

FYI: Timestamps listed here are not correct, but know that all of the content from the interview is here.

3

00:00:44,380 --> 00:00:51,500

[brian]: Well, hello, today's episode is for those actors out there now. I'm going to guess that you can see yourself in this

4

00:00:51,540 --> 00:00:57,400

[brian]: story. You book a great job, but you're not long to tell anybody about it like either it's an N D that you've signed or

5

00:00:57,500 --> 00:01:02,060

[brian]: they've said, Don't share anything on social media, But you want to share with the world like you booked something great.

6

00:01:02,440 --> 00:01:08,660

[brian]: Well today's guest Rochelle, Hey, talks us through how she had this conversation with her agents, so that she was able

7

00:01:08,760 --> 00:01:16,580

[brian]: to shout it out about the great gig that she booked. Rochelle is Trinidadian Canadian actor with Chinese English

8

00:01:16,680 --> 00:01:22,940

[brian]: and Venice Weland ancestry, And she came to me at a time because she needed to get new wraps. and through this conversation

9

00:01:22,980 --> 00:01:31,040

[brian]: you'll see I'll just sidenote. here. Rochelle is one of the most like Ere you die smartest guests I've ever had on

10

00:01:31,080 --> 00:01:37,800

[brian]: the podcast. I really felt like I was on my toes while

I was interviewing with her because she said such a great capacity

11

00:01:37,880 --> 00:01:43,600

[brian]: to articulate what was actually going on for her in the process of vulnerably putting yourself out there, and let me

12

00:01:43,660 --> 00:01:49,900

[brian]: tell you, She really put herself out there. When she reached out to managers and agents, she got an eighty nine percent

13

00:01:50,160 --> 00:01:58,560

[brian]: open rate, twenty seven responses and got twelve offers for representation. Now she went to fifteen different meetings.

14

00:01:58,840 --> 00:02:06,880

[brian]: She found this great match. And what I love about her story is she went through all the same big feelings that anyone

15

00:02:06,960 --> 00:02:11,980

[brian]: goes through Had was like at the last minute, still like, Oh my gosh, is this even going to work for me? And then she had

16

00:02:12,020 --> 00:02:18,300

[brian]: this incredible response. So no matter what you take away from this episode, know that there is a new way to reach

17

00:02:18,360 --> 00:02:25,640

[brian]: out to raps. but listen for the internal journey that Rochelle made because it is my fervent belief that it is that

18

00:02:25,840 --> 00:02:32,280

[brian]: journey that opens up what's possible for you and attracts in the right raps. All right, let's hear it from her in her own words.

1

00:00:00,683 --> 00:00:03,299

[brian]: so rachel welcome to the show i'm
so glad that you're here

2

00:00:04,100 --> 00:00:04,441

[rachelle]: brian

3

00:00:04,303 --> 00:00:04,963

[brian]: yeah

4

00:00:04,743 --> 00:00:06,070

[rachelle]: i am thrilled to be here thank

5

00:00:05,953 --> 00:00:06,239

[brian]: yea

6

00:00:06,111 --> 00:00:06,855

[rachelle]: you for having me

7

00:00:07,393 --> 00:00:10,457

[brian]: for sure so first of all let
everybody know where you are because you're in

8

00:00:10,477 --> 00:00:12,959

[brian]: a different location from most of our
actors who we've had on the show who

9

00:00:13,019 --> 00:00:14,761

[brian]: are talking about representation so tell them
all

10

00:00:15,770 --> 00:00:19,025

[rachelle]: i am i'm currently in vancouver b
c

11

00:00:20,093 --> 00:00:23,979

[brian]: yes and there is a big t
v film business in vancouver b c we

12

00:00:24,019 --> 00:00:27,285

[brian]: have to let many people some people
aren't aware of that like i remember one

13

00:00:27,305 --> 00:00:31,091

[brian]: of my biggest commercials i ever booked
i was was in vancouver they were able

14

00:00:31,131 --> 00:00:33,836

[brian]: to hire an american i'm not or
why but had a special work visa for

15

00:00:33,876 --> 00:00:36,740

[brian]: me to go up there and like
they're like oh yes every single person onset

16

00:00:36,760 --> 00:00:39,405

[brian]: was like i'm working on the show
next week in workin net show ntcreeksow for

17

00:00:39,445 --> 00:00:42,510

[brian]: those of you who don't know vancouver
is a market and vancouver also is in

18

00:00:43,011 --> 00:00:46,936

[brian]: washington canada ich i think people forget
that there's a vancouver on both sides or

19

00:00:47,016 --> 00:00:49,399

[brian]: in as to make sure we say
we get that um

20

00:00:49,240 --> 00:00:49,422

[rachelle]: yeah

21

00:00:49,719 --> 00:00:54,933

[brian]: so rochelle we're here today to talk
about fabulous new representation i'm

22

00:00:55,050 --> 00:00:55,435

[rachelle]: oh

23

00:00:55,073 --> 00:00:57,858

[brian]: so glad you're here to talk about
it look at a big smile if you're

24

00:00:57,878 --> 00:00:58,198

[brian]: not watching

25

00:00:58,110 --> 00:00:59,610

[rachelle]: yeah

26

00:00:58,258 --> 00:01:01,944

[brian]: us on you tube you should because
michele has done a beautiful job of like

27

00:01:02,485 --> 00:01:06,672

[brian]: artfully visually stunning setting for today's podcast episode

28

00:01:06,850 --> 00:01:06,992

[rachel]: yeah

29

00:01:06,853 --> 00:01:08,435

[brian]: i'm so grateful to her for that we care a lot

30

00:01:08,370 --> 00:01:08,531

[rachel]: yah

31

00:01:08,495 --> 00:01:10,318

[brian]: about the way things look at brian breaks character and

32

00:01:10,297 --> 00:01:10,359

[rachel]: it

33

00:01:10,358 --> 00:01:14,145

[brian]: over here on team p k p and richelle just really showed up on point

34

00:01:14,185 --> 00:01:16,008

[brian]: today i just i'm so grateful to you for that it's so

35

00:01:16,080 --> 00:01:17,430

[rachel]: oh

36



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00:01:16,108 --> 00:01:18,392

[brian]: great so riche

37

00:01:18,326 --> 00:01:18,669

[rachelle]: thank you

38

00:01:18,592 --> 00:01:18,793

[brian]: to get

39

00:01:18,730 --> 00:01:19,053

[rachelle]: brian

40

00:01:18,873 --> 00:01:22,179

[brian]: started to jump in for sure so
get us started i appreciate your consciousness around

41

00:01:22,219 --> 00:01:26,066

[brian]: that so to get us started share
your results just tell us the story of

42

00:01:26,267 --> 00:01:26,507

[brian]: you know

43

00:01:26,700 --> 00:01:26,720

[rachelle]: m

44

00:01:26,728 --> 00:01:28,872

[brian]: where where things landed with your new
representation

45

00:01:30,511 --> 00:01:33,116

[rachelle]: okay big question to begin with brian

46

00:01:33,479 --> 00:01:37,123

[brian]: here we go yeah

47

00:01:36,202 --> 00:01:39,587

[rachelle]: so i am just so grateful because
at the beginning

48

00:01:39,463 --> 00:01:40,273

[brian]: yeah

49

00:01:39,607 --> 00:01:43,474

[rachelle]: of this process i was definitely very
trepidacious on show

50

00:01:43,398 --> 00:01:43,480

[brian]: ah

51

00:01:43,774 --> 00:01:47,480

[rachelle]: had so much self doubt and look
back

52

00:01:47,407 --> 00:01:47,588

[brian]: yeah

53

00:01:47,681 --> 00:01:53,631

[rachelle]: now at the fact that i got
these incredible results i am just blown away

54

00:01:53,564 --> 00:01:53,685

[brian]: ah

55

00:01:54,392 --> 00:01:57,257

[rachelle]: and i got i had multiple

56

00:01:57,013 --> 00:01:58,273

[brian]: yeah

57

00:01:57,517 --> 00:02:03,950

[rachelle]: agents off to signed me i had
more meetings than i could have imagined and

58

00:02:04,311 --> 00:02:04,733

[rachelle]: i just

59

00:02:04,534 --> 00:02:05,176

[brian]: wait how many meetings

60

00:02:05,074 --> 00:02:05,335

[rachelle]: was

61

00:02:05,196 --> 00:02:05,576

[brian]: did you have do

62

00:02:05,575 --> 00:02:05,957

[rachelle]: thrilled

63

00:02:05,597 --> 00:02:07,501

[brian]: you remember the number how many do
you know how many

64

00:02:07,511 --> 00:02:07,754

[rachelle]: uh

65

00:02:07,521 --> 00:02:09,726

[brian]: meetings you had or many you took
you can

66

00:02:09,660 --> 00:02:09,820

[rachelle]: okay

67

00:02:09,806 --> 00:02:10,047

[brian]: guess

68

00:02:09,941 --> 00:02:10,423

[rachelle]: so i

69

00:02:10,408 --> 00:02:11,290

[brian]: she's wait wait i want every

70

00:02:11,266 --> 00:02:11,327

[rachelle]: no

71

00:02:11,310 --> 00:02:11,370

[brian]: one

72

00:02:11,407 --> 00:02:11,487

[rachelle]: no

73

00:02:11,410 --> 00:02:11,570

[brian]: to know

74

00:02:11,588 --> 00:02:11,628

[rachelle]: i

75

00:02:11,590 --> 00:02:11,691

[brian]: that

76

00:02:11,708 --> 00:02:11,869

[rachelle]: have

77

00:02:11,731 --> 00:02:11,871

[brian]: she's

78

00:02:11,929 --> 00:02:12,853

[rachelle]: my my numbers

79

00:02:13,354 --> 00:02:15,858

[brian]: wait wait i want everyone to know
that so one of the things that so

80

00:02:16,198 --> 00:02:16,960

[brian]: obviously rachel worked

81

00:02:16,980 --> 00:02:18,090

[rachelle]: yeah

82

00:02:16,980 --> 00:02:19,223

[brian]: with me inside of agent goals but
i'm just wanting you to hear her story

83

00:02:19,324 --> 00:02:23,150

[brian]: so you can understand the possibility of
approaching reps in a new way but what

84

00:02:23,210 --> 00:02:26,175

[brian]: i love that rachel is about to do is go at her numbers because inside

85

00:02:26,215 --> 00:02:29,340

[brian]: of the program we really track like how many people are meeting with you how

86

00:02:29,501 --> 00:02:32,125

[brian]: what's your open rate like what's your click ratline so i love that we're using

87

00:02:32,185 --> 00:02:35,691

[brian]: the data to help us hear instead of the drama we can get into around

88

00:02:35,751 --> 00:02:38,559

[brian]: who didn't call you tell us rochelle how many meetings did you get

89

00:02:39,660 --> 00:02:43,506

[rachelle]: total i just want to underline that because that was huge for me brand teaches

90

00:02:43,626 --> 00:02:47,433

[rachelle]: us and we say data not drama which is something that i think is a

91

00:02:47,553 --> 00:02:50,117

[rachelle]: thread to be pulled in life you know i try

92

00:02:50,145 --> 00:02:50,327

[brian]: yeah

93

00:02:50,177 --> 00:02:55,366

[rachel]: to utilize that as well and so
going to the data which i feel

94

00:02:55,393 --> 00:02:55,657

[brian]: oh

95

00:02:55,426 --> 00:02:57,670

[rachel]: a little like i don't know like
i'm

96

00:02:57,613 --> 00:02:58,633

[brian]: oh

97

00:02:57,730 --> 00:03:00,094

[rachel]: being so vulnerable to share this out
loud i'm like

98

00:02:59,984 --> 00:03:00,425

[brian]: yes

99

00:03:00,154 --> 00:03:02,518

[rachel]: oh my gosh is it okay to
say it out loud because

100

00:03:02,329 --> 00:03:02,589

[brian]: yes

101

00:03:02,578 --> 00:03:02,658

[rachel]: i'm

102

00:03:02,690 --> 00:03:05,135

[brian]: of course it is i want to
mkeheresowait

103

00:03:04,793 --> 00:03:04,995

[rachelle]: okay

104

00:03:05,176 --> 00:03:09,763

[brian]: before you do i want to make
sure you hear this owning the data is

105

00:03:09,843 --> 00:03:15,052

[brian]: not drama owning the data is being
aware of what where do i fit in

106

00:03:15,793 --> 00:03:20,721

[brian]: what what is working in what is
not it doesn't mean anything reflective of like

107

00:03:21,002 --> 00:03:23,626

[brian]: who you how you belong in the
business i want to just make sure everyone

108

00:03:23,646 --> 00:03:26,631

[brian]: hears this because sometimes people will hear
on this podcast like they got thirty five

109

00:03:26,691 --> 00:03:30,257

[brian]: meetings they got sixty meetings they got
fifty meetings he've people give those numbers before

110

00:03:30,297 --> 00:03:34,123

[brian]: right and to me great lots of meetings is awesome but the true is you

111

00:03:34,184 --> 00:03:37,790

[brian]: only need one manager or agent you don't need to get that many meetings to

112

00:03:37,830 --> 00:03:40,534

[brian]: have a great successful reach out but i think all of us have our good

113

00:03:40,574 --> 00:03:44,100

[brian]: student inside who wants to also like get a lot of meetings or whatever so

114

00:03:44,481 --> 00:03:48,948

[brian]: michel you share this number just really um you know lean into that belief that

115

00:03:48,988 --> 00:03:52,013

[brian]: this is helping someone else who may be listening right now that there's a possibility

116

00:03:52,534 --> 00:03:56,561

[brian]: for it not to be so like scraping or scarcity of like can i scrape

117

00:03:56,621 --> 00:04:00,807

[brian]: by and get one meeting and maybe settle with at least an agent i just

118

00:04:00,907 --> 00:04:04,391

[brian]: love the idea of your having choice
here in the process so say loud

119
00:04:04,380 --> 00:04:05,610
[rachelle]: yeah

120
00:04:04,431 --> 00:04:07,003
[brian]: and proud yeah

121
00:04:06,200 --> 00:04:08,885
[rachelle]: totally brian having choice with

122
00:04:08,863 --> 00:04:09,148
[brian]: yeah

123
00:04:08,945 --> 00:04:11,449
[rachelle]: something that was an absolute gift and

124
00:04:11,323 --> 00:04:11,343
[brian]: m

125
00:04:11,870 --> 00:04:11,910
[rachelle]: i

126
00:04:11,988 --> 00:04:12,613
[brian]: hm

127
00:04:12,190 --> 00:04:17,098
[rachelle]: didn't know that i would you know
you don't know anything until life occurs and

128

00:04:17,119 --> 00:04:17,359

[rachelle]: then you

129

00:04:17,404 --> 00:04:17,627

[brian]: right

130

00:04:17,439 --> 00:04:20,104

[rachelle]: have some in front of you at
least that's the way that i kind of

131

00:04:20,184 --> 00:04:20,765

[rachelle]: look at things

132

00:04:20,855 --> 00:04:20,875

[brian]: i

133

00:04:21,205 --> 00:04:25,472

[rachelle]: and so throughout this process i was
hoping that i would have choice

134

00:04:25,873 --> 00:04:26,773

[brian]: mhm

135

00:04:25,913 --> 00:04:29,359

[rachelle]: but there was no way to predict
how everything was going to unfold

136

00:04:29,563 --> 00:04:29,908

[brian]: oh

137

00:04:30,080 --> 00:04:34,367

[rachelle]: and i ended up having you know

i pressed and which is a big deal

138

00:04:34,668 --> 00:04:34,908

[rachelle]: when we

139

00:04:34,953 --> 00:04:35,313

[brian]: yes

140

00:04:35,048 --> 00:04:38,073

[rachelle]: send out our materials because we work
so hard to

141

00:04:38,377 --> 00:04:38,718

[brian]: yes

142

00:04:38,654 --> 00:04:42,100

[rachelle]: authentically represent ourselves and hope that that
rest it's

143

00:04:42,443 --> 00:04:42,604

[brian]: yeah

144

00:04:42,481 --> 00:04:44,084

[rachelle]: with some one and

145

00:04:44,803 --> 00:04:45,463

[brian]: oh

146

00:04:44,805 --> 00:04:48,411

[rachelle]: i pressed send with i was on
a call with with you

147

00:04:48,883 --> 00:04:49,104

[brian]: yes

148

00:04:48,932 --> 00:04:49,854

[rachel]: and that was

149

00:04:49,787 --> 00:04:49,828

[brian]: i

150

00:04:49,914 --> 00:04:49,994

[rachel]: when

151

00:04:49,928 --> 00:04:50,310

[brian]: love that

152

00:04:50,195 --> 00:04:50,896

[rachel]: priss send

153

00:04:51,364 --> 00:04:51,669

[brian]: i love

154

00:04:51,737 --> 00:04:51,857

[rachel]: and

155

00:04:51,771 --> 00:04:51,811

[brian]: it

156

00:04:51,998 --> 00:04:56,463

[rachel]: so i sat there very nervous i
was even like am remembering it right now

157

00:04:56,643 --> 00:04:57,144

[rachelle]: like i'm getting

158

00:04:57,043 --> 00:04:57,269

[brian]: yeah

159

00:04:57,184 --> 00:04:58,546

[rachelle]: a little tingly like my heart

160

00:04:58,474 --> 00:04:58,714

[brian]: oh

161

00:04:58,626 --> 00:04:59,927

[rachelle]: starting to pace of it

162

00:04:59,816 --> 00:05:02,761

[brian]: so wait oh i love that rachel
because what that says to me is you

163

00:05:02,861 --> 00:05:03,442

[brian]: knew in that

164

00:05:03,300 --> 00:05:03,583

[rachelle]: uh

165

00:05:03,482 --> 00:05:07,088

[brian]: moment you were on the cusp of
some kind of growth like clicking sound was

