

Ep #97: What It Takes to be a Self-Made Multi-Millionaire with Cayla Craft



Full Episode Transcript

With Your Host

Lindsey Mango

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Hi girl, welcome to *Soul CEO*; a podcast for women who know they're destined for more. I'm Lindsey Mango and I'm going to show you that you can have it all and teach you how to get it by becoming the CEO of your soul, life, and business. Let's get started.

Lindsey: Hello, how are you guys? Welcome back to another episode of *Soul CEO*. I am so excited to be here because you guys will see when you see this episode pop up that I have a guest. And you guys know that I've actually never brought a guest on, so that means that the woman I'm bringing on today is just going to blow your mind.

I wouldn't be bringing her into this space unless I knew she was just going to totally blow the lid of your all's mindsets and your perspective and everything. And she is just really amazing. I met her in a mastermind that I'm a part of and I've just been really blown away watching her do what she does and what she has built, like, a multi-millionaire. So I'm so excited that we have Cayla Craft, the creator of Mommy Millionaire today. Welcome Cayla.

Cayla: Yay. Oh my gosh, I didn't know I was the first one. Now I'm like, I feel the pressure.

Lindsey: No, I wouldn't have decided that you would be the first if I didn't know that you would deliver.

Cayla: Hey, you know what, pressure makes diamonds so bring it. I'm ready.

Lindsey: So good. Awesome. Well Cayla, how about we start off and tell a little bit about your background and your story because I think we come after we just recorded a podcast with your audience, so we come from totally different backgrounds, and I think it's so important for people to see that no matter where you come from, you can create amazing success. So

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I'd love to go back to where it all started and what got you to where you are today.

Cayla: Well, it all started in a little tiny town called Bakersfield, California. So I have to share that part of my story in the beginning because it's so important for people to understand why I'm so driven now today. I was raised by a single mom and my dad was in jail most of my life. So you can imagine being a female and your dad was a college athlete who sounded like he was very involved in your life.

So I had a dad that wasn't, and so that's the number one person that is supposed to love you, make you feel safe, and make you feel protected. And I didn't have that in my life. And so I don't know if there's any women listening in today that had that gap missing. But what that caused me to do was become very, very driven to prove myself at a very young age.

I needed to prove that I was worthy of love and that was my little mindset, being super young and not being able to understand life and people's choices yet. But I was like, okay, you cannot love me, but I'm going to make everybody else in the world love me. And I know for a fact, there's probably a woman listening in today that felt that same feeling.

And so they looked for love in all the wrong places. Looked for validation from other people. I mean, I did all of those things. And I found myself at 21 years old, I mean obviously I'm bypassing a lot of the story, but I found myself at 21 years old married to my husband Chase, and pregnant with my first kid. And I was working as an ER nurse.

And you know, that made me feel really good about myself, that I was able to become a nurse by age 21, have a child and give it all the love that I never had, and things were going great until they weren't going great. I was 23, working as a charge nurse, having my second baby. This is a theme.

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So it's going to be a theme. You guys are going to have to guess how many kids I have. So at 23, pregnant, going okay, you know what, this is great. I'm making a six-figure salary right now, my husband's doing good, I'm going through all the motions. We just bought a beautiful home, and I'm not happy. I am not happy. If I could trade places with these nurses that have been here for 20 plus years in the ER, I would be miserable and super overweight and probably divorced.

So something has to change. And I was introduced to network marketing. And you know okay, this is little Cayla that takes the bull by the horns, who has something to prove. They said that you could become a millionaire if you sold these protein shakes. And I was like, game on, let's go.

And everybody thought I was crazy, and I didn't care because again, when you grow up having the number one person that's supposed to love you not love you in the right way, when other people make fun of you and other people don't believe in you, like, it's like no big deal, honestly. And I just made six figures in about six months and then I was like, okay, I want to be a millionaire.

