen: Thank you. I am, too. I really am. It's gonna be fun.

Simone: When does it start?

Karen: March 2nd.

Simone: March 2nd. All right, March 2nd, let's go.

Hey, if you want a shot of fresh inspiration and actionable tips to improve your marketing every single week in your inbox, you better get on my email list. Sign up to receive my free e-book called *20 Unsolicited Copy Tips*. It's been known to get people to come out of the woodwork and ask to work with you. So, get on that link in the show notes, and I'll see you in your inbox next time.