166

00:05:07,969 --> 00:05:08,931

[brian]: a growth movement for

167

00:05:08,910 --> 00:05:09,151

[rachelle]: yeah

168

00:05:08,971 --> 00:05:10,293

[brian]: you even that sand was like

169

00:05:10,200 --> 00:05:10,381

[rachelle]: yeah

170

00:05:11,014 --> 00:05:11,775

[brian]: i'm taking up the

171

00:05:11,790 --> 00:05:12,510

[rachelle]: oh

172

00:05:11,835 --> 00:05:15,959

[brian]: space and also like well this work
i'm sure was in there too obviously right

173

00:05:16,800 --> 00:05:17,241

[brian]: beautiful

174

00:05:17,080 --> 00:05:17,881

[rachelle]: absolutely

175

00:05:17,761 --> 00:05:18,162

[brian]: beautiful

176

00:05:18,002 --> 00:05:19,063

[rachelle]: it was a huge

177

00:05:18,883 --> 00:05:19,066

[brian]: yeah

178

00:05:19,444 --> 00:05:22,789

[rachel]: you know growth is a great word
for just what

179

00:05:22,723 --> 00:05:23,833

[brian]: oh

180

00:05:23,050 --> 00:05:27,798

[rachel]: we're discussing right now going through a
program but i know i'm i'm digressing so

181

00:05:27,978 --> 00:05:28,659

[rachel]: let's come back

182

00:05:30,009 --> 00:05:30,230

[brian]: yes

183

00:05:30,102 --> 00:05:31,344

[rachel]: probably what you are

184

00:05:31,243 --> 00:05:31,604

[brian]: yeah

185

00:05:31,444 --> 00:05:33,467

[rachel]: wanting me to answer so i will
share

186

00:05:33,469 --> 00:05:33,629

[brian]: yeah

187

00:05:33,648 --> 00:05:37,634

[rachelle]: how many agents actually wanted to meet
and i was

188

00:05:37,583 --> 00:05:37,825

[brian]: yes

189

00:05:37,694 --> 00:05:40,679

[rachelle]: blown away so my goal was like
i came up with the ice number for

190

00:05:40,719 --> 00:05:41,521

[rachelle]: me i was like okay

191

00:05:41,713 --> 00:05:41,834

[brian]: yeah

192

00:05:42,102 --> 00:05:44,426

[rachelle]: you know i hope i get three
and i just have come up with that

193

00:05:44,466 --> 00:05:45,587

[rachelle]: number for myself because i was like

194

00:05:45,677 --> 00:05:45,960

[brian]: i love

195

00:05:45,988 --> 00:05:46,048

[rachelle]: you

196

00:05:46,040 --> 00:05:46,101

[brian]: it

197

00:05:46,088 --> 00:05:48,172

[rachelle]: know i hope i have three i
hope i have

198

00:05:48,154 --> 00:05:48,295

[brian]: as

199

00:05:48,212 --> 00:05:51,037

[rachelle]: three agents that resonate with my materials
and are happy

200

00:05:51,103 --> 00:05:51,427

[brian]: yeah

201

00:05:51,137 --> 00:05:52,800

[rachelle]: to chat with me just learn more
about

202

00:05:52,604 --> 00:05:53,609

[brian]: i love it i love

203

00:05:53,543 --> 00:05:53,643

[rachelle]: and

204

00:05:53,669 --> 00:05:53,809

[brian]: that

205

00:05:53,683 --> 00:05:56,496

[rachelle]: i had yeah brian

206

00:05:56,932 --> 00:05:56,953

[brian]: m

207

00:05:57,260 --> 00:05:57,647

[rachelle]: brian

208

00:05:58,243 --> 00:05:59,443

[brian]: oh

209

00:05:58,580 --> 00:06:00,634

[rachelle]: i had eighteen agents want to meet
with me

210

00:06:00,953 --> 00:06:03,135

[brian]: oh my god rochelle

211

00:06:02,890 --> 00:06:03,151

[rachelle]: like

212

00:06:03,155 --> 00:06:04,356

[brian]: that is so amazing

213

00:06:03,914 --> 00:06:04,174

[rachelle]: what

214

00:06:04,997 --> 00:06:06,818

[brian]: that's six times the amount you were

215

00:06:06,732 --> 00:06:06,813

[rachelle]: ah

216

00:06:06,859 --> 00:06:07,799

[brian]: like praying for

217

00:06:07,690 --> 00:06:07,711

[rachelle]: a

218

00:06:07,899 --> 00:06:10,502

[brian]: i'm obsessed that's so great that

219

00:06:10,530 --> 00:06:10,550

[rachelle]: i

220

00:06:10,582 --> 00:06:10,662

[brian]: is

221

00:06:10,650 --> 00:06:13,257

[rachelle]: wasn't even sure i would get like
my goal and i

222

00:06:13,354 --> 00:06:13,578

[brian]: yeah

223

00:06:13,438 --> 00:06:15,844

[rachelle]: was more than that like i was
just like what

224

00:06:15,805 --> 00:06:15,825

[brian]: i

225

00:06:15,944 --> 00:06:16,526

[rachelle]: is happening

226

00:06:17,213 --> 00:06:20,638

[brian]: yeah yeah and so as you trace
back to this so

227

00:06:20,649 --> 00:06:20,670

[rachelle]: h

228

00:06:20,679 --> 00:06:25,627

[brian]: you have this really interesting story about
how one like you you had accountability partner

229

00:06:25,807 --> 00:06:27,350

[brian]: as we matched up in the program
but you

230

00:06:27,401 --> 00:06:28,103

[rachelle]: yes yes

231

00:06:28,351 --> 00:06:28,451

[brian]: they

232

00:06:28,424 --> 00:06:28,544

[rachelle]: two

233

00:06:28,532 --> 00:06:28,792

[brian]: warned

234

00:06:28,725 --> 00:06:28,965

[rachelle]: really

235

00:06:28,812 --> 00:06:28,892

[brian]: you

236

00:06:29,026 --> 00:06:29,507

[rachelle]: amazing

237

00:06:29,133 --> 00:06:29,333

[brian]: i mean

238

00:06:29,707 --> 00:06:29,888

[rachelle]: ones

239

00:06:30,695 --> 00:06:30,876

[brian]: and you

240

00:06:30,920 --> 00:06:31,082

[rachelle]: yeah

241

00:06:30,936 --> 00:06:33,680

[brian]: said that so and so i want
everyone to before i move on i'm sorry

242

00:06:33,720 --> 00:06:36,325

[brian]: don't want to rush past that i
think a lot of people might enroll in

243

00:06:36,385 --> 00:06:39,891

[brian]: a program and be afraid they wouldn't
follow through because we've all done i enrolled

244

00:06:39,931 --> 00:06:40,912

[brian]: in a i phone for

245

00:06:41,109 --> 00:06:41,130

[rachelle]: m

246

00:06:41,213 --> 00:06:42,956

[brian]: fee course over the weekend and the

247

00:06:42,930 --> 00:06:44,310

[rachelle]: oh

248

00:06:43,016 --> 00:06:45,700

[brian]: next day i was like did i
roll in a class and like no we're

249

00:06:45,720 --> 00:06:49,807

[brian]: going to take this class but what
you're acknowledging here is the accountability partners the

250

00:06:49,867 --> 00:06:51,630

[brian]: buddies we kind of set you up
with kept you

251

00:06:51,630 --> 00:06:51,832

[rachelle]: oh

252

00:06:52,592 --> 00:06:56,378

[brian]: kept you in and in the good
and the bad of working through this for

253

00:06:56,438 --> 00:06:59,183

[brian]: yourself right beaus there's times when we
all know you're gonna be like all my

254

00:06:59,283 --> 00:07:01,767

[brian]: stuff is coming up all my baggage
around past agents

255

00:07:01,500 --> 00:07:02,670

[rachelle]: yeah

256

00:07:01,807 --> 00:07:04,492

[brian]: and managers and i don't know if
i want to do this any more and

257

00:07:04,552 --> 00:07:08,135

[brian]: i think that's of the ways that
we hold ourselves accountable with someone else next

258

00:07:08,175 --> 00:07:09,396

[brian]: to us right but

259

00:07:10,151 --> 00:07:10,316

[rachelle]: yeah

260

00:07:10,557 --> 00:07:14,060

[brian]: so tell us the journey that you
had like somebody called you can you share

261

00:07:14,100 --> 00:07:15,762

[brian]: that a little bit of what that
was like and you were

262

00:07:15,911 --> 00:07:18,976

[rachelle]: i can i can but i feel
like before we talk about that it's important

263

00:07:18,683 --> 00:07:18,847

[brian]: yes

264

00:07:18,996 --> 00:07:21,160

[rachelle]: for me to acknowledge what you just
brought up which

265

00:07:21,223 --> 00:07:21,444

[brian]: great

266

00:07:21,340 --> 00:07:25,507

[rachelle]: is to me one of the biggest
value points of going through

267

00:07:25,213 --> 00:07:25,693

[brian]: oh

268

00:07:25,687 --> 00:07:29,113

[rachelle]: agent goals with you on thing that
i at least for me i think everyone's

269

00:07:29,153 --> 00:07:34,442

[rachelle]: experience i can't predict what it was
like or will be but in my shoes

270

00:07:35,003 --> 00:07:36,685

[rachelle]: the accountability system

271

00:07:36,490 --> 00:07:36,510

[brian]: i

272

00:07:36,786 --> 00:07:37,807

[rachelle]: that you guys set

273

00:07:37,935 --> 00:07:38,118

[brian]: yes

274

00:07:37,968 --> 00:07:38,789

[rachelle]: up was

275

00:07:39,163 --> 00:07:39,532

[brian]: yes

276

00:07:39,230 --> 00:07:44,066

[rachelle]: such a necessary supportive

277

00:07:43,693 --> 00:07:43,937

[brian]: oh

278

00:07:44,186 --> 00:07:44,527

[rachelle]: tool

279

00:07:44,713 --> 00:07:45,055

[brian]: oh

280

00:07:45,560 --> 00:07:48,185

[rachelle]: for my experience and i am very

281

00:07:48,172 --> 00:07:48,193

[brian]: m

282

00:07:48,245 --> 00:07:53,344

[rachelle]: fortunate so i was parted with sam
and and really

283

00:07:53,384 --> 00:07:53,565

[brian]: yeah

284

00:07:53,404 --> 00:07:55,808

[rachelle]: really wonderful human beings who

285

00:07:55,753 --> 00:07:56,181

[brian]: oh

286

00:07:55,988 --> 00:07:56,729

[rachelle]: are so

287

00:07:56,803 --> 00:07:57,068

[brian]: oh

288

00:07:56,869 --> 00:08:01,177

[rachelle]: smart and committed and we all went
through times where we had

289

00:08:01,235 --> 00:08:01,458

[brian]: oh

290

00:08:01,417 --> 00:08:03,801

[rachelle]: doubt and that's when the oh it's
like we held

291

00:08:03,733 --> 00:08:05,863

[brian]: yeah

292

00:08:03,841 --> 00:08:05,143

[rachelle]: each other up and so

293

00:08:05,863 --> 00:08:06,763

[brian]: oh

294

00:08:06,025 --> 00:08:10,612

[rachelle]: it was something that had ebbs and flows in terms of who leaned on who

295

00:08:10,633 --> 00:08:10,915

[brian]: oh

296

00:08:10,853 --> 00:08:14,238

[rachelle]: but i feel like we essentially all just leaned on each other and that is

297

00:08:14,359 --> 00:08:16,342

[rachelle]: one of the i think core elements

298

00:08:16,783 --> 00:08:17,983

[brian]: oh

299

00:08:16,863 --> 00:08:18,045

[rachelle]: that enabled us to

300

00:08:18,263 --> 00:08:18,425

[brian]: yes

301

00:08:18,465 --> 00:08:22,011

[rachel]: keep going when we didn't know how
to keep going or to

302

00:08:22,054 --> 00:08:22,175

[brian]: uh

303

00:08:22,612 --> 00:08:23,434

[rachel]: pay when we were like

304

00:08:23,503 --> 00:08:23,743

[brian]: yeah

305

00:08:23,554 --> 00:08:25,878

[rachel]: is this working is this not working
and we have

306

00:08:25,828 --> 00:08:26,129

[brian]: totally

307

00:08:25,978 --> 00:08:30,461

[rachel]: so many things that can become maybe
minute in one

308

00:08:30,523 --> 00:08:30,771

[brian]: yeah

309

00:08:30,561 --> 00:08:31,222

[rachel]: sense but

310

00:08:31,273 --> 00:08:31,700

[brian]: mhm

311

00:08:31,302 --> 00:08:33,244

[rachelle]: also so important at the same time

312

00:08:33,543 --> 00:08:33,923

[brian]: yes

313

00:08:33,804 --> 00:08:34,305

[rachelle]: that having

314

00:08:34,104 --> 00:08:34,304

[brian]: oh i

315

00:08:34,365 --> 00:08:34,385

[rachelle]: a

316

00:08:34,404 --> 00:08:34,525

[brian]: love

317

00:08:34,505 --> 00:08:35,045

[rachelle]: sounding

318

00:08:34,545 --> 00:08:35,246

[brian]: the way you say that

319

00:08:35,145 --> 00:08:35,546

[rachelle]: rod

320

00:08:35,907 --> 00:08:36,108

[brian]: yeah

321

00:08:36,567 --> 00:08:37,548

[rachelle]: yeah it's

322

00:08:37,511 --> 00:08:37,651

[brian]: yeah

323

00:08:37,608 --> 00:08:42,385

[rachelle]: like this duality right of a lot
of things like i'm a person who tends

324

00:08:42,425 --> 00:08:43,607

[rachelle]: to overtake surprise

325

00:08:44,023 --> 00:08:44,507

[brian]: oh

326

00:08:44,548 --> 00:08:47,954

[rachelle]: but like for me i care about
the details but also

327

00:08:47,987 --> 00:08:48,209

[brian]: yes

328

00:08:48,254 --> 00:08:52,501

[rachelle]: what i learned through this process was
sometimes the details aren't all that important to

329

00:08:52,621 --> 00:08:56,045

[rachelle]: it i know and that could be

quite controversial thing to say

330

00:08:56,482 --> 00:08:56,873

[brian]: m right

331

00:08:56,805 --> 00:08:57,206

[rachelle]: uh

332

00:08:57,696 --> 00:08:57,817

[brian]: once

333

00:08:57,746 --> 00:08:57,866

[rachelle]: like

334

00:08:57,837 --> 00:08:57,997

[brian]: you're

335

00:08:57,927 --> 00:08:58,207

[rachelle]: details

336

00:08:58,037 --> 00:08:58,258

[brian]: in it i

337

00:08:58,267 --> 00:08:58,467

[rachelle]: matter

338

00:08:58,298 --> 00:08:58,599

[brian]: think that

339

00:08:58,587 --> 00:08:58,667

[rachelle]: and

340

00:08:58,640 --> 00:08:58,941

[brian]: becomes

341

00:08:58,727 --> 00:08:59,768

[rachelle]: details don't matter but

342

00:09:00,223 --> 00:09:02,767

[brian]: right but i think what you're in
it rachel i think that becomes clear like

343

00:09:02,808 --> 00:09:05,031

[brian]: what details matter what can i let
go of what do i need to let

344

00:09:05,071 --> 00:09:09,218

[brian]: go of perfectionism versus being detailed oriented
i think i'd be a very tricky thing

345

00:09:09,298 --> 00:09:13,686

[brian]: to distinct make a distinction between and
what and you say is my accountability partner

346

00:09:13,726 --> 00:09:17,612

[brian]: has helped me stay from like perfectionism
and like yes you need to cross your

347

00:09:17,652 --> 00:09:19,716

[brian]: teas and dot your eyes in this
space and so i think that's a really

348

00:09:20,096 --> 00:09:21,038

[brian]: beautiful way of acknowledging

349

00:09:20,796 --> 00:09:21,390

[rachelle]: hm

350

00:09:21,078 --> 00:09:23,803

[brian]: that nd hen i also want to
just say on you know the non denominational

351

00:09:23,883 --> 00:09:25,746

[brian]: even needs to come out for a
second and say

352

00:09:26,190 --> 00:09:26,716

[rachelle]: oh

353

00:09:26,467 --> 00:09:29,232

[brian]: you know my belief is that whether
you use the word

354

00:09:29,172 --> 00:09:29,253

[rachelle]: ah

355

00:09:29,292 --> 00:09:33,439

[brian]: heaven or nirvana or any of these
words is heaven is entered two by two

356

00:09:33,719 --> 00:09:40,713

[brian]: and i think a reach for presentation
is often a lonely process and the beauty

357

00:09:41,074 --> 00:09:44,700

[brian]: of you saying i wasn't alone in
all of it made a big difference and

358

00:09:44,900 --> 00:09:47,625

[brian]: i don't think it should be something
that you do alone and so i

359

00:09:47,644 --> 00:09:48,210

[rachelle]: hm

360

00:09:47,685 --> 00:09:51,571

[brian]: just love that you are aware that
like this was i took a village in

361

00:09:51,631 --> 00:09:55,257

[brian]: a way but also and i'm noticing
my own growth through it so i just

362

00:09:55,298 --> 00:09:59,805

[brian]: really love that you said that eighteen
meetings lady congrats

363

00:09:59,852 --> 00:09:59,973

[rachelle]: oh

364

00:09:59,905 --> 00:10:01,147

[brian]: now wait tell us about this

365

00:10:01,122 --> 00:10:01,343

[rachelle]: um

366

00:10:01,187 --> 00:10:02,650

[brian]: phone call thug because i think this
is really gonna be

367

00:10:02,593 --> 00:10:02,774

[rachelle]: okay

368

00:10:02,670 --> 00:10:06,982

[brian]: cool to the listener so or this
is i want everyone to just notice how

369

00:10:07,203 --> 00:10:09,231

[brian]: fast some of this can happen so
go ahead rochelle

370

00:10:10,530 --> 00:10:11,512

[rachelle]: yes so

371

00:10:11,623 --> 00:10:11,906

[brian]: yeah

372

00:10:12,113 --> 00:10:15,458

[rachelle]: it was like pulling a trigger pressing
sand on the email and i want to