So then less than three years later, I was a millionaire. And then I was like, look, it's always like a theme. Then I was like, alright, this is great, new challenge. Let me start my own brand and monetize it. And let me impact more people, because I felt really limited in the network marketing community because it's - I mean, I know you have a little bit of a network marketing experience, but it's not a cult, I don't want to even say it's a cult, but you only talk to people in your company really.

And if you're talking to people outside of it, it's like, what are you doing? And I hated that. I was like, don't put this rebel in a box. I have been in this box too long. And so I was like, I got to start my brand, I got to help all the people in the world believe in themselves. And we started Mommy Millionaire. And now it's a podcast, we have events, and we do a lot of

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coaching and it's amazing. So here we are on this podcast today. And I have three kids.

Lindsey: So freaking amazing. So I'm just curious, is your network marketing, it's still running? Is it something that you're actively growing? What was that transition like?

Cayla: Yes. Okay, so I still collect a paycheck and I do not actively build a business. I haven't for the last two years. And that was one of the hardest decisions in my life and I teach a lot about opportunity cost. And if there's any network marketers listening in right now, I love you, but I also want you to perk your ears up a little bit.

A company is only going to tell you the things that will serve them best. And of course they're going to tell you don't build a personal brand because they want you to help them build their company. That's what's going to help them more. And I was like, I cannot do that anymore. And I was getting a lot of heat from leaders in the company.

Literally the owner of the company was having a problem with me building my personal brand and helping people and monetizing outside of the company. And opportunity cost is this; you look and see what revenue am I missing out on if I continue to focus over on this opportunity. And I noticed that hey, I've sold over 500 million dollars' worth of health and wellness supplements for this company.

And to date, like at that moment, I had only made about three million dollars with the company. And I was like, okay, that doesn't make sense here. Yes, it's great, I've made a great business experience. I wouldn't be as successful today if had I not had that experience. But I was like, it doesn't make sense if I have that capability to sell and build like crazy, if I were to focus all of my effort on my own brand, imagine what I could do for my family. Imagine what I could truly do for my family.

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So that was when I was like, I am going all in on my own brand because I can control everything, and I really, at the end of the day, that will really be me paying my own paycheck. And so I went all in. But it was really hard because there's these people you've been with for a long time that say that you're family to them, and then all of a sudden it's like, oh, you want to support your family and do what's best for your family, okay, no, we actually don't like you anymore.

Lindsey: Oh my gosh, I love that you shared that. I didn't get three million dollars into my network marketing company but for me, I had built a team and it was a really hard decision because you bring people in based on the vision and then making that transition, I had to go through and I'm sure you did, especially with how big you built it, a lot of fear around letting them down and feeling like I sold them into something that I was no longer into.

But something that helped me was just - I'm sure it was the same for you is realizing what was best for me was best for everyone. If I wasn't passionate about it anymore, I wasn't all in, then I was actually not serving them as a leader either. So I think that's so inspiring that you did that.

Cayla: 100%. I think that I tried to keep my toes wet a little bit and I would try to keep doing team calls, but what I found was like, girl, you talk about poison, like I used to always talk about poison coming into my team, like bad fruit and it ruining the whole team. And I was like, oh my god, I am that person now.

I have completely lost all hope in this company and vision. I got to get out because these people still see it and all I'm doing right now is being a poison to them, so I have to remove myself. It was what was best for them at that moment in time. And that's exactly what a leader does is they're going to do what's best for the people. Not what's necessarily best for your ego at the time.

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Lindsey: Totally. Oh my gosh, love it. So good. Okay, so something I want to go back to that I connect a lot with personally because I think oftentimes our ego latches onto whatever we need to prove our enoughness with, and I think for me, even though I had a very different story, achievement and being the best is what created enoughness for me.

And there are still moments in my life where of course, my purpose is always to serve this greater purpose and help and impact people, but if I'm not aware of it, where I can get back into that feeling of I've got to prove myself, I've got to achieve so that I can be worthy. And so I'm just curious about - and it serves. I probably served both of us to get where we were going, but I would love to hear you expand a little bit more on what that process looked like of letting that go or if it still is something that kind of creeps into your world and how you manage that.