373

00:10:15,539 --> 00:10:18,804

[rachelle]: acknowledge that everyone's version of this could
look quite different

374

00:10:18,523 --> 00:10:18,725

[brian]: yes

375

00:10:18,904 --> 00:10:23,372

[rachelle]: you know you do a good job
of preparing us in the sense that you

376

00:10:23,412 --> 00:10:24,493

[rachelle]: know when we send our initial

377

00:10:24,433 --> 00:10:24,593

[brian]: yeah

378

00:10:24,554 --> 00:10:28,440

[rachelle]: outreach if that leads to crickets don't
panic because you

379

00:10:28,442 --> 00:10:28,643

[brian]: right

380

00:10:28,500 --> 00:10:30,904

[rachelle]: know we we can pivot and adjust
and what not

381

00:10:30,868 --> 00:10:31,008

[brian]: right

382

00:10:30,984 --> 00:10:34,110

[rachelle]: so i didn't know if i was
going to have any response to my initial

383

00:10:34,210 --> 00:10:35,634

[rachelle]: ould reach and

384

00:10:35,506 --> 00:10:36,207

[brian]: wait wait rochelle

385

00:10:36,255 --> 00:10:36,436

[rachelle]: that

386

00:10:36,267 --> 00:10:36,828

[brian]: i need to underline

387

00:10:36,857 --> 00:10:36,997

[rachelle]: yeah

388

00:10:36,868 --> 00:10:37,129

[brian]: that because

389

00:10:37,057 --> 00:10:37,178

[rachelle]: yeah

390

00:10:37,189 --> 00:10:38,071

[brian]: so smart so smart

391

00:10:38,880 --> 00:10:38,962

[rachelle]: oh

392

00:10:39,753 --> 00:10:42,298

[brian]: it's so smart when you said i
want everyone to hear this from me the

393

00:10:42,358 --> 00:10:46,264

[brian]: person the creator of this course i
do not believe that when you're clicking send

394

00:10:46,645 --> 00:10:51,172

[brian]: that you that there is a feeling
of ready i believe there is a re

395

00:10:51,334 --> 00:10:51,436

[brian]: have

396

00:10:51,372 --> 00:10:51,535

[rachelle]: yeah

397

00:10:51,456 --> 00:10:52,205

[brian]: a little bit of sweating

398

00:10:52,440 --> 00:10:52,681

[rachelle]: oh

399

00:10:52,773 --> 00:10:57,260

[brian]: no matter what because i think that
i believe that i believe that readiness is

400

00:10:57,320 --> 00:11:01,146

[brian]: a myth i think that an olympic
athlete when they're about to jump off that

401

00:11:01,267 --> 00:11:01,808

[brian]: ski lift

402

00:11:01,903 --> 00:11:02,047

[rachelle]: yeah

403

00:11:01,928 --> 00:11:04,753

[brian]: and do their tricks at everything at
that very moment they have to go okay

404

00:11:04,853 --> 00:11:08,459

[brian]: here we go and there's some degree
of just courage and bravery that's okay like

405

00:11:08,499 --> 00:11:11,124

[brian]: it's like breaking the seal it's like
here we go like there's a moment that

406

00:11:11,184 --> 00:11:14,370

[brian]: is a jump there's a there's a
leap right and so i just love you

407

00:11:14,490 --> 00:11:18,978

[brian]: saying no i'm as ready to do
this but you know maybe nothing is going

408

00:11:19,018 --> 00:11:21,763

[brian]: to come of it i had my
little prayer for three meetings and who knows

409

00:11:21,823 --> 00:11:25,509

[brian]: right so i just wanted to just
acknowledge everyone that you don't need to be

410

00:11:25,709 --> 00:11:28,095

[brian]: ready in order to reach out to
as in

411

00:11:28,152 --> 00:11:28,317

[rachelle]: yeah

412

00:11:28,155 --> 00:11:33,296

[brian]: a new way you just have to
be willing to try be willing you have

413

00:11:33,316 --> 00:11:35,359

[brian]: to be ready i want to go
over the word read i use the word

414

00:11:35,419 --> 00:11:36,822

[brian]: willing a lot more you'll notice even
if

415

00:11:37,050 --> 00:11:37,392

[rachelle]: oh

416

00:11:37,222 --> 00:11:39,366

[brian]: those of you have looked at anything
that i've put into the world in terms

417

00:11:39,426 --> 00:11:42,211

[brian]: of like pages where you oped in
for like a free be that i'm giving

418

00:11:42,251 --> 00:11:46,398

[brian]: you i really try to not use
the word ready very often because i find

419

00:11:46,478 --> 00:11:48,080

[brian]: that it actually is a limiting belief

420

00:11:48,240 --> 00:11:48,401

[rachelle]: yeah

421

00:11:48,261 --> 00:11:49,403

[brian]: in a weird perverse way

422

00:11:49,381 --> 00:11:49,461

[rachelle]: ah

423

00:11:49,743 --> 00:11:50,605

[brian]: now that's not to say like

424

00:11:50,729 --> 00:11:50,790

[rachelle]: ah

425

00:11:50,885 --> 00:11:53,469

[brian]: the olympian didn't like go to the gym and stretch out and get their body

426

00:11:53,610 --> 00:11:57,256

[brian]: ready for the moment which is the same as you or shall like grasping ideas

427

00:11:57,296 --> 00:12:00,601

[brian]: of how to present yourself and preparing for those those practisings you did of the

428

00:12:00,661 --> 00:12:03,686

[brian]: meeting and all that that you were ready for those questions those top twenty questions

429

00:12:03,706 --> 00:12:06,892

[brian]: when he were going to come up like you did all that kind of preparation

430

00:12:07,453 --> 00:12:10,878

[brian]: but then there's the like and now
we have to just do we cannot play

431

00:12:10,959 --> 00:12:13,463

[brian]: our homework anymore a great acting teacher
once

432

00:12:13,410 --> 00:12:14,460

[rachelle]: yeah

433

00:12:13,503 --> 00:12:15,426

[brian]: said to me you can't just you
have to do your home work and then

434

00:12:15,446 --> 00:12:18,050

[brian]: when you get to the scene you're
just doing you don't get to play your

435

00:12:18,070 --> 00:12:19,773

[brian]: home work right so i just just

436

00:12:19,692 --> 00:12:19,712

[rachelle]: a

437

00:12:19,913 --> 00:12:22,558

[brian]: underline that sorry we're really you know
we are really giving

438

00:12:22,530 --> 00:12:23,113

[rachelle]: oh

439

00:12:22,578 --> 00:12:25,603

[brian]: you the deep play by play here
and i'm here for

440

00:12:25,532 --> 00:12:25,715

[rachelle]: yeah

441

00:12:25,643 --> 00:12:28,267

[brian]: it so we shot i appreciate you
letting me interrupt so we can really give

442

00:12:28,327 --> 00:12:31,969

[brian]: everyone the micro experience of what this
is like so this

443

00:12:31,980 --> 00:12:32,301

[rachelle]: totally

444

00:12:32,030 --> 00:12:33,243

[brian]: call oh

445

00:12:33,924 --> 00:12:35,967

[rachelle]: okay okay so many things we can
talk

446

00:12:35,912 --> 00:12:35,932

[brian]: h

447

00:12:36,007 --> 00:12:36,828

[rachelle]: about i think to interrupt

448

00:12:36,634 --> 00:12:36,715

[brian]: and

449

00:12:36,889 --> 00:12:42,318

[rachelle]: is actually service the conversation because it brings up so many golden nuggets so

450

00:12:42,219 --> 00:12:42,360

[brian]: yeah

451

00:12:42,458 --> 00:12:45,463

[rachelle]: yes we're going to talk about uncle but i want to acknowledge something that you

452

00:12:45,583 --> 00:12:50,772

[rachelle]: also just brought up which is the not being alone and that to me

453

00:12:50,839 --> 00:12:51,120

[brian]: yes

454

00:12:50,952 --> 00:12:54,438

[rachelle]: is one of the other pillars of support that i felt throughout this

455

00:12:54,673 --> 00:12:55,056

[brian]: oh

456

00:12:54,778 --> 00:12:59,466

[rachelle]: my accountable the group supported me we also have you know a place where we

457

00:12:59,506 --> 00:13:04,354

[rachel]: can go with the overall program audience
and ask questions and have people share about

458

00:13:04,394 --> 00:13:06,117

[rachel]: their experiences that to me was also

459

00:13:06,223 --> 00:13:06,423

[brian]: yeah

460

00:13:06,798 --> 00:13:12,141

[rachel]: really an every tool for my experience
and then i think part of what really

461

00:13:12,201 --> 00:13:12,522

[rachel]: helps

462

00:13:12,614 --> 00:13:12,714

[brian]: that

463

00:13:12,843 --> 00:13:15,247

[rachel]: is connecting what we do with you

464

00:13:15,213 --> 00:13:15,233

[brian]: m

465

00:13:16,008 --> 00:13:16,168

[rachel]: with

466

00:13:16,177 --> 00:13:16,197

[brian]: m

467

00:13:16,549 --> 00:13:17,731
[rachelle]: our personal lives to

468

00:13:17,782 --> 00:13:17,803
[brian]: m

469

00:13:18,031 --> 00:13:19,694
[rachelle]: so it's not just this thing that exists

470

00:13:19,430 --> 00:13:19,450
[brian]: i

471

00:13:19,754 --> 00:13:21,036
[rachelle]: in a silo and so for me

472

00:13:21,583 --> 00:13:22,693
[brian]: yeah

473

00:13:21,657 --> 00:13:26,045
[rachelle]: what was really critical was my husband was like super supportive and i couldn't

474

00:13:25,963 --> 00:13:27,283
[brian]: oh

475

00:13:26,085 --> 00:13:28,489
[rachelle]: have done this without him as well like every now that he might check in

476

00:13:28,549 --> 00:13:28,969

[rachel]: with me and be

477

00:13:28,933 --> 00:13:31,325

[brian]: oh

478

00:13:29,009 --> 00:13:33,176

[rachel]: like how to go or what do
you need things like that and so marrying

479

00:13:33,216 --> 00:13:34,138

[rachel]: the two i think with something

480

00:13:33,943 --> 00:13:34,185

[brian]: yeah

481

00:13:34,178 --> 00:13:37,109

[rachel]: that was quite well in my life
experience and you brought

482

00:13:36,913 --> 00:13:37,511

[brian]: ye

483

00:13:37,189 --> 00:13:42,825

[rachel]: up someone who you know the athletic
side of professional athletes and my husband

484

00:13:42,583 --> 00:13:42,966

[brian]: oh

485

00:13:42,865 --> 00:13:44,588

[rachel]: was a professional athlete and so to

486

00:13:44,581 --> 00:13:44,722

[brian]: yah

487

00:13:44,628 --> 00:13:47,292

[rachelle]: be able to learn from him and
how you speak about those

488

00:13:47,263 --> 00:13:47,445

[brian]: yeah

489

00:13:47,873 --> 00:13:50,558

[rachelle]: i think traits and that mind set

490

00:13:50,413 --> 00:13:51,973

[brian]: yeah

491

00:13:50,718 --> 00:13:54,344

[rachelle]: like what i've learned from him is
mindset is such a huge

492

00:13:54,223 --> 00:13:54,406

[brian]: yes

493

00:13:54,464 --> 00:13:56,808

[rachelle]: critical piece of all of this and

494

00:13:56,692 --> 00:13:56,713

[brian]: m

495

00:13:57,449 --> 00:13:59,473

[rachelle]: we can have a whole different conversation

about minds

496

00:13:59,577 --> 00:13:59,920

[brian]: darlin

497

00:13:59,693 --> 00:14:02,898

[rachelle]: but that was one of the big things you mentioned growth so the

498

00:14:02,915 --> 00:14:03,076

[brian]: yeah

499

00:14:02,938 --> 00:14:06,406

[rachelle]: growth that i t was a lot of mind set grows through working with you

500

00:14:06,527 --> 00:14:06,847

[rachelle]: and through

501

00:14:06,703 --> 00:14:06,985

[brian]: yah

502

00:14:06,928 --> 00:14:07,910

[rachelle]: some of the habits

503

00:14:07,931 --> 00:14:08,092

[brian]: yah

504

00:14:08,331 --> 00:14:10,877

[rachelle]: that you encourage us to apply like

505

00:14:11,812 --> 00:14:11,833

[brian]: m

506

00:14:11,840 --> 00:14:12,541

[rachelle]: i'm going to use the word

507

00:14:12,613 --> 00:14:13,243

[brian]: yeah

508

00:14:12,641 --> 00:14:13,382

[rachelle]: affirmation you can

509

00:14:13,603 --> 00:14:13,864

[brian]: yeah

510

00:14:13,703 --> 00:14:14,324

[rachelle]: you know call it

511

00:14:14,570 --> 00:14:14,690

[brian]: right

512

00:14:14,785 --> 00:14:18,932

[rachelle]: what might be a more specific word
but you know you present us with this

513

00:14:18,914 --> 00:14:18,934

[brian]: i

514

00:14:19,352 --> 00:14:21,316

[rachelle]: essentially what i'm going a call an
affirmation

515

00:14:21,583 --> 00:14:22,065

[brian]: uh

516

00:14:21,816 --> 00:14:24,661

[rachel]: that we start to say and it feels a little hokey at first because i'm

517

00:14:24,701 --> 00:14:24,801

[rachel]: like

518

00:14:25,042 --> 00:14:25,063

[brian]: h

519

00:14:25,122 --> 00:14:26,484

[rachel]: i believe myself yet that

520

00:14:26,494 --> 00:14:26,780

[brian]: yes

521

00:14:26,544 --> 00:14:29,389

[rachel]: i'm you know saying these kind of things but eventually i started

522

00:14:29,203 --> 00:14:29,803

[brian]: oh

523

00:14:29,449 --> 00:14:32,414

[rachel]: believing in myself a little bit more and a little bit more and a little

524

00:14:32,454 --> 00:14:33,416

[rachelle]: bit more until i felt like

525

00:14:33,366 --> 00:14:33,386

[brian]: i

526

00:14:33,876 --> 00:14:33,896

[rachelle]: i

527

00:14:33,973 --> 00:14:34,363

[brian]: oh

528

00:14:34,037 --> 00:14:35,519

[rachelle]: am worthy to you

529

00:14:35,503 --> 00:14:35,806

[brian]: yes

530

00:14:35,559 --> 00:14:35,679

[rachelle]: know

531

00:14:36,463 --> 00:14:36,745

[brian]: yes

532

00:14:36,530 --> 00:14:38,419

[rachelle]: present myself authentically and

533

00:14:38,323 --> 00:14:39,410

[brian]: yeah

534

00:14:38,459 --> 00:14:43,084

[rachelle]: then share it with these some human

beings and i hope that someone connects with

535

00:14:43,164 --> 00:14:43,544

[rachelle]: it and so

536

00:14:43,513 --> 00:14:43,855

[brian]: oh

537

00:14:43,805 --> 00:14:45,267

[rachelle]: i pygued i know of pygued

538

00:14:45,393 --> 00:14:45,995

[brian]: you done great

539

00:14:45,768 --> 00:14:46,309

[rachelle]: but i wanted

540

00:14:46,196 --> 00:14:46,478

[brian]: i love

541

00:14:46,369 --> 00:14:47,150

[rachelle]: to acknowledge

542

00:14:46,538 --> 00:14:48,763

[brian]: that yes

543

00:14:47,631 --> 00:14:50,496

[rachelle]: these things that you brought up because
i don't think i could have done this

544

00:14:50,616 --> 00:14:53,100

[rachelle]: the way that i did alone like
it was it was a

545

00:14:53,113 --> 00:14:53,413

[brian]: oh

546

00:14:53,180 --> 00:14:54,762

[rachelle]: weak thing as well like i do

547

00:14:54,837 --> 00:14:54,857

[brian]: h

548

00:14:54,862 --> 00:14:57,064

[rachelle]: believe in myself and that i had
to

549

00:14:57,082 --> 00:14:57,664

[brian]: h oh

550

00:14:57,665 --> 00:15:02,690

[rachelle]: have i find my confidence to be
able to show who

551

00:15:02,683 --> 00:15:03,643

[brian]: oh

552

00:15:02,831 --> 00:15:06,517

[rachelle]: i was and who i am but
i don't think i could have done it

553

00:15:06,537 --> 00:15:06,597

[rachelle]: in

554

00:15:06,553 --> 00:15:06,914

[brian]: um

555

00:15:06,617 --> 00:15:10,744

[rachelle]: the same way without your support the
group support my count ability support my husband's

556

00:15:10,784 --> 00:15:11,725

[rachelle]: support you know all of

557

00:15:11,709 --> 00:15:12,673

[brian]: hm

558

00:15:11,765 --> 00:15:14,069

[rachelle]: that it all adds up together to
not be alone

559

00:15:14,739 --> 00:15:18,450

[brian]: yes yes i love that yes beautiful
so

560

00:15:18,760 --> 00:15:19,990

[rachelle]: thank you for allowing me to side

561

00:15:20,613 --> 00:15:22,476

[brian]: i'm glad you show that i think
it's so important hat we talk about that

562

00:15:22,516 --> 00:15:25,782

[brian]: piece of not being alone and also
the personal piece of it right because i'm

563

00:15:25,922 --> 00:15:29,348

[brian]: a i'm a non denominational reb and
you all know that i think most of

564

00:15:29,368 --> 00:15:33,975

[brian]: the listeners do and so the truth
is and goals sure you get a manager

565

00:15:34,015 --> 00:15:35,999

[brian]: in age at the end at the
end of the day what i want is

566

00:15:36,059 --> 00:15:38,944

[brian]: you to be so full of yourself
that it doesn't even matter if you get

567

00:15:38,984 --> 00:15:42,169

[brian]: a manager agent and you just happen
to get a manager agent and that is

568

00:15:42,249 --> 00:15:45,696

[brian]: my goal because i know when you
are that love yourself you're the best husband

569

00:15:45,736 --> 00:15:50,185

[brian]: wife daughter sister brother family person in
the rest of your life and you're acting

570

00:15:50,245 --> 00:15:55,064

[brian]: as better everything is better when you're
that full of your rightful space that yo

571

00:15:55,084 --> 00:15:58,348

[brian]: should occupy on this planet i think
so that's that's where that comes from okay

572

00:15:58,388 --> 00:16:00,770

[brian]: so we have to stop ourselves tell
us about the call we have

573

00:16:00,798 --> 00:16:00,858

[rachelle]: no

574

00:16:00,810 --> 00:16:01,831

[brian]: to stop we don't go forever

575

00:16:03,100 --> 00:16:03,160

[rachelle]: no

576

00:16:03,123 --> 00:16:03,586

[brian]: tell us about

577

00:16:03,480 --> 00:16:03,581

[rachelle]: so

578

00:16:03,606 --> 00:16:03,868

[brian]: the call

579

00:16:04,362 --> 00:16:06,606

[rachelle]: yes thank you for that that was
a very ted last moment and i as

580

00:16:06,826 --> 00:16:07,046

[rachelle]: love it

581

00:16:07,644 --> 00:16:07,664

[brian]: a

582

00:16:08,629 --> 00:16:10,051

[rachelle]: my accountable to one of

583

00:16:10,033 --> 00:16:10,094

[brian]: he

584

00:16:10,091 --> 00:16:12,095

[rachelle]: my ccontability partners errand

585

00:16:12,057 --> 00:16:12,239

[brian]: yes

586

00:16:12,776 --> 00:16:16,562

[rachelle]: he went through this process and had
a wonderful beautiful experience too

587

00:16:16,843 --> 00:16:17,064

[brian]: oh

588

00:16:17,283 --> 00:16:20,168

[rachelle]: and what he went through it and
this is a beautiful thing about

589

00:16:20,083 --> 00:16:22,603

[brian]: oh

590

00:16:20,188 --> 00:16:23,053

[rachel]: the accountability group is that we honor our own time lines

591

00:16:22,966 --> 00:16:23,473

[brian]: just

592

00:16:23,213 --> 00:16:23,934

[rachel]: so we don't all

593

00:16:23,916 --> 00:16:24,883

[brian]: hm

594

00:16:23,995 --> 00:16:25,297

[rachel]: have to do all the

595

00:16:25,274 --> 00:16:25,294

[brian]: i

596

00:16:25,337 --> 00:16:28,442

[rachel]: steps at the same time as everyone else and i think that the coupling

597

00:16:28,213 --> 00:16:28,755

[brian]: yeah

598

00:16:28,983 --> 00:16:31,267

[rachel]: of time line gives us a little bit of freedom

599

00:16:31,289 --> 00:16:31,469

[brian]: yeah

600

00:16:31,367 --> 00:16:33,150

[rachel]: to move at our own pace for
what we need

601

00:16:32,953 --> 00:16:33,114

[brian]: yeah

602

00:16:33,691 --> 00:16:33,811

[rachel]: and

603

00:16:33,819 --> 00:16:33,960

[brian]: yeah

604

00:16:33,951 --> 00:16:37,457

[rachel]: but that also means is that it
brings people who may have done something a

605

00:16:37,477 --> 00:16:38,919

[rachel]: little bit before olin

606

00:16:38,683 --> 00:16:39,673

[brian]: oh

607

00:16:39,000 --> 00:16:40,121

[rachel]: but later than now

608

00:16:40,444 --> 00:16:40,525

[brian]: oh

609

00:16:40,642 --> 00:16:42,626

[rachel]: so there's learning to be shared to

610

00:16:42,543 --> 00:16:42,744

[brian]: yeah

611

00:16:42,686 --> 00:16:46,592

[rachel]: be gained and so aron he sent
his

612

00:16:46,663 --> 00:16:46,807

[brian]: ye

613

00:16:46,692 --> 00:16:47,634

[rachel]: initial reach before

614

00:16:47,593 --> 00:16:47,734

[brian]: oh

615

00:16:47,794 --> 00:16:49,317

[rachel]: i did and then he

616

00:16:49,393 --> 00:16:49,555

[brian]: yes

617

00:16:49,597 --> 00:16:50,359

[rachel]: was very very

618

00:16:50,203 --> 00:16:51,133

[brian]: yes

619

00:16:50,439 --> 00:16:52,462

[rachel]: generous um with us and said

620

00:16:52,453 --> 00:16:52,653

[brian]: yah

621

00:16:52,622 --> 00:16:55,727

[rachel]: hey guys and you know i don't
want to misquote him so

622

00:16:55,663 --> 00:16:57,703

[brian]: oh

623

00:16:56,168 --> 00:16:58,452

[rachel]: feel free for him to correct you
that with him

624

00:16:59,053 --> 00:16:59,314

[brian]: yeah

625

00:16:59,374 --> 00:17:05,094

[rachel]: what he actually said but my interpretation
of what he communicated is get ready because

626

00:17:05,656 --> 00:17:08,080

[rachel]: some raps may

627

00:17:08,083 --> 00:17:09,712

[brian]: yeah

628

00:17:08,180 --> 00:17:13,409

[rachel]: actually pick up the phone just call
you which maybe people who are used to

629

00:17:13,433 --> 00:17:13,514

[brian]: the

630

00:17:13,469 --> 00:17:15,552

[rachelle]: that kind of interaction i don't know
with

631

00:17:15,613 --> 00:17:18,493

[brian]: oh

632

00:17:15,853 --> 00:17:20,300

[rachelle]: with agents or managers will not be
surprised but i did not expect anyone to

633

00:17:20,380 --> 00:17:24,669

[rachelle]: call i was totally thinking you know
this is all got to be electronic there's

634

00:17:25,310 --> 00:17:26,252

[rachelle]: you know and

635

00:17:26,213 --> 00:17:26,356

[brian]: yeah

636

00:17:26,332 --> 00:17:29,318

[rachelle]: so he warned us that that was
something that occurred for him

637

00:17:29,863 --> 00:17:30,788

[brian]: oh

638

00:17:30,330 --> 00:17:31,993

[rachelle]: and so i was like okay well
maybe this

639

00:17:32,023 --> 00:17:32,244

[brian]: oh

640

00:17:32,373 --> 00:17:35,439

[rachelle]: might happen and i don't know and
even though i had this heads up it

641

00:17:35,593 --> 00:17:35,834

[brian]: yeah

642

00:17:35,659 --> 00:17:37,522

[rachelle]: still like blew my socks off

643

00:17:37,933 --> 00:17:38,137

[brian]: yeah

644

00:17:38,023 --> 00:17:39,626

[rachelle]: when i got my phone rang

645

00:17:40,113 --> 00:17:41,675

[brian]: yes totally wait

646

00:17:41,580 --> 00:17:42,780

[rachelle]: yeah

647

00:17:41,795 --> 00:17:45,922

[brian]: also who uses the phone anymore right

and a total stranger calling you when you

648

00:17:45,982 --> 00:17:48,947

[brian]: want to pick it up and it's
not pam is also a whole new world

649

00:17:49,048 --> 00:17:50,049

[brian]: of discovery

650

00:17:50,100 --> 00:17:51,000

[rachelle]: uh

651

00:17:50,109 --> 00:17:52,985

[brian]: here right so did you pick up
when the call came in

652

00:17:54,160 --> 00:17:54,863

[rachelle]: absolutely

653

00:17:55,293 --> 00:17:58,216

[brian]: oh my god and did you have
like what was that call like was it

654

00:17:58,256 --> 00:18:00,259

[brian]: like a quick meeting or did they
set up a meeting or was it just

655

00:18:00,379 --> 00:18:02,442

[brian]: or did you actually ask you some
questions right then and there

656

00:18:03,830 --> 00:18:07,517

[rachelle]: okay both they asked me some questions immediately and

657

00:18:07,446 --> 00:18:07,589

[brian]: yeah

658

00:18:07,557 --> 00:18:08,939

[rachelle]: they also wanted to set up a meeting they

659

00:18:08,953 --> 00:18:10,333

[brian]: oh

660

00:18:08,999 --> 00:18:11,022

[rachelle]: were so enthused and

661

00:18:10,933 --> 00:18:12,103

[brian]: yeah

662

00:18:11,223 --> 00:18:13,567

[rachelle]: loved my outrage so they were like we had to get

663

00:18:13,543 --> 00:18:13,845

[brian]: yes

664

00:18:13,627 --> 00:18:17,253

[rachelle]: on the form with you right away you know so and so what's happening so

665

00:18:17,333 --> 00:18:19,917

[rachelle]: we need to set this up to

you know make it work

666

00:18:19,843 --> 00:18:20,797

[brian]: yea

667

00:18:20,298 --> 00:18:21,580

[rachel]: but we want to and they

668

00:18:21,483 --> 00:18:21,564

[brian]: ah

669

00:18:21,700 --> 00:18:24,345

[rachel]: like burst straight into the phone call
like it wasn't

670

00:18:24,253 --> 00:18:24,454

[brian]: wow

671

00:18:24,425 --> 00:18:25,567

[rachel]: a gentle like

672

00:18:25,719 --> 00:18:25,899

[brian]: yeah

673

00:18:26,088 --> 00:18:26,889

[rachel]: hi this sounds

674

00:18:27,194 --> 00:18:28,573

[brian]: yeah

675

00:18:27,350 --> 00:18:30,154

[rachelle]: it was like the same i think
enthusiasm

676
00:18:29,863 --> 00:18:30,125
[brian]: oh

677
00:18:30,695 --> 00:18:31,477
[rachelle]: and kind of

678
00:18:32,384 --> 00:18:32,484
[brian]: ah

679
00:18:32,498 --> 00:18:36,405
[rachelle]: confidence that goes into that outreach came
back at me in

680
00:18:36,393 --> 00:18:36,573
[brian]: yeah

681
00:18:36,465 --> 00:18:36,866
[rachelle]: the voice

682
00:18:36,733 --> 00:18:36,793
[brian]: we

683
00:18:37,206 --> 00:18:38,608
[rachelle]: that was on the other line of
the phone

684
00:18:39,177 --> 00:18:42,403
[brian]: rachel yes i love what you said
and you articulated it so well that the

685

00:18:42,483 --> 00:18:46,930

[brian]: same enthusiasm and like honesty authentic authenticity
that you showed authenticative is not a word

686

00:18:47,030 --> 00:18:48,253

[brian]: is it i don't know but the
authent

687

00:18:48,350 --> 00:18:48,370

[rachelle]: i

688

00:18:48,373 --> 00:18:48,533

[brian]: city

689

00:18:48,410 --> 00:18:48,531

[rachelle]: don't

690

00:18:48,553 --> 00:18:48,653

[brian]: that

691

00:18:48,571 --> 00:18:48,692

[rachelle]: know

692

00:18:48,673 --> 00:18:52,419

[brian]: you brought that you brought to your
outreach came back to you as a reflexive

693

00:18:53,040 --> 00:18:53,341

[brian]: uh

694

00:18:53,374 --> 00:18:54,000

[rachelle]: hm

695

00:18:53,601 --> 00:18:56,346

[brian]: journey right and so i think what's important for everyone to hear is you don't

696

00:18:56,386 --> 00:18:58,810

[brian]: get that kind of a phone call unless you have put

697

00:18:58,781 --> 00:19:00,240

[rachelle]: okay

698

00:18:58,930 --> 00:19:05,281

[brian]: some skin in the game unless you have truly vulnerably shown something in that email

699

00:19:05,301 --> 00:19:08,667

[brian]: where they are able to get excited about you and i think that is such

700

00:19:08,767 --> 00:19:12,413

[brian]: a testament to the work that you did and your growth inside of this you

701

00:19:12,453 --> 00:19:16,399

[brian]: were willing to put on that in that email that is a huge that only

702

00:19:16,499 --> 00:19:20,028

[brian]: shows when you are willing to do that you know i mean do you believe

703

00:19:20,068 --> 00:19:20,209

[brian]: that

704

00:19:21,871 --> 00:19:22,874

[rachelle]: i think so but i

705

00:19:22,913 --> 00:19:23,135

[brian]: yeah

706

00:19:22,934 --> 00:19:26,284

[rachelle]: don't think i could have known how
to get there by myself

707

00:19:25,843 --> 00:19:26,323

[brian]: oh

708

00:19:26,365 --> 00:19:26,666

[rachelle]: you know

709

00:19:27,405 --> 00:19:30,931

[brian]: totally totally get it because here's the
truth we only like am i over talking

710

00:19:31,071 --> 00:19:34,317

[brian]: am i over sharing is this the
right thing to share you know usually when

711

00:19:34,337 --> 00:19:37,362

[brian]: i'm working with an actor it's one
of the two things one is either i'm

712

00:19:37,702 --> 00:19:41,889

[brian]: talk i'm reducing myself to my receipts
i'm only talking about the things i've accomplished

713

00:19:42,230 --> 00:19:45,155

[brian]: which is once i'm like okay we
need to bring some vulnerability into this because

714

00:19:45,195 --> 00:19:47,078

[brian]: otherwise you sound delusional or

715

00:19:47,220 --> 00:19:48,000

[rachel]: yeah

716

00:19:47,599 --> 00:19:51,646

[brian]: it's the person who is only talking
about their pack and for acting and uh

717

00:19:51,746 --> 00:19:56,974

[brian]: and things that have happened to them
right and both of them belong somewhere in

718

00:19:57,055 --> 00:20:01,822

[brian]: this reach out but marrying them in
a way that lets somebody understand who you

719

00:20:02,063 --> 00:20:06,470

[brian]: are without over sharing without under sharing
is also a part of it people sometimes

720

00:20:06,490 --> 00:20:09,415

[brian]: leave details out i'm like this sounds

really cool but i can't

721

00:20:09,362 --> 00:20:09,504

[rachel]: yeah

722

00:20:09,435 --> 00:20:12,080

[brian]: tell if this is a t v

show a film a play a radio play

723

00:20:12,140 --> 00:20:15,188

[brian]: as it's a voice over job like

many like we need to detail this up

724

00:20:15,248 --> 00:20:15,409

[brian]: right

725

00:20:16,261 --> 00:20:16,301

[rachel]: a

726

00:20:16,593 --> 00:20:17,339

[brian]: that allows

727

00:20:17,370 --> 00:20:17,611

[rachel]: yeah

728

00:20:17,400 --> 00:20:21,914

[brian]: the recipient to go i understand who

michele is i know what she's i know

729

00:20:21,934 --> 00:20:24,999

[brian]: what i can do with her let

me say differently uh it's a little bit

730

00:20:25,019 --> 00:20:27,383

[brian]: like if you go to i say
that i use this analogy all the time

731

00:20:27,403 --> 00:20:30,328

[brian]: but if you go to a restaurant
and you're like what i'm going to order

732

00:20:30,368 --> 00:20:35,136

[brian]: this because it has brockley and beef
and a like these things together then i

733

00:20:35,256 --> 00:20:38,662

[brian]: know how to order if you don't
if you're not explicit in that first outreach

734

00:20:38,722 --> 00:20:43,991

[brian]: and leave someone going confusion in a
confused mind says no i'm not the first

735

00:20:44,031 --> 00:20:48,899

[brian]: person who said that but a confused
mind says no doubt inspires no so i

736

00:20:48,979 --> 00:20:54,208

[brian]: just appreciate that you had that call
i think that's so cool now you tell

737

00:20:54,268 --> 00:20:59,156

[brian]: us a little bit more about it
had to know where you landed because you

738

00:20:59,236 --> 00:21:01,781

[brian]: landed and you've already booked a job with them so can you tell us a

739

00:21:01,801 --> 00:21:02,622

[brian]: little bit about that

740

00:21:02,476 --> 00:21:02,497

[rachelle]: a

741

00:21:02,822 --> 00:21:04,886

[brian]: you have to tell the name of the agency obviously think that's important or you

742

00:21:04,926 --> 00:21:07,170

[brian]: to share that for yourself but i just want to i'd love or you to

743

00:21:07,210 --> 00:21:10,816

[brian]: share what you're first gig was that you booked with them and what that was

744

00:21:10,896 --> 00:21:12,839

[brian]: like and you know that you're happy or

745

00:21:12,870 --> 00:21:13,890

[rachelle]: oh

746

00:21:12,899 --> 00:21:15,243

[brian]: what what is like with the new people what are they like i love this

747

00:21:15,283 --> 00:21:18,108

[brian]: story that you were telling me right before we got on here so i'd love

748

00:21:18,128 --> 00:21:19,971

[brian]: for you just to share that i'm not going to spill any more beans i

749

00:21:20,031 --> 00:21:20,452

[brian]: let you spell

750

00:21:21,940 --> 00:21:22,140

[rachelle]: okay

751

00:21:22,663 --> 00:21:22,825

[brian]: okay

752

00:21:23,402 --> 00:21:26,245

[rachelle]: i am not going to spill any beans that i'm not a lot to spell

753

00:21:26,855 --> 00:21:27,015

[brian]: right

754

00:21:27,226 --> 00:21:27,806

[rachelle]: so we got

755

00:21:27,776 --> 00:21:27,916

[brian]: right

756

00:21:27,906 --> 00:21:27,967

[rachelle]: to

757

00:21:27,957 --> 00:21:28,337

[brian]: in case she didnt

758

00:21:28,287 --> 00:21:28,427

[rachelle]: we're

759

00:21:28,357 --> 00:21:28,437

[brian]: hear

760

00:21:28,487 --> 00:21:28,547

[rachelle]: to

761

00:21:28,498 --> 00:21:28,578

[brian]: that

762

00:21:28,627 --> 00:21:28,827

[rachelle]: wait

763

00:21:28,798 --> 00:21:32,765

[brian]: she's not she's not smelling any beans
she's not allowed to spell so lean in