Cayla: Such a good question. So a little backstory. I had somebody who had become almost like family to me that was a downline of mine. And she left the company. And it caused me to do a lot of inner thinking. Now, at this point I was already a millionaire in the company. Was making great money, had a huge team, but I had a little more time on my hands to ponder life.

And I was like, why does this hurt me so bad? Why does this hurt me that she would leave? And I really had a hard time getting over it because this was like - it's crazy. I was 27 years old but at this moment before that, anybody that left my life, I'm like, oh whatever, bye. Bye Felicia. Because again, that was my defense mechanism for life because of my dad, my childhood.

And so this one stung and I was like, okay, what is going on with me right now? And I couldn't get past it. I hired a coach. Hence why I believe in coaches so much because a coach changed my life. I hired the coach and he said something so powerful. He said, "Cayla, up until this very moment, you've been a bulldozer in business. And I want you to be a Ferrari."

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And I was like, oh my gosh, yes. I have been a complete bulldozer. If you were in my way, you were going to get ran over. Plain and simple. Because for me, I was like, I will be a millionaire because my kids are not going to live the life that I lived. Plain and simple. I was just so hungry and I don't have any regrets about that moment.

People probably go oh my god. I wasn't necessarily the nicest person building a network marketing business. I was very cutthroat. Say yes or bye, which I am not recommending this. I always teach about my failures. So it got me to a certain point, but I was not happy. I was so sad that this person left. I had to face myself in the mirror for the first time in my life.

And what I found was oh my gosh, this whole time little Cayla that was heartbroken by her dad at seven years old has been running the ship for this whole entire time. And what got me here will not get me to where I truly am destined to be. And I had to look at it and go okay, the lens that I look at life through is that I'm not enough, which I kind of heard from you. That's your lens probably. So you're proving.

And so now every time I look at a certain situation in my life, I always know that first, I'm looking at it through the lens of I am not enough. Because I don't think that ever will necessarily go away.

Lindsey: Yeah, I think it's a universal fear for sure.

Cayla: Yeah. It's just you become aware of it. And I'm like okay, now that I know that that is the lens, I'm going to go through a seven-step process. I teach everybody this that my first business coach ever taught me of how to get through it and move on, and to realize that I'm already enough right now, that that is just a story I'm telling myself. And in reality, we're all just doing the best we can with the resources that we have available to us in this very moment.

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And I mean, that is so freeing because I know I'm not going to get mad at myself. Because sometimes that's what we could do. Especially if we're in this personal development world. Why am I still feeling like not enough? Why am I still feeling like I need to prove? And instead of just looking at yourself like you were a person that's standing on the other side of the room watching yourself going, oh, that's just your pattern and that's okay, have grace on yourself, that's who you are.

Watch yourself go through the little fit and then step back in to the body and say okay, knowing all of the things I know now, big Cayla is in charge and this is how we're going to go about our day today. This is how we're going to build our life today, knowing that I am enough, I am worthy, just because I am. I don't have to do anything to prove it and my story that I tell myself now is that the more I'm myself, the more money I make.

The more I'm myself, the more money I make. And the less I work, the more money I make actually too. So those are the stories that I have embodied because before, it was actually I have to prove myself, the harder I work the more I will make. And then I found myself burnt out, almost divorced. So it's always about the stories and you got to change them up from time to time.

Lindsey: Yeah. Thank you so much for sharing that. I love how you talked about just the fact that you have made friends with it. It's just there. It's like a part of it, and I think it's a part of being human. And how you just have learned to recognize when it's showing up and kind of push it to take a backseat instead of let it drive the car.