764

00:21:32,906 --> 00:21:32,966

[brian]: so

765

00:21:32,940 --> 00:21:33,660

[rachelle]: yeah

766

00:21:33,026 --> 00:21:34,028

[brian]: you can hear what she's allowed

767

00:21:33,990 --> 00:21:35,580

[rachelle]: yah

768

00:21:34,088 --> 00:21:34,408

[brian]: to spell

769

00:21:37,003 --> 00:21:40,953

[rachelle]: okay okay there's so much stuff hey
i may need you to help course correct

770

00:21:40,633 --> 00:21:40,873

[brian]: yeah

771

00:21:41,073 --> 00:21:42,657

[rachelle]: me as i begin sharing

772

00:21:42,438 --> 00:21:42,880

[brian]: let's do it

773

00:21:44,260 --> 00:21:44,480

[rachelle]: okay

774

00:21:44,415 --> 00:21:44,575

[brian]: okay

775

00:21:44,700 --> 00:21:44,840

[rachelle]: so

776

00:21:45,138 --> 00:21:45,238

[brian]: so

777

00:21:45,281 --> 00:21:50,706

[rachelle]: i am beyond grateful to have landed
where i landed and i don't know that

778

00:21:50,746 --> 00:21:56,614

[rachelle]: the me before working with you would
have truly believed that i could

779

00:21:56,825 --> 00:21:56,946

[brian]: eh

780

00:21:56,954 --> 00:21:57,876

[rachelle]: land where i landed

781

00:21:59,272 --> 00:21:59,293

[brian]: m

782

00:21:59,460 --> 00:22:00,630

[rachelle]: oh

783

00:21:59,503 --> 00:21:59,725

[brian]: oh

784

00:22:01,033 --> 00:22:05,841

[rachelle]: i felt like it was a

785

00:22:05,840 --> 00:22:06,025

[brian]: yes

786

00:22:05,901 --> 00:22:07,347

[rachel]: combination of so much

787

00:22:07,783 --> 00:22:08,085

[brian]: yeah

788

00:22:08,029 --> 00:22:09,374

[rachel]: hard work but purposeful

789

00:22:09,163 --> 00:22:09,466

[brian]: oh

790

00:22:09,495 --> 00:22:09,715

[rachel]: work

791

00:22:10,303 --> 00:22:10,323

[brian]: m

792

00:22:11,022 --> 00:22:11,267

[rachel]: and

793

00:22:11,203 --> 00:22:12,258

[brian]: yeah oh

794

00:22:13,160 --> 00:22:14,766

[rachel]: it was just this beautiful

795

00:22:14,944 --> 00:22:16,033

[brian]: yeah

796

00:22:16,410 --> 00:22:17,175

[rachelle]: sense of

797

00:22:18,043 --> 00:22:18,425

[brian]: yeah

798

00:22:19,320 --> 00:22:20,747

[rachelle]: i was it's gonna sound weird

799

00:22:20,781 --> 00:22:20,983

[brian]: yeah

800

00:22:21,771 --> 00:22:21,811

[rachelle]: i

801

00:22:21,828 --> 00:22:22,843

[brian]: yeah

802

00:22:21,891 --> 00:22:23,579

[rachelle]: was almost weirdly

803

00:22:23,203 --> 00:22:23,365

[brian]: yeah

804

00:22:24,363 --> 00:22:25,066

[rachelle]: relaxed

805

00:22:24,463 --> 00:22:26,163

[brian]: yeah m

806

00:22:26,581 --> 00:22:29,562

[rachelle]: in the meeting and that really really stood

807

00:22:29,452 --> 00:22:29,473

[brian]: m

808

00:22:29,602 --> 00:22:32,386

[rachelle]: out for me and i don't think at the time i realized that's what it

809

00:22:32,447 --> 00:22:32,647

[rachelle]: was

810

00:22:32,713 --> 00:22:32,733

[brian]: m

811

00:22:33,508 --> 00:22:34,641

[rachelle]: but it's

812

00:22:34,642 --> 00:22:34,663

[brian]: m

813

00:22:34,701 --> 00:22:35,469

[rachelle]: like in

814

00:22:35,563 --> 00:22:35,865

[brian]: yeah

815

00:22:35,610 --> 00:22:39,562

[rachelle]: acting our goal i think when i say

816

00:22:39,673 --> 00:22:40,303

[brian]: yeah

817

00:22:39,862 --> 00:22:41,484

[rachel]: or maybe i should say my one

818

00:22:41,383 --> 00:22:42,352

[brian]: ye

819

00:22:41,564 --> 00:22:48,869

[rachel]: of my goals when doing my best possible work to be living in that moment

820

00:22:49,070 --> 00:22:49,472

[rachel]: as larry

821

00:22:49,475 --> 00:22:49,535

[brian]: hm

822

00:22:49,532 --> 00:22:50,275

[rachel]: moss says you know

823

00:22:50,939 --> 00:22:51,099

[brian]: right

824

00:22:51,380 --> 00:22:57,556

[rachel]: is not that i'm heightened in a sense of say stiffness or extra alertness but

825

00:22:57,596 --> 00:23:02,708

[rachel]: that i am so dropped in that

it's almost like there's a calmness

826

00:23:03,253 --> 00:23:03,273

[brian]: m

827

00:23:03,430 --> 00:23:04,551

[rachelle]: that is just there

828

00:23:04,462 --> 00:23:04,483

[brian]: m

829

00:23:05,312 --> 00:23:05,372

[rachelle]: and

830

00:23:05,367 --> 00:23:05,508

[brian]: yeah

831

00:23:05,552 --> 00:23:07,695

[rachelle]: i don't have to try to become
i can just

832

00:23:07,723 --> 00:23:07,823

[brian]: ah

833

00:23:07,755 --> 00:23:08,536

[rachelle]: be m

834

00:23:08,524 --> 00:23:08,744

[brian]: yes

835

00:23:08,776 --> 00:23:10,638

[rachelle]: i don't know if this is making any sense

836

00:23:10,427 --> 00:23:13,552

[brian]: it's making a lot of sense because it doesn't also calm doesn't mean that you

837

00:23:13,592 --> 00:23:18,040

[brian]: can't be reactive to what's happening in a scene it means that the inner voice

838

00:23:18,641 --> 00:23:22,211

[brian]: is calm enough that i am here i'm here with what's in front of me

839

00:23:22,532 --> 00:23:23,635

[brian]: i am not in the

840

00:23:23,572 --> 00:23:24,570

[rachelle]: yeah

841

00:23:23,655 --> 00:23:27,223

[brian]: future i'm not in the past i'm here yeah

842

00:23:27,280 --> 00:23:27,640

[rachelle]: yes

843

00:23:27,513 --> 00:23:27,756

[brian]: of that

844

00:23:28,261 --> 00:23:32,889

[rachel]: it was maybe that's what it was
brian that i was able to be comfortably

845

00:23:33,771 --> 00:23:37,236

[rachel]: present in the meeting because i think
in a situation where

846

00:23:37,194 --> 00:23:37,397

[brian]: yes

847

00:23:37,437 --> 00:23:38,859

[rachel]: i'm really nervous

848

00:23:39,373 --> 00:23:39,634

[brian]: yeah

849

00:23:39,620 --> 00:23:42,986

[rachel]: oh also pretend ally really like over
excited

850

00:23:42,531 --> 00:23:42,655

[brian]: it

851

00:23:43,527 --> 00:23:43,767

[rachel]: that it's

852

00:23:43,819 --> 00:23:44,473

[brian]: hm

853

00:23:43,827 --> 00:23:46,432

[rachel]: hard for me to really be present
sometimes but for whatever

854

00:23:46,376 --> 00:23:46,540

[brian]: sure

855

00:23:46,532 --> 00:23:49,236

[rachelle]: reason however the stars aligned i was

856

00:23:49,178 --> 00:23:49,363

[brian]: yes

857

00:23:49,357 --> 00:23:53,344

[rachelle]: able to be really present in this
and i just there was something that just

858

00:23:53,424 --> 00:23:53,644

[rachelle]: felt

859

00:23:53,776 --> 00:23:53,960

[brian]: yeah

860

00:23:53,945 --> 00:23:54,746

[rachelle]: like it really fit

861

00:23:55,372 --> 00:23:55,554

[brian]: yeah

862

00:23:55,748 --> 00:23:56,770

[rachelle]: and i don't know

863

00:23:56,743 --> 00:23:57,673

[brian]: yeah

864

00:23:56,810 --> 00:23:57,792

[rachelle]: that i would have

865

00:23:57,673 --> 00:23:58,483

[brian]: oh

866

00:23:58,513 --> 00:24:02,533

[rachelle]: sought that out actively without your

867

00:24:02,323 --> 00:24:02,586

[brian]: ye

868

00:24:02,654 --> 00:24:05,391

[rachelle]: approach which is something that was new

869

00:24:05,353 --> 00:24:05,676

[brian]: yeah

870

00:24:05,511 --> 00:24:07,634

[rachelle]: to me you know you tell us

871

00:24:07,693 --> 00:24:08,563

[brian]: oh

872

00:24:07,694 --> 00:24:09,837

[rachelle]: cost a wide net and for a lot of people that was like

873

00:24:10,333 --> 00:24:10,794

[brian]: uh

874

00:24:10,618 --> 00:24:13,203

[rachel]: what and for me that was kind
of like

875

00:24:13,462 --> 00:24:13,483

[brian]: h

876

00:24:14,166 --> 00:24:15,429

[rachel]: okay just gonna

877

00:24:15,283 --> 00:24:15,505

[brian]: uh

878

00:24:15,890 --> 00:24:16,151

[rachel]: trust

879

00:24:16,172 --> 00:24:16,213

[brian]: uh

880

00:24:16,271 --> 00:24:16,833

[rachel]: brian

881

00:24:17,705 --> 00:24:18,126

[brian]: like i say

882

00:24:18,076 --> 00:24:18,357

[rachel]: and so

883

00:24:18,266 --> 00:24:21,151

[brian]: put in a cup of flower don't

think about it it's a cup of flower

884

00:24:21,231 --> 00:24:22,894

[brian]: you don't have to think about it
to i have to put a cup of

885

00:24:22,954 --> 00:24:26,159

[brian]: flower in the bowl it will make
a cake don't think too hard about the

886

00:24:26,199 --> 00:24:27,301

[brian]: cup of flower just do it

887

00:24:28,500 --> 00:24:29,522

[rachelle]: exactly i love

888

00:24:29,353 --> 00:24:29,616

[brian]: yeah

889

00:24:29,702 --> 00:24:30,904

[rachelle]: i love your cake analogy

890

00:24:30,611 --> 00:24:30,733

[brian]: yeah

891

00:24:31,024 --> 00:24:31,264

[rachelle]: because

892

00:24:31,243 --> 00:24:31,644

[brian]: um

893

00:24:31,505 --> 00:24:35,872

[rachelle]: it made so much sense for me
because i didn't necessarily know that there was

894

00:24:35,952 --> 00:24:36,894

[rachelle]: going to be a cake but

895

00:24:36,922 --> 00:24:36,943

[brian]: m

896

00:24:36,934 --> 00:24:37,495

[rachelle]: i was like okay

897

00:24:37,479 --> 00:24:37,499

[brian]: h

898

00:24:37,615 --> 00:24:38,236

[rachelle]: but i got to put

899

00:24:38,152 --> 00:24:38,173

[brian]: m

900

00:24:38,276 --> 00:24:39,739

[rachelle]: the flower and i was going to
put the flower

901

00:24:40,078 --> 00:24:40,300

[brian]: yes

902

00:24:40,501 --> 00:24:42,153

[rachelle]: so i

903

00:24:42,418 --> 00:24:42,439

[brian]: i

904

00:24:43,320 --> 00:24:46,104

[rachelle]: i feel so lucky and there are times where i still feel like

905

00:24:46,153 --> 00:24:46,234

[brian]: no

906

00:24:46,325 --> 00:24:48,709

[rachelle]: this do i read how a real like sign like what

907

00:24:49,513 --> 00:24:49,695

[brian]: yeah

908

00:24:49,630 --> 00:24:50,972

[rachelle]: an and i there

909

00:24:50,983 --> 00:24:51,284

[brian]: yeah

910

00:24:51,012 --> 00:24:53,316

[rachelle]: are such such wonderful wonderful

911

00:24:53,212 --> 00:24:53,372

[brian]: yeah

912

00:24:53,396 --> 00:24:55,260

[rachelle]: people like down to the core like

913

00:24:55,243 --> 00:24:55,843

[brian]: oh

914

00:24:55,500 --> 00:24:59,907

[rachel]: i love them as human beings and
i think you teach us and you remind

915

00:25:00,088 --> 00:25:01,430

[rachel]: us that hey we're all

916

00:25:01,522 --> 00:25:01,543

[brian]: m

917

00:25:01,530 --> 00:25:02,031

[rachel]: humans

918

00:25:01,753 --> 00:25:03,913

[brian]: yeah

919

00:25:02,612 --> 00:25:06,819

[rachel]: and yes we have these big dreams
and we you know have to be careful

920

00:25:06,859 --> 00:25:09,103

[rachel]: because er nice we i think i
mean me i don't want to speak

921

00:25:09,023 --> 00:25:09,123

[brian]: it's

922

00:25:09,163 --> 00:25:09,524

[rachel]: for you

923

00:25:09,464 --> 00:25:09,584

[brian]: you

924

00:25:09,664 --> 00:25:10,907

[rachel]: or anyone else accidentally

925

00:25:10,365 --> 00:25:10,966

[brian]: i think we i

926

00:25:11,027 --> 00:25:11,147

[rachel]: but

927

00:25:11,046 --> 00:25:13,670

[brian]: think we get it we get it
i think rigelsoyou're you're safe

928

00:25:13,492 --> 00:25:13,717

[rachel]: okay

929

00:25:14,131 --> 00:25:14,331

[brian]: okay

930

00:25:14,900 --> 00:25:15,300

[rachel]: thanks ran

931

00:25:15,713 --> 00:25:15,916

[brian]: yes

932

00:25:16,222 --> 00:25:20,249

[rachelle]: anyway so what i'm trying to say is that there's the business side which is

933

00:25:20,509 --> 00:25:23,093

[rachelle]: super important because we want to do what

934

00:25:23,296 --> 00:25:23,398

[brian]: ah

935

00:25:23,434 --> 00:25:28,442

[rachelle]: we think we're here to do and share an honor that process for professionals

936

00:25:28,527 --> 00:25:28,629

[brian]: ah

937

00:25:28,782 --> 00:25:35,150

[rachelle]: who we interact with but in addition to that there are such wonderful people i

938

00:25:35,270 --> 00:25:36,993

[rachelle]: just feel lucky that

939

00:25:36,899 --> 00:25:37,200

[brian]: i love

940

00:25:37,193 --> 00:25:37,314

[rachelle]: there

941

00:25:37,260 --> 00:25:37,421

[brian]: that

942

00:25:37,354 --> 00:25:38,516

[rachelle]: are such wonderful people

943

00:25:38,923 --> 00:25:39,543

[brian]: oh i love that

944

00:25:39,577 --> 00:25:39,698

[rachelle]: so

945

00:25:39,664 --> 00:25:40,124

[brian]: so much

946

00:25:41,150 --> 00:25:41,412

[rachelle]: yeah

947

00:25:41,506 --> 00:25:41,946

[brian]: i love that

948

00:25:41,835 --> 00:25:42,118

[rachelle]: has

949

00:25:42,006 --> 00:25:42,207

[brian]: i love

950

00:25:42,158 --> 00:25:42,360

[rachelle]: really

951

00:25:42,247 --> 00:25:42,347

[brian]: that

952

00:25:42,400 --> 00:25:42,622

[rachelle]: really

953

00:25:42,467 --> 00:25:42,547

[brian]: and

954

00:25:42,662 --> 00:25:42,984

[rachelle]: grateful

955

00:25:42,707 --> 00:25:45,871

[brian]: so and so recently a little more recently

956

00:25:45,810 --> 00:25:45,830

[rachelle]: m

957

00:25:46,151 --> 00:25:48,152

[brian]: you something

958

00:25:49,640 --> 00:25:49,720

[rachelle]: so

959

00:25:50,173 --> 00:25:50,615

[brian]: yeah

960

00:25:50,782 --> 00:25:54,067

[rachelle]: okay thank goodness you brought me back on track i

961

00:25:54,073 --> 00:25:54,113

[brian]: h

962

00:25:54,668 --> 00:25:57,152

[rachelle]: was relieved first of all because

963

00:25:56,758 --> 00:25:56,978

[brian]: yes

964

00:25:57,373 --> 00:26:00,718

[rachelle]: there's that nervousness that i had of
oh my goodness

965

00:26:00,454 --> 00:26:00,515

[brian]: the

966

00:26:01,019 --> 00:26:03,963

[rachelle]: this this worked in the sense that
i was able to

967

00:26:04,064 --> 00:26:04,145

[brian]: the

968

00:26:04,564 --> 00:26:06,066

[rachelle]: no compromise who i am

969

00:26:05,953 --> 00:26:08,262

[brian]: mhm

970

00:26:06,187 --> 00:26:11,656

[rachelle]: but still reach out and find people
who connect with me get signed my goodness