Cayla: I hate - oh my gosh, you want to know something that really bugs me? I don't know if you do this, but it's okay. Because I'm not judging you. A trigger for me is when people call themselves their inner critic or the mean girl inside of them. I think there's a book on that, or they act like there's a devil on their shoulder. I'm like, do not say that out loud. Why

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would you say that? This person is your friend. Become allies with the people - with the former versions of yourself. With that person inside of you. Become friends with that person. Make them your greatest asset.

My business coach used to call our mind the drunk monkey. And at first, I was like, oh, I can get behind that. I can get behind that. And now I'm like, actually, no, I don't want to say that out loud. No, because again, our subconscious mind can believe - you know this - can believe whatever we tell it to believe. So now I always just call that little Cayla's taking over and I love you.

I always picture myself giving her a little hug when she gets her feelings hurt. I'm like, it's all good girlfriend, we got this. Big Cayla's in charge. I talk to myself all day throughout the day.

Lindsey: I love it. I do too. I actually have called it that, and I call it mind drama but that's a really great point. I mean, that's an awesome perspective because I do think the biggest lesson that I've learned at each level of growth, because I think somehow in our minds we still think, "When I get there then this stuff won't happen," and I think the biggest lesson this past year was like, no matter how big I go, I'm still human and I have a human mind, which means that this stuff is going to be there. And I think I love this idea of kind of making friends with it because it's going to be there for the journey and we don't have to remove it from our world.

Cayla: It's like, don't make yourself wrong for being human. You're a spiritual being having a human experience. So of course, this is happening, and it's happening for you.

Lindsey: So good. Awesome. I love it. So I'm going to turn directions a little bit. I want to talk more about you help so many women in business and in life, I mean, just with all of the things. So I'm curious, a lot of the women in my network have just started businesses and you've been there multiple

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times because you started a networking marketing business, then you started this other business. What do you feel like is the difference between someone who makes it and someone who doesn't?

Cayla: Resilience.

Lindsey: Love that. And how do you feel like they build that? So somebody listening to this might be like, I've quit 100 times, or I don't have that. How does somebody build that resilience?

Cayla: Well, I mean, if that's your story and you're sticking to it, then that's all you'll ever be. So it's just being aware of the stories that you're telling yourself and then reframing them into something that will serve you. The other day my son, I talk about him so much in my podcast because he's an athlete like you were, Lindsey, so it's a mind game.

And the other day he goes, "Well, I've never gotten a hat trick so I just don't think I can get a hat trick." And for those of you guys that don't know hockey, it's when you get three goals in a game. And I said well, if that's your story and you're sticking to it, you're never going to get a hat trick.

And we were making goals for 2020, he said, "I want to get a hat trick this year." And we were reverse engineering it like okay, what are all the things we can do to help you get a hat trick. And the number one thing that Chase and I are working on with him every single day is walking him through a visualization of him getting a hat trick. And then obviously he's taking more action. He already practices three to four hours a day already, but he's telling himself a new story.

We ever recorded his voice talking to himself about what it feels like to get a hat trick after the game. And those are things that every parent should be teaching their child because that is the stuff that will change their life and

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help them go next level and blow your minds. But that's exactly what we need to be doing to ourselves.

So if you want to have a successful business and if you want to be persistent and resilient, then record a voice note telling yourself that 300 times and put it on while you're sleeping. That is the most important time that people don't realize, your mind doesn't go to sleep when you're asleep. So feed it something new while you're sleeping.

Lindsey: So good. Oh my gosh, I love that so much. And it's so fun to hear you - I mean, we talked about on the episode we recorded on your podcast about kids, and I love hearing that because I've always thought about how do I want to infuse what it's like as a mom with this work. Just like you said, they're always going to have lessons that they need to learn themselves, but I love how you're implementing what you teach the world into being a mom. Like, of course.

Cayla: Like we said, it's our legacy, right? Visualization is so huge to me. So Chase and I walk our kids through visualization every night before they go to sleep. And because all of our kids are athletes, it has to do with right now - I always ask him, how do you want to feel when you wake up? And they say excited, you know, and I'm like okay, well what makes you excited?

And they all say something to do with sports. It's the cutest thing. So we'll walk them through a different visualization each night. We just make it up and we're like, close your eyes, alright, you're walking on the balance beam and you just did a back handspring. And then they're out like a light and I'm like, this makes me so happy.

Lindsey: So good. Oh my gosh, I love it. So I'm going to kind of take this along the direction of being a mom because I'm not a mom obviously, but for moms that are listening, maybe they're hearing this and they're like, oh

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my gosh, I haven't been doing that, or how do I implement this more into their world, what do you feel like is important for them to know or realize?

Cayla: Yeah, so it's never too late. It's never too late. I learned from my friend Drew Canole that - and he doesn't have kids yet, but he gave me this idea to pay our kids to read books. So we do that. It has to be a chapter book so that way they know that you actually make money by reading. We want to instill that.

I'm so not huge on school. Like two of my kids are at home today. I'm bad. But I'm huge on reading and growing as a person, so I want to instill that. That's one thing that you could do that most kids get excited about money. They'd be like, heck yeah, I'll read. And then the next thing you could do is just teaching them, teaching them right away to make their mind their ally. Everything in life is a mental game.

And I shared - I'm going to share another story. I shared this with my - I have an academy I teach about NLP and all the ways of how to be a lifestyle strategist. And one of the things I taught was that they did a study a couple years ago of a basketball team. And they broke up the basketball team into three different groups.

One of the groups was just continuing the same practice schedule as normal, and the second group added a couple more hours of practice each day. And then the third group didn't practice at all for an entire week, but sat in a room together and visualized all day long about making baskets, having winning games, all of these things. All they did was visualize.

And then they tested this basketball team to find that the first group had no change in performance. The second group, the one that practiced a little bit more had a slight change in performance. And the third group had a 40% increase in performance. So visualization is so powerful. Your mind has to see what is real, what could be created first.

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And so if you could teach your kids this power by - put on a visualization in the car for them. Do certain things and talk to them about why it's important. Give them studies. Tell them that exact story I just told you to get them on board with trying something new. And once they see that it works, like Cooper sees all the time that it works for him.

And so he continues to do it. He's hungry for more of this type of stuff because he continues to make goals and become a top athlete. So your kids are excited and they're little sponges, and you don't have to overwhelm them but I would say visualization is huge.

Lindsey: Oh my gosh, I love that so much. And I think one of the biggest things is you're an example too. You're doing the work constantly.

Cayla: I forgot about that part.

Lindsey: You're doing the work constantly, so I think also it's like, that in itself is so huge. But visualization with kids, I never even thought about that. That's so brilliant.

Cayla: I just made a post on Instagram the other day. I mean, how many times have I said that on this podcast? Wow, okay. But it was about my son was running a mile on the treadmill and I took a picture of it and I was like, if you feel pressure being a parent, good, because you should. They're going to do what you do.

The only reason he gets on the treadmill every day is he sees me get on the treadmill every day. No matter how tired I am, I'm getting on the treadmill and I'm running. Chase and I are always doing something to better ourselves. And you're right. They will do all day long what you do, and they will do a third of what you actually say.

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Lindsey: So good, yeah. Oh my gosh, I love that. And I think it's also the same, if some of the listeners don't have kids, it's the same with your audience. So I love it. It all kind of goes over all areas of life. Okay, so one thing - we're going to transition a little bit because your brand is Mommy Millionaire and you obviously crossed over the multi-million-dollar benchmark. So I'm curious like, what was the hardest part about getting over that million dollars or multi-million dollars for you?

Cayla: Okay, there's such a great secret to be shared here, and it's the one I resisted the most. I was stuck at \$800,000 a year for a while, and the thing that helped me the most was getting help. And when I was in network marketing, the help was just like, okay, let me get a housekeeper. Let me get a VA. Let me get little things like that.