971

00:26:11,466 --> 00:26:12,285

[brian]: hm yes

972

00:26:12,437 --> 00:26:12,537

[rachelle]: and

973

00:26:13,183 --> 00:26:14,473

[brian]: oh

974

00:26:13,298 --> 00:26:16,263

[rachelle]: also then comes in my little doubting
voice which

975

00:26:16,243 --> 00:26:17,083

[brian]: yeah

976

00:26:16,344 --> 00:26:20,110

[rachelle]: is what if they think they made
a mistake what if i take forever

977

00:26:20,023 --> 00:26:20,043

[brian]: m

978

00:26:20,150 --> 00:26:20,951

[rachelle]: to book something

979

00:26:21,442 --> 00:26:21,463

[brian]: m

980

00:26:21,592 --> 00:26:22,073

[rachelle]: what if

981
00:26:22,513 --> 00:26:23,233
[brian]: yeah

982
00:26:23,135 --> 00:26:24,116
[rachelle]: they start to doubt

983
00:26:23,983 --> 00:26:24,323
[brian]: oh

984
00:26:24,157 --> 00:26:27,422
[rachelle]: my ability because they're getting there portunities
which is i'm absolutely what

985
00:26:27,432 --> 00:26:27,613
[brian]: yeah

986
00:26:27,482 --> 00:26:28,243
[rachelle]: i'm grateful for and

987
00:26:28,243 --> 00:26:28,525
[brian]: yes

988
00:26:28,303 --> 00:26:30,127
[rachelle]: i know what i wanted them to
provide for me

989
00:26:30,253 --> 00:26:30,476
[brian]: yes

990
00:26:31,369 --> 00:26:35,315

[rachel]: what if i can't deliver and i know that is such a big convoluted mushy

991
00:26:35,395 --> 00:26:37,859

[rachel]: topic because how much do we really have

992
00:26:37,783 --> 00:26:38,026

[brian]: oh

993
00:26:37,960 --> 00:26:39,162

[rachel]: ontrol over in terms of

994
00:26:39,224 --> 00:26:39,607

[brian]: surely

995
00:26:39,502 --> 00:26:42,647

[rachel]: when we book something yes there's a side that we do have ownership and

996
00:26:42,613 --> 00:26:43,363

[brian]: yes

997
00:26:42,748 --> 00:26:47,716

[rachel]: can handle but there's this other side of you know keep doing your thing and

998
00:26:48,157 --> 00:26:49,859

[rachel]: be patient too so

999
00:26:50,006 --> 00:26:50,232

[brian]: eh

1000

00:26:50,360 --> 00:26:53,746

[rachelle]: the fact that i was able to
book something and have that external validation

1001

00:26:53,833 --> 00:26:54,157

[brian]: oh

1002

00:26:53,906 --> 00:26:57,933

[rachelle]: not of my agent believing in me
but which is also so huge and

1003

00:26:57,973 --> 00:26:58,315

[brian]: oh

1004

00:26:57,973 --> 00:27:01,819

[rachelle]: important but of costing costing choosing

1005

00:27:02,443 --> 00:27:02,585

[brian]: yeah

1006

00:27:02,480 --> 00:27:04,384

[rachelle]: and then then all the other

1007

00:27:04,396 --> 00:27:04,416

[brian]: a

1008

00:27:05,205 --> 00:27:05,465

[rachelle]: you know

1009

00:27:05,594 --> 00:27:05,995

[brian]: pieces

1010

00:27:05,926 --> 00:27:06,227

[rachelle]: areas

1011

00:27:06,256 --> 00:27:06,376

[brian]: all

1012

00:27:06,307 --> 00:27:06,367

[rachelle]: and

1013

00:27:06,396 --> 00:27:06,477

[brian]: the

1014

00:27:06,407 --> 00:27:06,868

[rachelle]: departments

1015

00:27:06,497 --> 00:27:06,978

[brian]: other pieces

1016

00:27:06,908 --> 00:27:07,469

[rachelle]: and production

1017

00:27:07,079 --> 00:27:07,400

[brian]: yeah yeah

1018

00:27:07,549 --> 00:27:10,714

[rachelle]: and he says that that have to
be okay with this sign off on this

1019

00:27:10,834 --> 00:27:11,275

[rachel]: like this

1020

00:27:11,555 --> 00:27:11,739

[brian]: yes

1021

00:27:11,656 --> 00:27:12,617

[rachel]: said yes as well

1022

00:27:12,686 --> 00:27:12,851

[brian]: yeah

1023

00:27:12,697 --> 00:27:15,142

[rachel]: like to me that was huge because
it was

1024

00:27:15,019 --> 00:27:15,039

[brian]: i

1025

00:27:15,662 --> 00:27:20,190

[rachel]: this and i try not to make
my entire sense of worth or too much

1026

00:27:20,250 --> 00:27:20,450

[rachel]: of it

1027

00:27:20,484 --> 00:27:20,826

[brian]: totally

1028

00:27:20,611 --> 00:27:24,657

[rachel]: be based on external validation but i
also recognize that i am

1029

00:27:24,798 --> 00:27:24,818

[brian]: i

1030

00:27:24,818 --> 00:27:26,942

[rachelle]: human and there a piece of it
that

1031

00:27:26,883 --> 00:27:27,704

[brian]: we're susceptible

1032

00:27:27,163 --> 00:27:28,045

[rachelle]: is some

1033

00:27:27,905 --> 00:27:28,646

[brian]: we're susceptible

1034

00:27:28,627 --> 00:27:28,807

[rachelle]: yeah

1035

00:27:28,706 --> 00:27:32,573

[brian]: to it it's even even the most
i think you know the most enlightened person

1036

00:27:32,633 --> 00:27:35,778

[brian]: can feel when someone smiles at them
can feel a little bit of joy inside

1037

00:27:35,978 --> 00:27:36,900

[brian]: you mean like when we get

1038

00:27:36,801 --> 00:27:36,961

[rachelle]: yeah

1039

00:27:36,920 --> 00:27:40,265

[brian]: this like it's in poland sun shines
on you you feel the sun a little

1040

00:27:40,305 --> 00:27:43,491

[brian]: bit so i think that it's okay
to take that in and i also just

1041

00:27:43,551 --> 00:27:45,955

[brian]: before you get too far down this
road i want to make sure everyone hears

1042

00:27:45,995 --> 00:27:51,304

[brian]: this because what rochelle is owning very
clearly is i am the and who was

1043

00:27:51,384 --> 00:27:54,108

[brian]: bringing this might not be your word
rachel i'm the one to bringing my baggage

1044

00:27:54,169 --> 00:27:57,274

[brian]: around i need to book the first
audition that i get because that's validation for

1045

00:27:57,314 --> 00:28:01,441

[brian]: them and maybe they made a mistake
they have not conveyed that messaging or that

1046

00:28:01,681 --> 00:28:02,102

[brian]: at all

1047

00:28:02,010 --> 00:28:02,534

[rachelle]: totally

1048

00:28:02,222 --> 00:28:04,608

[brian]: because you say they're loving and right
and so we have to be mindful i

1049

00:28:04,648 --> 00:28:08,859

[brian]: think it's it's really important that we
check this and we just note it because

1050

00:28:10,093 --> 00:28:14,019

[brian]: when you show up in an authentic
way to your wraps they know exactly what

1051

00:28:14,039 --> 00:28:16,984

[brian]: you've achieved so far and they are
happy with what you've achieved so far and

1052

00:28:17,024 --> 00:28:19,909

[brian]: they know that whatever is next is
a journey that you're going to be on

1053

00:28:19,989 --> 00:28:25,057

[brian]: together and yet we can still bring
a little bit of our old story in

1054

00:28:25,118 --> 00:28:27,441

[brian]: that moment when we get into the
audition word so i just love that you're

1055

00:28:27,582 --> 00:28:31,568

[brian]: owning like this was not from them
this came up from me and it was

1056

00:28:31,628 --> 00:28:35,175

[brian]: really freaking great to get some validation
even though i knew for me like hello

1057

00:28:35,415 --> 00:28:38,221

[brian]: we're allowed to like that that's awesome
i think so

1058

00:28:38,840 --> 00:28:39,263

[rachelle]: completely

1059

00:28:39,623 --> 00:28:43,466

[brian]: yeah totally and i know so i
want to i want to have you share

1060

00:28:44,387 --> 00:28:48,030

[brian]: you know rachel was really smart she's
like i can't tell you everything about the

1061

00:28:48,090 --> 00:28:52,884

[brian]: show that i was at and so
you tell everyone how you decided to come

1062

00:28:52,924 --> 00:28:55,367

[brian]: to you prepared for today i thought
it was so and you prepared for your

1063

00:28:55,407 --> 00:28:58,070

[brian]: social media as well and how you
reached out to your wraps

1064

00:28:57,953 --> 00:28:58,214

[rachel]: yes

1065

00:28:58,110 --> 00:29:01,614

[brian]: can you just share that a little
b cause i think it's so illuminating to

1066

00:29:01,654 --> 00:29:01,995

[brian]: what kind of

1067

00:29:02,040 --> 00:29:02,161

[rachel]: ye

1068

00:29:02,055 --> 00:29:05,663

[brian]: reps you have and also the possibility
i think a lot of people don't tink

1069

00:29:05,683 --> 00:29:09,031

[brian]: the raps will ever even entertain a
question like that so i think it's so

1070

00:29:09,091 --> 00:29:09,271

[brian]: great

1071

00:29:09,492 --> 00:29:14,065

[rachel]: yeah totally i think so there's an
exercise that you have a stew

1072

00:29:13,993 --> 00:29:15,013

[brian]: yeah

1073

00:29:14,165 --> 00:29:18,292

[rachel]: brian as part of the program where we get really really specific about what kind

1074

00:29:18,332 --> 00:29:20,917

[rachel]: of relationship we want to have with our representation

1075

00:29:20,863 --> 00:29:21,224

[brian]: yes

1076

00:29:21,558 --> 00:29:27,828

[rachel]: and i knowledge is sometimes these exercises can feel a little bit work like or

1077

00:29:27,948 --> 00:29:31,895

[rachel]: tedious because you're you do ask a lot of us but i think it's fair

1078

00:29:32,055 --> 00:29:36,723

[rachel]: because we are asking a lot of ourselves and what we want to achieve and

1079

00:29:36,843 --> 00:29:38,847

[rachel]: so in doing a lot of that exercise

1080

00:29:38,713 --> 00:29:38,973

[brian]: oh

1081

00:29:39,127 --> 00:29:42,212

[rachel]: i realize that what one of the

things that i value is being able to

1082

00:29:42,272 --> 00:29:44,055

[rachel]: have a relationship communication

1083

00:29:43,802 --> 00:29:44,023

[brian]: yeah

1084

00:29:44,416 --> 00:29:49,444

[rachel]: with my wraps and not being afraid
to go to them and say hey

1085

00:29:49,292 --> 00:29:49,453

[brian]: yeah

1086

00:29:49,624 --> 00:29:49,664

[rachel]: i

1087

00:29:49,723 --> 00:29:50,300

[brian]: yeah

1088

00:29:49,744 --> 00:29:52,909

[rachel]: have this question obviously there's this line
of

1089

00:29:53,533 --> 00:29:53,796

[brian]: oh

1090

00:29:53,930 --> 00:29:54,892

[rachel]: having your own

1091

00:29:55,636 --> 00:29:55,656

[brian]: i

1092

00:29:56,194 --> 00:30:00,722

[rachelle]: i think voice of knowing when you
can kind of figure out yourself and knowing

1093

00:30:00,762 --> 00:30:02,365

[rachelle]: when okay no i think i do
need to

1094

00:30:02,473 --> 00:30:02,696

[brian]: yes

1095

00:30:02,786 --> 00:30:03,827

[rachelle]: check in and that's a

1096

00:30:03,853 --> 00:30:04,114

[brian]: yeah

1097

00:30:03,887 --> 00:30:04,909

[rachelle]: tricky line sometimes

1098

00:30:04,759 --> 00:30:04,920

[brian]: yeah

1099

00:30:04,989 --> 00:30:05,490

[rachelle]: to find

1100

00:30:05,262 --> 00:30:05,685

[brian]: sure sure sure

1101
00:30:06,011 --> 00:30:07,193
[rachelle]: but i feel like once you crossed

1102
00:30:07,104 --> 00:30:07,266
[brian]: yeah

1103
00:30:07,213 --> 00:30:10,158
[rachelle]: the one you're like no this is
really important and i do want to get

1104
00:30:10,198 --> 00:30:12,812
[rachelle]: their input i'm really grateful that

1105
00:30:13,633 --> 00:30:13,859
[brian]: oh

1106
00:30:13,673 --> 00:30:16,558
[rachelle]: i can do that and i have
done that and so in

1107
00:30:16,543 --> 00:30:16,763
[brian]: oh

1108
00:30:17,511 --> 00:30:20,833
[rachelle]: o king so on a major network

1109
00:30:21,133 --> 00:30:21,394
[brian]: yes

1110
00:30:22,095 --> 00:30:23,337
[rachelle]: i wanted to i was so i

1111

00:30:23,383 --> 00:30:23,666

[brian]: yeah

1112

00:30:23,397 --> 00:30:26,663

[rachel]: was so excited and just relieved as well and

1113

00:30:26,649 --> 00:30:26,789

[brian]: yeah

1114

00:30:26,783 --> 00:30:31,070

[rachel]: i wanted to share about it in a way that is okay and so can't

1115

00:30:31,270 --> 00:30:33,334

[rachel]: say the specifics yet

1116

00:30:34,195 --> 00:30:34,255

[brian]: hm

1117

00:30:34,536 --> 00:30:36,319

[rachel]: but i did want to at least say

1118

00:30:36,253 --> 00:30:37,843

[brian]: yeah

1119

00:30:37,381 --> 00:30:38,783

[rachel]: acknowledge this

1120

00:30:38,473 --> 00:30:38,693

[brian]: oh

1121

00:30:38,823 --> 00:30:41,207

[rachelle]: achievement because i didn't achieve it by myself you

1122

00:30:41,264 --> 00:30:41,425

[brian]: right

1123

00:30:41,267 --> 00:30:43,671

[rachelle]: know it's this bill and it's a team

1124

00:30:43,723 --> 00:30:43,865

[brian]: yeah

1125

00:30:44,372 --> 00:30:47,818

[rachelle]: and i also want to practice celebrate and use these winds

1126

00:30:47,773 --> 00:30:48,035

[brian]: oh

1127

00:30:48,639 --> 00:30:51,384

[rachelle]: and so i wanted to share on my social media

1128

00:30:51,284 --> 00:30:52,213

[brian]: yeah

1129

00:30:51,785 --> 00:30:55,671

[rachel]: and i also wanted to do it
in a way that wouldn't hopefully be an

1130
00:30:55,731 --> 00:30:56,112

[rachel]: oak scene

1131
00:30:56,083 --> 00:30:56,223

[brian]: oh

1132
00:30:56,773 --> 00:31:01,180

[rachel]: so i did some of my own
trap and thinking and brain storming and i

1133
00:31:01,240 --> 00:31:02,963

[rachel]: came up with some stuff and i
reached

1134
00:31:02,803 --> 00:31:03,132

[brian]: oh

1135
00:31:03,003 --> 00:31:05,808

[rachel]: out to my rap and i said
hey i'm

1136
00:31:05,773 --> 00:31:06,613

[brian]: oh

1137
00:31:05,928 --> 00:31:11,058

[rachel]: wanting to to share this um i
want to be respectful of what's okay but

1138
00:31:11,319 --> 00:31:11,499

[rachel]: here's

1139

00:31:11,533 --> 00:31:11,798

[brian]: yeah

1140

00:31:11,539 --> 00:31:14,625

[rachel]: what i'm thinking what do you what
do you think it was

1141

00:31:14,653 --> 00:31:14,773

[brian]: wait

1142

00:31:14,665 --> 00:31:15,347

[rachel]: a conversation

1143

00:31:14,873 --> 00:31:15,354

[brian]: before you go any

1144

00:31:15,387 --> 00:31:15,467

[rachel]: and

1145

00:31:15,414 --> 00:31:15,614

[brian]: further

1146

00:31:15,507 --> 00:31:16,128

[rachel]: i'm really grateful

1147

00:31:15,855 --> 00:31:18,259

[brian]: before you go any before you go
further on ake sure everyone gets that like

1148

00:31:18,639 --> 00:31:21,544

[brian]: this is like an n d a
situation everybody in case you haven't clocked that

1149

00:31:21,584 --> 00:31:23,427

[brian]: because we kind of jump right into
it and make sure like this is a

1150

00:31:23,447 --> 00:31:28,235

[brian]: situation we're like we can't go revealing
too much and so rachel very wisely was

1151

00:31:28,315 --> 00:31:31,881

[brian]: like i've done my home work i
want to share something about this and then

1152

00:31:32,002 --> 00:31:35,928

[brian]: she said i'm going to ask my
rep you know what do you think can

1153

00:31:36,008 --> 00:31:38,533

[brian]: i share that did i get that
right is that kind of how that rolled

1154

00:31:38,361 --> 00:31:38,463

[rachelle]: kay

1155

00:31:38,635 --> 00:31:38,757

[brian]: out

1156

00:31:39,851 --> 00:31:41,894

[rachelle]: mostly right yeah like i'm such

1157

00:31:41,824 --> 00:31:41,964

[brian]: oh

1158

00:31:41,954 --> 00:31:45,600

[rachelle]: a technical person and it is sometimes
dehabilitating there wasn't

1159

00:31:45,543 --> 00:31:45,743

[brian]: oh

1160

00:31:45,760 --> 00:31:48,345

[rachelle]: and it's just more so that
i want to be respectful of

1161

00:31:48,770 --> 00:31:48,970

[brian]: that

1162

00:31:48,906 --> 00:31:51,169

[rachelle]: the time lines and the contract and
not saying any

1163

00:31:51,095 --> 00:31:51,235

[brian]: sure

1164

00:31:51,430 --> 00:31:52,454

[rachelle]: before it's out

1165

00:31:53,141 --> 00:31:53,303

[brian]: right

1166

00:31:53,538 --> 00:31:54,663

[rachelle]: but yeah you pretty much got

1167

00:31:54,633 --> 00:31:54,733

[brian]: it's

1168

00:31:54,703 --> 00:31:55,144

[rachelle]: everything

1169

00:31:54,753 --> 00:31:55,514

[brian]: like an unspoken

1170

00:31:55,506 --> 00:31:55,586

[rachelle]: and

1171

00:31:55,634 --> 00:31:55,654

[brian]: n

1172

00:31:55,646 --> 00:31:55,767

[rachelle]: so

1173

00:31:55,714 --> 00:31:57,576

[brian]: da let's be like every t v
shows like you can't

1174

00:31:57,490 --> 00:31:57,611

[rachelle]: yeah

1175

00:31:57,997 --> 00:32:01,421

[brian]: take any pictures you can show this
online but like all those kind of rules