Now, when it came to Mommy Millionaire, I built it into a seven-figure brand in a year. And I did that by myself because I had the experience. Of course, I had an assistant. But in order to pass that mark, the number one thing that has to happen is the death of the entrepreneur and the rise of the CEO. You have got to build a team to help you go past that mark.

Like I don't know anybody that goes past that alone. Because you have to learn how to work in your zone of genius more often and hire other people to do the other things. Because as an entrepreneur, I mean, I'm the one that first built my website. I was the one that was first blogging and doing all those little things. And I thought in my head, "Well, why would I pay somebody to do this when I could do it myself? And actually, I'm going to do it better than everybody else."

And I was bottlenecking myself because of course I was tired. I was doing all the things I shouldn't be doing. And what you need to do is focus on what only you can do in your business and hire parts out that can be hired out. And right now, I have this thing, I'm like, okay, if it's not a \$6000 an hour task, I'm not doing it. We're going to find somebody else to do it.

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Even if the business can't necessarily afford to do that right now, in just two weeks, we're going to prove that the business can afford it because we'll show that this new employee will move the needle in our business. And if it doesn't, then we're going to slash their hours or something like that.

Lindsey: I love that. So good. So then my question is we have a lot of people who aren't even at the trying to get over the million-dollar mark who are listening, so let's bring that down to let's say they're trying to get to six figures. Who do you think is the most important person to have on their side or their team or do you recommend that they keep it slim?

Cayla: Oh yeah, you don't need anybody to get to six figures. You need yourself. And I truly believe that you are your worst enemy until you're your greatest ally, right? And so six figures has to be just a stepping stone for you. I truly believe six figures is a stepping stone because I like to push people to dream bigger.

Make it a bigger mark for yourself. If you're at your first year in business, be completely unrealistic. If you're like, I want to do \$60,000, that's cute. What if you said \$250,000? What if you just said that and you start to believe all of the things that a \$250,000 income earner thinks? And you show up like that person right now.

I guarantee you, I mean, test it out. Just test it out. Test my theory that if you start to do everything that that person does, you will get a heck of a lot closer to \$250,000. You might even surpass it. But if you're just stuck on that measly \$100,000, you probably will hit \$60,000. So you've got to go bigger. You have to go bigger. Please, I beg you.

Lindsey: I love that.

Cayla: And don't be attached to it. You could just say it. Just say it. This is what I'm going for. And then journal about everything that that person is.

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And I guarantee you, she's probably a lot different because she's thinking a lot bigger than you're thinking right now. And that's the only difference. She's not taking any different steps, I guarantee it. She's just thinking different.

Lindsey: Oh, I love that so much. I always say like, the only difference between somebody who charges another zero on the end of what you're charging is just the difference of your thoughts. It's not about experience. So I love that so much. Okay, so I want to know as we kind of close this out, two questions. What is the biggest thing you're working through right now? I'll split them up so I don't give you too much. So start with that and then the next one.

Cayla: I love it. Okay, so biggest problem or biggest task I'm working on right now?

Lindsey: Biggest challenge, problem you're kind of coming up against.

Cayla: I embrace them. Okay, I'll tell you. This is a unique one but I think this is good because a lot of people don't talk about this. They really don't. But I want to just expand everybody's minds right now. But I'm playing in spending a lot of ad money right now. And it's this delicate balance of - you can't just go and throw \$100,000 at your ads and then think oh, I'm going to get 1000 people.

And I used to think, I honestly thought oh, well let's just spend more money in ads. But that's actually not it. It's a delicate balance of slowly increasing your ad spend so Facebook doesn't wipe your bank account out. So it's really been a fun challenge to watch those numbers and learn that. I have an ads person that does all my stuff but I'm dangerous enough because I love my money to work for me.