1176

00:32:01,501 --> 00:32:01,921

[brian]: right right

1177

00:32:03,040 --> 00:32:04,923

[rachel]: that's that's the ball that's the pocket

1178

00:32:04,633 --> 00:32:05,838

[brian]: yeah yeah

1179

00:32:05,884 --> 00:32:09,090

[rachel]: so i reached out to them and
was like how do how do you prefer

1180

00:32:09,270 --> 00:32:09,631

[rachel]: i handle

1181

00:32:09,373 --> 00:32:09,593

[brian]: oh

1182

00:32:09,671 --> 00:32:15,781

[rachel]: this and so we came up with
some wording and harald check my wording

1183

00:32:16,203 --> 00:32:16,364

[brian]: oh my

1184

00:32:16,382 --> 00:32:16,542

[rachel]: um

1185

00:32:16,424 --> 00:32:16,965

[brian]: god i would love

1186

00:32:16,843 --> 00:32:16,963

[rachelle]: so

1187

00:32:17,026 --> 00:32:17,086

[brian]: it

1188

00:32:18,806 --> 00:32:22,472

[rachelle]: so it sounds so simple but the wording that we came up with is actually

1189

00:32:22,492 --> 00:32:24,335

[rachelle]: wording that you and i have used in this conversation already

1190

00:32:24,235 --> 00:32:24,458

[brian]: great

1191

00:32:24,816 --> 00:32:27,300

[rachelle]: which is we just say i just said booked

1192

00:32:27,643 --> 00:32:27,986

[brian]: oh

1193

00:32:27,961 --> 00:32:31,808

[rachelle]: on a network series and that i was grateful for

1194

00:32:31,777 --> 00:32:32,042

[brian]: yes

1195

00:32:32,348 --> 00:32:34,372

[rachelle]: my acting role so that's

1196

00:32:34,204 --> 00:32:34,445

[brian]: great

1197

00:32:35,053 --> 00:32:38,138

[rachelle]: it comes down and boils down to
like these couple of words but

1198

00:32:38,345 --> 00:32:38,526

[brian]: yes

1199

00:32:38,539 --> 00:32:43,607

[rachelle]: i think the bigger take away is
that it happened but it didn't happen by

1200

00:32:43,747 --> 00:32:44,689

[rachelle]: accident i think it

1201

00:32:44,710 --> 00:32:44,870

[brian]: yep

1202

00:32:44,789 --> 00:32:48,035

[rachelle]: all happened because of all these things
that came together in the support and the

1203

00:32:48,075 --> 00:32:49,056

[rachelle]: assignment and then

1204

00:32:49,033 --> 00:32:49,723

[brian]: yeah

1205

00:32:49,116 --> 00:32:52,140

[rachel]: i was able to have this conversation
to just check

1206

00:32:52,003 --> 00:32:52,753

[brian]: yeah

1207

00:32:52,241 --> 00:32:52,921

[rachel]: in i was able

1208

00:32:52,843 --> 00:32:53,005

[brian]: ye

1209

00:32:52,981 --> 00:32:56,764

[rachel]: to just check in and figure out
how to navigate it because

1210

00:32:56,834 --> 00:32:56,976

[brian]: yeah

1211

00:32:57,165 --> 00:33:00,668

[rachel]: i wanted to be very respectful of
their needs

1212

00:33:01,173 --> 00:33:01,333

[brian]: yeah

1213

00:33:01,368 --> 00:33:07,007

[rachel]: and not myself hopefully not do something
that i didn't know how to work through

1214

00:33:06,813 --> 00:33:08,636

[brian]: right and at what i hear about
this a want very one to hear is

1215

00:33:08,676 --> 00:33:13,083

[brian]: like imagine for those of you listening
who don't have representation yet or had crappy

1216

00:33:13,123 --> 00:33:18,071

[brian]: representation in the past being able to
say hey i'm wording i want to put

1217

00:33:18,112 --> 00:33:21,217

[brian]: a message into the world can you
help me say yes to this language that

1218

00:33:21,237 --> 00:33:25,163

[brian]: i'm thinking about using and that your
agents are very on board with yes here's

1219

00:33:25,183 --> 00:33:27,748

[brian]: what we think it is and like
to be part of it instead of what

1220

00:33:27,788 --> 00:33:32,956

[brian]: i think many people here when they're
with a non great match agent is nothing

1221

00:33:33,357 --> 00:33:37,684

[brian]: no response at all i mean i
have so many actors who have come and

1222

00:33:37,724 --> 00:33:40,789

[brian]: will say i just never hear back
from my wraps and it breaks my heart

1223

00:33:40,869 --> 00:33:44,756

[brian]: because sometimes it's like i've just taken
head shots can you help me choose my

1224

00:33:44,896 --> 00:33:50,365

[brian]: photos and silence and so i just
love the engagement level that i'm just so

1225

00:33:50,465 --> 00:33:54,152

[brian]: happy for you that that is how
you matched right and i think i think

1226

00:33:54,212 --> 00:33:59,561

[brian]: that truly believe that that comes from
the beginning of this process from showing up

1227

00:33:59,621 --> 00:34:03,247

[brian]: in an authentic way so someone can
see themselves as being alongside you in that

1228

00:34:03,287 --> 00:34:06,833

[brian]: journey so that's still i believe a
great testament to how you're showing up how

1229

00:34:06,873 --> 00:34:10,359

[brian]: you said i want a relationship where
i'm not afraid to communicate and so you

1230

00:34:10,419 --> 00:34:13,404

[brian]: said i'm going to reach out to them you could have very easily just done

1231

00:34:13,444 --> 00:34:16,369

[brian]: your safest bet and posted you said no i would ave a relationship where it

1232

00:34:16,389 --> 00:34:20,075

[brian]: feels like i communicating so i just appreciate that and i'm gonna go back one

1233

00:34:20,095 --> 00:34:22,980

[brian]: more thing that you said and i want everyone to lean in if you're multi

1234

00:34:23,060 --> 00:34:23,861

[brian]: tasking listen right

1235

00:34:23,790 --> 00:34:25,170

[rachelle]: oh

1236

00:34:23,901 --> 00:34:30,647

[brian]: now which is when it comes to imagining your perfect agent and you'll do an

1237

00:34:30,747 --> 00:34:31,207

[brian]: exercise

1238

00:34:30,761 --> 00:34:30,862

[rachelle]: to

1239

00:34:31,248 --> 00:34:34,573

[brian]: where like well they do this and they do that and that and that is

1240

00:34:34,733 --> 00:34:39,561

[brian]: not the kind of exercise we're talking about we're talking about what kind of relationship

1241

00:34:39,641 --> 00:34:43,268

[brian]: do you want to have them and that is very different than there's three people

1242

00:34:43,288 --> 00:34:46,012

[brian]: in the office and they have ten people on their roster which is like a

1243

00:34:46,072 --> 00:34:51,181

[brian]: list for santa claus this is how do i need to be so this relationship

1244

00:34:51,321 --> 00:34:55,127

[brian]: is possible to very different conversation with yourself which is why i think you said

1245

00:34:55,207 --> 00:34:58,152

[brian]: little like it can be a little tedious or hard beaus you have to really

1246

00:34:58,333 --> 00:35:02,480

[brian]: think who do i need to be and i think that's a very different question

1247

00:35:02,540 --> 00:35:06,747

[brian]: that we were asking and what you

said so beautifully about being i'm just narrating

1248

00:35:06,767 --> 00:35:09,271

[brian]: a little bit of what i heard
you say is being in that meeting and

1249

00:35:09,351 --> 00:35:14,940

[brian]: feeling present i didn't know it at
the time but afterwards that safety that comfort

1250

00:35:15,441 --> 00:35:18,734

[brian]: i prepared myself able to be able
to feel that way but having that with

1251

00:35:18,794 --> 00:35:22,696

[brian]: them was one of the signs this
was my people and i think that's such

1252

00:35:22,776 --> 00:35:28,445

[brian]: a beautiful way to land way to
land if you were going to um identify

1253

00:35:28,685 --> 00:35:32,792

[brian]: one part of agent goals that helped
you the very most what would you say

1254

00:35:33,214 --> 00:35:34,420

[brian]: what would that be and why

1255

00:35:37,474 --> 00:35:38,801

[rachelle]: what is coming up right now brian

1256

00:35:40,783 --> 00:35:41,025

[brian]: yeah

1257

00:35:42,510 --> 00:35:43,260

[rachelle]: yeah

1258

00:35:43,231 --> 00:35:43,372

[brian]: yeah

1259

00:35:43,950 --> 00:35:46,573

[rachelle]: i might not say one so just
one so mind

1260

00:35:46,396 --> 00:35:46,597

[brian]: okay

1261

00:35:46,633 --> 00:35:49,277

[rachelle]: set is a big is a big
big piece of this

1262

00:35:50,764 --> 00:35:51,913

[brian]: yeah

1263

00:35:52,360 --> 00:35:52,841

[rachelle]: support and

1264

00:35:52,813 --> 00:35:53,473

[brian]: yeah

1265

00:35:52,881 --> 00:35:53,743

[rachelle]: the accountability

1266

00:35:53,863 --> 00:35:56,053

[brian]: yeah

1267

00:35:54,484 --> 00:36:02,502

[rachel]: partners and then the overall encouragement that everyone brings to helping along the way

1268

00:36:02,623 --> 00:36:02,845

[brian]: oh

1269

00:36:02,762 --> 00:36:04,867

[rachel]: is a big one so that i'm not a lone theme

1270

00:36:05,385 --> 00:36:05,566

[brian]: yeah

1271

00:36:06,212 --> 00:36:11,715

[rachel]: ah there's a lot of thought is put into

1272

00:36:12,493 --> 00:36:13,843

[brian]: yah

1273

00:36:14,150 --> 00:36:15,233

[rachel]: all the little pieces

1274

00:36:14,872 --> 00:36:16,028

[brian]: m m

1275

00:36:16,537 --> 00:36:16,677

[rachelle]: and

1276

00:36:16,642 --> 00:36:17,983

[brian]: m yeah

1277

00:36:19,610 --> 00:36:26,043

[rachelle]: if i tried to understand like the
the science behind how the cake is made

1278

00:36:26,623 --> 00:36:26,884

[rachelle]: i would

1279

00:36:26,819 --> 00:36:27,433

[brian]: hm

1280

00:36:26,924 --> 00:36:29,048

[rachelle]: not have necessarily been able

1281

00:36:28,933 --> 00:36:29,241

[brian]: yeah

1282

00:36:29,108 --> 00:36:30,951

[rachelle]: to figure out well why do we
do this this way

1283

00:36:30,973 --> 00:36:31,154

[brian]: yeah

1284

00:36:31,091 --> 00:36:32,493

[rachelle]: and that that way and this

1285

00:36:32,503 --> 00:36:32,664

[brian]: yeah

1286

00:36:32,593 --> 00:36:38,818

[rachelle]: other thing kind of tweaked this way
but it was only when i finished everything

1287

00:36:39,806 --> 00:36:40,633

[brian]: hm

1288

00:36:39,940 --> 00:36:41,164

[rachelle]: and i felt like

1289

00:36:41,083 --> 00:36:42,013

[brian]: yeah

1290

00:36:41,224 --> 00:36:44,400

[rachelle]: i could settle then looked back

1291

00:36:44,203 --> 00:36:44,504

[brian]: yeah

1292

00:36:45,320 --> 00:36:47,847

[rachelle]: i was able to be like this
all makes sense now

1293

00:36:48,343 --> 00:36:48,363

[brian]: m

1294

00:36:49,811 --> 00:36:51,940

[rachelle]: and i was able to

1295

00:36:52,153 --> 00:36:52,394

[brian]: oh

1296

00:36:53,500 --> 00:36:59,337

[rachel]: connect i think some of the feedback
that i got from raps through the meetings

1297

00:37:00,133 --> 00:37:00,973

[brian]: yeah

1298

00:37:01,100 --> 00:37:03,314

[rachel]: even in the communication to set

1299

00:37:03,255 --> 00:37:03,478

[brian]: great

1300

00:37:03,435 --> 00:37:04,915

[rachel]: up meetings

1301

00:37:05,180 --> 00:37:05,383

[brian]: yeah

1302

00:37:06,344 --> 00:37:12,281

[rachel]: that i was like oh it makes
sense why we word things like this or

1303

00:37:12,803 --> 00:37:13,625

[rachel]: why we include

1304

00:37:13,483 --> 00:37:14,261

[brian]: ye

1305

00:37:13,805 --> 00:37:14,567

[rachelle]: certain things

1306

00:37:15,103 --> 00:37:15,913

[brian]: yeah

1307

00:37:16,180 --> 00:37:18,085

[rachelle]: something that stood out for me brian
and it's

1308

00:37:18,103 --> 00:37:18,268

[brian]: ye

1309

00:37:18,145 --> 00:37:19,308

[rachelle]: connected to all of this

1310

00:37:19,763 --> 00:37:19,925

[brian]: yeah

1311

00:37:20,212 --> 00:37:26,132

[rachelle]: is a lot of what you teach
us about what is valuable and what

1312

00:37:26,113 --> 00:37:26,378

[brian]: oh

1313

00:37:26,212 --> 00:37:33,385

[rachelle]: we have achieved i didn't necessarily before
doing this believe that that stuff was worthy

1314

00:37:34,327 --> 00:37:34,347

[brian]: m

1315

00:37:34,431 --> 00:37:34,776

[rachelle]: and so

1316

00:37:35,542 --> 00:37:36,384

[brian]: m oh

1317

00:37:36,630 --> 00:37:39,534

[rachelle]: i feel like the specificity you bring

1318

00:37:39,392 --> 00:37:39,532

[brian]: yeah

1319

00:37:39,615 --> 00:37:44,260

[rachelle]: to now let's talk about this and
we can word it like this i was

1320

00:37:44,320 --> 00:37:47,884

[rachelle]: able to almost see myself through a
whole of the lens of oh my gosh

1321

00:37:47,944 --> 00:37:50,206

[rachelle]: like who is this person they sound
really good on paper and i'm like wait

1322

00:37:50,646 --> 00:37:56,479

[rachelle]: oh my god and so it all
makes sense when i then look back but

1323

00:37:56,623 --> 00:37:56,643

[brian]: m

1324

00:37:56,680 --> 00:37:58,726

[rachelle]: in the thick of it when i
am

1325

00:37:58,702 --> 00:37:58,723

[brian]: m

1326

00:37:59,740 --> 00:38:01,724

[rachelle]: mixing a but you know when i'm
doing all

1327

00:38:01,663 --> 00:38:01,823

[brian]: yeah

1328

00:38:01,784 --> 00:38:03,387

[rachelle]: the cake making i'm just

1329

00:38:03,325 --> 00:38:03,566

[brian]: yes

1330

00:38:03,407 --> 00:38:06,013

[rachelle]: like why like why i need to
do

1331

00:38:05,970 --> 00:38:06,090

[brian]: why

1332

00:38:06,073 --> 00:38:06,133

[rachelle]: it

1333

00:38:06,170 --> 00:38:06,230

[brian]: is

1334

00:38:06,193 --> 00:38:06,334

[rachelle]: like

1335

00:38:06,290 --> 00:38:06,350

[brian]: it

1336

00:38:06,394 --> 00:38:06,594

[rachelle]: this

1337

00:38:06,411 --> 00:38:06,691

[brian]: a court

1338

00:38:06,775 --> 00:38:06,815

[rachelle]: or

1339

00:38:06,791 --> 00:38:09,596

[brian]: yes why is it why is it

a quarter teaspoon of baking soda why does

1340

00:38:09,656 --> 00:38:12,400

[brian]: it have to be labeled this way

why does this need to be hyper linked

1341

00:38:12,441 --> 00:38:16,407

[brian]: like i can tell michel i will

say in our coaching calls sometimes you brought

1342

00:38:16,427 --> 00:38:20,774

[brian]: some really great why questions to those calls and i think that many people learned

1343

00:38:20,835 --> 00:38:24,380

[brian]: through understanding the why and so there probably were certain times when you did need

1344

00:38:24,421 --> 00:38:26,344

[brian]: to know i need to know a little bit of the here at other times

1345

00:38:26,384 --> 00:38:26,504

[brian]: like

1346

00:38:26,640 --> 00:38:28,110

[rachelle]: yeah

1347

00:38:26,945 --> 00:38:28,928

[brian]: i don't get it yet but i still need to get done so i'm going

1348

00:38:28,948 --> 00:38:31,953

[brian]: to do it without understanding yet and so i love that you were able to

1349

00:38:32,374 --> 00:38:37,162

[brian]: see the constellation when you looked back like this over here oh whoa this does

1350

00:38:37,222 --> 00:38:41,127

[brian]: make a share and what i want i just love that you just said so

1351

00:38:41,207 --> 00:38:45,253

[brian]: much and i want to make you
sure you hear this from me is on

1352

00:38:45,353 --> 00:38:48,097

[brian]: paper i was like who is this
person and then what i hear you say

1353

00:38:48,178 --> 00:38:54,525

[brian]: is i start to recognize o that's
just me i just didn't understand myself in