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And so I think that's a challenge right now because I'm going into a launch period where I have this huge goal and we have the money to spend in ads to make this goal happen realistically, but then my ads guy is like actually, no. We can't spend that amount because they will just shut you down. It's not going to work. And I'm so frustrated so I'm like okay, what else can I do to hit that number? It's just a whole lot of things. It's really fun. It's really fun.

Lindsey: I love that perspective because I think so often people look at problems or road blocks, either they stop there or they just kind of sit in it and not think like okay, there's 50,000 different ways to get around this. How is this helping me become the woman that I need to become to hit that goal? Oh my gosh, so good. Love that.

Okay, and then what's the one thing that you think everyone needs to know or the one piece of advice you want to give them to take into 2020 since this is actually going to go out next week, so to take into 2020 to hit their goal?

Cayla: Well, I think it goes back to what we just talked about with setting your number or whatever. You just have to realize that in order to have the life that you want, that life is already out there for you. Every opportunity is out there waiting for you to uncover it. You just have to be the person that gets that life. And so people go, what more action can I take in my business? How many more people can I call?

And I'm like, no, that's not it. That's what your ego wants to hear because it's familiar to you, to do more work, to work hard. But what you actually need to do is just work on yourself. Change the way you're thinking and what's coming into your bank account will change. And I know, it's like, the most annoying thing to hear. I remember feeling like this when people would say it, when I didn't have a lot of money.

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I'd be like, you're so annoying. Tell me exactly what I need to do. Just tell me what I need to do. But I promise you, if you could just imagine yourself as a millionaire, and I always go there because I believe anybody can be a millionaire. If you can imagine what she's like, how does she wake up in the morning, how does she have conversations, how does she handle challenges, how does she show up on social media, how does she write her emails to her list?

She doesn't do it out of desperation. She does it out of love and service and excitement, and she's just pinching herself because she can't believe that she's actually here. She's so excited about life. And if you could just harness that energy in the morning time and then go out and do her, because she is you, then everything will shift so much faster. Time is an illusion. So everything can happen a lot quicker than your mind and the world is telling you it's going to take.

Lindsey: That's so good and just so in line with what I believe too so I love that so much. And I hope you guys are taking just as many notes like I'm just jotting over here some things that I need to remember myself. So I know you guys took so much from this. I want to know Cayla, where can my people find you and connect with you?

Cayla: Yes, okay, so actually if they head over to mommymillionaire.co, I am actually giving out my best-selling book for free. It's called *The Habit of Leading Yourself*, and it's a one-year guide to becoming unstoppable. So every week I give you a new habit to implement into your life. And you could pick that up for free right now. It's a downloadable version. So you can just print it out and walk through it and it's like, literally, it's the best thing that I ever did and I'm giving it to you for free. So I would love for all of you guys to download that and I want to be a part of your journey in just that little tiny way.

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Lindsey: So good. Thank you so much Cayla for being here. Truly, I am so grateful and honored to have you and yeah, thank you so much. You guys, as you're listening, I know I talk about this all the time, but share this on your story. I think we both love Instagram, so tag both Cayla and I in your story if you found this valuable.

Give us a shout-out because we are truly honored, truly grateful and just you never know who in your audience needs to hear this, especially if you're growing a team or if you're working on attracting clients. They might need to hear this message too for them to take the leap. So love you guys, thank you so much Cayla, I'm so grateful, and I hope you have a beautiful week.

Cayla: Thank you. Love you guys.

Thank you for tuning into today's episode of *Soul CEO*. If you are ready to take this work deeper and you want to bring your dream business to a reality, I wanted to make sure that you knew that Mango Magic Business Academy was available to you. Head to lindseymangocoaching.com/mangomagic.

Or if you don't have a business and you are ready to bring your dream life to a reality and know you are meant for more, my Mango Magic Life School is also available. Go to lindseymangocoaching.com/mangomagiclifeschool for all the details. These programs are both life and business changing and you get access and coaching with me to walk through the modules and ask questions and get support to make your dream life or your dream business, or both a reality. I love you. I can't wait to see you in there.