1354

00:38:54,565 --> 00:38:58,708

[brian]: that way i didn't know how to
embrace or share myself in this way i

1355

00:38:58,768 --> 00:39:01,733

[brian]: never knew how to use the language
to say it this way because who the

1356

00:39:01,773 --> 00:39:05,740

[brian]: person on paper was no different than
the person who decided to sign up for

1357

00:39:05,780 --> 00:39:09,186

[brian]: this course we didn't tell lie is
right and make mix stories

1358

00:39:09,011 --> 00:39:09,476

[rachelle]: absolutely

1359

00:39:09,306 --> 00:39:09,386

[brian]: up

1360

00:39:09,557 --> 00:39:09,760

[rachelle]: not

1361

00:39:09,587 --> 00:39:13,865

[brian]: right right right so i think that's
really beautiful thing to share that you shared

1362

00:39:13,905 --> 00:39:17,070

[brian]: that i think it's important for people
to hear that so okay another question for

1363

00:39:17,090 --> 00:39:18,392

[brian]: you i'm goin to a little bit

1364

00:39:18,410 --> 00:39:18,590

[rachelle]: okay

1365

00:39:18,492 --> 00:39:19,915

[brian]: speed speed questions a little bit

1366

00:39:20,434 --> 00:39:20,594

[rachelle]: okay

1367

00:39:20,456 --> 00:39:20,696

[brian]: and not

1368

00:39:20,674 --> 00:39:20,855

[rachelle]: okay

1369

00:39:20,736 --> 00:39:21,057

[brian]: release

1370

00:39:21,035 --> 00:39:22,377

[rachelle]: yeah

1371

00:39:21,097 --> 00:39:24,502

[brian]: we take our time what did you
you might have already answered this question effect

1372

00:39:24,663 --> 00:39:26,649

[brian]: now you just this next question i
was gonna ask you is what did you

1373

00:39:26,689 --> 00:39:29,517

[brian]: learn about yourself in this process and
i feel like you just answered that is

1374

00:39:29,461 --> 00:39:29,622

[rachelle]: oh

1375

00:39:29,557 --> 00:39:31,756

[brian]: there anything else you want to share

1376

00:39:31,575 --> 00:39:31,596

[rachelle]: i

1377

00:39:31,797 --> 00:39:32,506

[brian]: that we didn't cover

1378

00:39:34,527 --> 00:39:40,884

[rachelle]: um m maybe there's a piece in

one of the affirmations that you that you

1379

00:39:40,984 --> 00:39:43,448

[rachelle]: have us do that talks about

1380

00:39:44,593 --> 00:39:44,613

[brian]: m

1381

00:39:45,510 --> 00:39:46,172

[rachelle]: being capable

1382

00:39:47,120 --> 00:39:47,140

[brian]: m

1383

00:39:47,317 --> 00:39:48,221

[rachelle]: and practicing

1384

00:39:48,082 --> 00:39:48,103

[brian]: m

1385

00:39:48,422 --> 00:39:48,763

[rachelle]: saying

1386

00:39:48,477 --> 00:39:48,497

[brian]: a

1387

00:39:48,843 --> 00:39:50,840

[rachelle]: that even though

1388

00:39:50,743 --> 00:39:51,177

[brian]: yeah

1389

00:39:50,880 --> 00:39:51,541

[rachelle]: it felt a little

1390

00:39:51,373 --> 00:39:51,554

[brian]: yeah

1391

00:39:51,602 --> 00:39:52,904

[rachelle]: silly the first like however

1392

00:39:52,675 --> 00:39:52,999

[brian]: i did

1393

00:39:52,944 --> 00:39:54,327

[rachelle]: many times of saying the

1394

00:39:54,307 --> 00:39:54,409

[brian]: ah

1395

00:39:54,367 --> 00:39:55,048

[rachelle]: words out loud

1396

00:39:55,503 --> 00:39:55,684

[brian]: yeah

1397

00:39:56,130 --> 00:39:59,876

[rachelle]: eventually i got to a place where consistency

1398

00:39:59,923 --> 00:40:00,853

[brian]: oh

1399

00:39:59,936 --> 00:40:05,205

[rachel]: of practicing action so it's all linked
so i would practice the information which

1400

00:40:05,473 --> 00:40:06,463

[brian]: yeah

1401

00:40:05,625 --> 00:40:09,175

[rachel]: you know was saying you know i'm
capable and i can so these things in

1402

00:40:09,235 --> 00:40:09,978

[rachel]: a much more nice

1403

00:40:09,846 --> 00:40:10,028

[brian]: yes

1404

00:40:10,099 --> 00:40:10,943

[rachel]: sounding wording

1405

00:40:11,460 --> 00:40:11,601

[brian]: yeah

1406

00:40:12,920 --> 00:40:17,888

[rachel]: and then actually practicing connecting that thought
to the words to the movement in my

1407

00:40:17,969 --> 00:40:18,830

[rachel]: body of getting up

1408

00:40:18,823 --> 00:40:19,307

[brian]: yeah

1409

00:40:18,970 --> 00:40:25,321

[rachel]: or opening the doing something it's like
i guess it's kind of like any habit

1410

00:40:25,421 --> 00:40:26,903

[rachel]: building or any

1411

00:40:26,854 --> 00:40:26,895

[brian]: m

1412

00:40:27,504 --> 00:40:28,927

[rachel]: mind set work i'm not a mind
say i

1413

00:40:28,942 --> 00:40:28,963

[brian]: m

1414

00:40:28,987 --> 00:40:34,596

[rachel]: can't talk to this on an expert
level but from my experience practicing thinking that

1415

00:40:34,656 --> 00:40:39,845

[rachel]: way and then practicing speaking that way
and then practicing doing helped me get into

1416

00:40:39,885 --> 00:40:40,767

[rachel]: this habit

1417

00:40:41,313 --> 00:40:41,494

[brian]: yeah

1418

00:40:41,488 --> 00:40:44,493

[rachel]: of any time i came up with
a doubt or

1419

00:40:44,651 --> 00:40:44,893

[brian]: yeah

1420

00:40:45,354 --> 00:40:46,015

[rachel]: a problem or

1421

00:40:46,024 --> 00:40:46,105

[brian]: do

1422

00:40:46,055 --> 00:40:50,563

[rachel]: an obstacle or an opportunity i was
like wait i have this like system that

1423

00:40:50,643 --> 00:40:54,189

[rachel]: i can practise okay think it ay
do something and

1424

00:40:54,293 --> 00:40:54,534

[brian]: god

1425

00:40:54,610 --> 00:40:58,797

[rachel]: that eventually becomes this like way of
being it's not

1426

00:40:58,885 --> 00:40:59,046

[brian]: yeah

1427

00:40:58,937 --> 00:40:59,979

[rachelle]: easy i don't

1428

00:40:59,948 --> 00:41:00,108

[brian]: sure

1429

00:41:00,039 --> 00:41:01,621

[rachelle]: like so le uh

1430

00:41:02,053 --> 00:41:02,300

[brian]: yes

1431

00:41:02,062 --> 00:41:07,090

[rachelle]: you know i don't know drip off
myself doubt like i still a me and

1432

00:41:07,151 --> 00:41:08,433

[rachelle]: i still have

1433

00:41:08,327 --> 00:41:08,368

[brian]: h

1434

00:41:08,753 --> 00:41:09,955

[rachelle]: a lot of baggage or

1435

00:41:09,948 --> 00:41:10,051

[brian]: at

1436

00:41:09,995 --> 00:41:10,817

[rachelle]: hang ups or whatever

1437

00:41:10,723 --> 00:41:10,969

[brian]: yes

1438

00:41:10,877 --> 00:41:17,388

[rachelle]: we want to label these things but
i feel like practicing this response makes it

1439

00:41:17,568 --> 00:41:18,369

[rachelle]: a little bit less

1440

00:41:18,433 --> 00:41:19,033

[brian]: oh

1441

00:41:18,449 --> 00:41:21,274

[rachelle]: impossible to keep practicing the response but

1442

00:41:21,218 --> 00:41:21,479

[brian]: yes

1443

00:41:21,454 --> 00:41:21,835

[rachelle]: it's like

1444

00:41:22,573 --> 00:41:22,898

[brian]: ye

1445

00:41:22,797 --> 00:41:23,938

[rachelle]: continuous you know

1446

00:41:24,154 --> 00:41:24,314

[brian]: yeah

1447

00:41:24,259 --> 00:41:27,095

[rachelle]: i think well it's just keeping on
keeping on

1448

00:41:27,804 --> 00:41:29,807

[brian]: what i love that you said rachel
and i wanted a zero n on what

1449

00:41:30,448 --> 00:41:31,450

[brian]: you know think a lot of times
mind

1450

00:41:31,332 --> 00:41:31,453

[rachelle]: ah

1451

00:41:31,470 --> 00:41:34,635

[brian]: set can sometimes get like everyone taking
about mindset doesn't anything but i love the

1452

00:41:34,655 --> 00:41:37,520

[brian]: way you're articulating it now and one
of the things that i want to acknowledge

1453

00:41:37,761 --> 00:41:42,008

[brian]: is the less you learn so now
it is not easy but it is more

1454

00:41:42,088 --> 00:41:46,415

[brian]: efficient so let me say that is
you can continually go through the old journey

1455

00:41:46,475 --> 00:41:50,462

[brian]: the old limiting belief the you can have that lesson you're learning for decades over

1456

00:41:50,502 --> 00:41:55,070

[brian]: and over and again and something like this can disrupt that record can disrupt that

1457

00:41:55,170 --> 00:41:59,737

[brian]: tape where you're building a habit like i can choose to react to this differently

1458

00:42:00,098 --> 00:42:04,625

[brian]: i have a methodology and a system like you said to react to this moment

1459

00:42:04,666 --> 00:42:08,091

[brian]: differently and i think that is such beautiful the way you articulate that as really

1460

00:42:08,111 --> 00:42:11,577

[brian]: beautiful so there are pobably a lot of actors listening or watching on youtube right

1461

00:42:11,617 --> 00:42:14,662

[brian]: now and they were in the same place you were at the beginning of this

1462

00:42:14,702 --> 00:42:21,684

[brian]: whole process and what would you want to say to them in terms of what

1463

00:42:21,724 --> 00:42:24,994

[brian]: you've taken away or what you want them to hear you know a lot of

1464

00:42:25,054 --> 00:42:29,326

[brian]: actors i think it stuck in representation is like i have to get the next

1465

00:42:29,646 --> 00:42:32,691

[brian]: next credit and when i get the credit i'll get the agent or when i

1466

00:42:32,772 --> 00:42:35,176

[brian]: get my new head shots that ll let me get the agent and it's i

1467

00:42:35,216 --> 00:42:37,219

[brian]: have to do one more thing before i'm worthy

1468

00:42:37,101 --> 00:42:37,302

[rachelle]: yeah

1469

00:42:37,299 --> 00:42:41,336

[brian]: of it and so i'm just for that actor who's listening what would you want

1470

00:42:41,376 --> 00:42:41,819

[brian]: to say to them

1471

00:42:45,360 --> 00:42:46,150

[rachelle]: you are worthy

1472

00:42:49,880 --> 00:42:50,104

[rachelle]: i think

1473

00:42:50,084 --> 00:42:50,228

[brian]: yeah

1474

00:42:50,185 --> 00:42:52,182

[rachelle]: that's the most important thing

1475

00:42:52,823 --> 00:42:57,379

[brian]: yeah to me part of what comes
up for me when you say that even

1476

00:42:57,459 --> 00:43:02,414

[brian]: is like you've already done enough like
you've

1477

00:43:02,251 --> 00:43:02,332

[rachelle]: ah

1478

00:43:02,474 --> 00:43:06,541

[brian]: had quite a career i'm going to
imagine unless you're a four year old who

1479

00:43:06,601 --> 00:43:09,285

[brian]: just figured out today you want to
be an actor great good for you four

1480

00:43:09,345 --> 00:43:12,270

[brian]: year old who are listening but i
think most actors who are listening to this

1481

00:43:12,310 --> 00:43:17,937

[brian]: podcast are have done some training they've done some work on themselves they've booked a

1482

00:43:17,977 --> 00:43:23,544

[brian]: couple of things here and there and without assigning value to i think that an

1483

00:43:23,685 --> 00:43:26,790

[brian]: actor does need to think about like i want to book a bigger job next

1484

00:43:26,870 --> 00:43:29,695

[brian]: job i want my next job to have more exposure let's say that way right

1485

00:43:29,795 --> 00:43:32,579

[brian]: an actor needs to think about that but it doesn't need to be the only

1486

00:43:32,640 --> 00:43:35,365

[brian]: reason that makes you worthy of yeah getting more

1487

00:43:35,309 --> 00:43:36,000

[rachelle]: hm

1488

00:43:35,385 --> 00:43:42,190

[brian]: opportunity right yeah that's really important um michel this was really i mean i loved

1489

00:43:42,250 --> 00:43:45,156

[brian]: hearing all about the your journey here

is there anything else you want to show

1490

00:43:45,236 --> 00:43:47,821

[brian]: you get a chance to share with anybody today that's important

1491

00:43:49,323 --> 00:43:55,330

[rachelle]: uh maybe i'll bring it back to where i started which is i'm

1492

00:43:55,423 --> 00:43:55,684

[brian]: yeah

1493

00:43:55,570 --> 00:43:59,917

[rachelle]: from trying it out in tobago which to some people they may have no idea

1494

00:43:59,998 --> 00:44:00,679

[rachelle]: where that is on the

1495

00:44:00,606 --> 00:44:00,687

[brian]: ah

1496

00:44:00,719 --> 00:44:01,781

[rachelle]: map and

1497

00:44:01,713 --> 00:44:01,794

[brian]: ah

1498

00:44:02,281 --> 00:44:03,644

[rachelle]: go on google and look it up you can

1499

00:44:03,613 --> 00:44:03,754

[brian]: oh

1500

00:44:03,704 --> 00:44:10,340

[rachelle]: find it really close to the equator
and growing up on a

1501

00:44:10,541 --> 00:44:10,603

[brian]: ah

1502

00:44:11,362 --> 00:44:15,969

[rachelle]: beautiful tan island republic i had this
different idea of what the world was and

1503

00:44:16,029 --> 00:44:16,891

[rachelle]: what was possible

1504

00:44:16,813 --> 00:44:18,352

[brian]: yeah

1505

00:44:17,632 --> 00:44:20,377

[rachelle]: and i created without necessarily knowing

1506

00:44:20,413 --> 00:44:20,696

[brian]: oh

1507

00:44:20,857 --> 00:44:23,622

[rachelle]: these and some ways may be limiting
self

1508

00:44:23,653 --> 00:44:23,954

[brian]: yeah

1509

00:44:23,702 --> 00:44:29,151

[rachel]: beliefs of what i thought hollywood was
and to me as a little girl that

1510

00:44:29,211 --> 00:44:29,872

[rachel]: was something

1511

00:44:29,794 --> 00:44:29,997

[brian]: yes

1512

00:44:29,953 --> 00:44:32,397

[rachel]: on a t v screen or on
the cinema screen that

1513

00:44:32,263 --> 00:44:32,467

[brian]: yeah

1514

00:44:32,457 --> 00:44:43,171

[rachel]: was unattainable and so coming from that
now being able to almost touch it to

1515

00:44:43,252 --> 00:44:43,452

[rachel]: reach

1516

00:44:43,363 --> 00:44:43,625

[brian]: yes

1517

00:44:43,512 --> 00:44:44,894

[rachel]: it for it to be something so

1518

00:44:45,043 --> 00:44:45,943

[brian]: yes

1519

00:44:45,075 --> 00:44:49,061

[rachelle]: tangible like i look back at that
little girl who

1520

00:44:48,956 --> 00:44:49,865

[brian]: yes yeah

1521

00:44:49,702 --> 00:44:51,385

[rachelle]: could not have believed

1522

00:44:51,673 --> 00:44:51,693

[brian]: m

1523

00:44:51,826 --> 00:44:55,472

[rachelle]: what was possible and i think that's
what i wanted that whatever

1524

00:44:55,449 --> 00:44:55,993

[brian]: what

1525

00:44:55,572 --> 00:45:02,045

[rachelle]: you think your world is or whatever
you know it is valid and maybe there's

1526

00:45:02,126 --> 00:45:03,150

[rachelle]: more like maybe

1527

00:45:03,073 --> 00:45:03,093

[brian]: m

1528

00:45:03,431 --> 00:45:04,876

[rachelle]: there's bigger things to an

1529

00:45:05,542 --> 00:45:05,563

[brian]: m

1530

00:45:06,180 --> 00:45:09,808

[rachelle]: if that's something that lights you up
then you

1531

00:45:09,763 --> 00:45:09,783

[brian]: m

1532

00:45:09,868 --> 00:45:10,590

[rachelle]: can go for that

1533

00:45:11,367 --> 00:45:11,530

[brian]: yeah

1534

00:45:11,472 --> 00:45:12,775

[rachelle]: at least that's what i hope i
can

1535

00:45:12,763 --> 00:45:13,023

[brian]: oh

1536

00:45:12,836 --> 00:45:16,092

[rachelle]: share i don't know i don't know
how else to say it i feel like

1537

00:45:16,152 --> 00:45:16,613

[rachelle]: it's probably

1538

00:45:16,533 --> 00:45:16,613

[brian]: and

1539

00:45:16,653 --> 00:45:19,038

[rachelle]: a bad way but that's the best
i can do right now

1540

00:45:19,563 --> 00:45:22,548

[brian]: i love the way you said that
and that really goes with you know what

1541

00:45:22,588 --> 00:45:24,731

[brian]: i'm trying to say with all the
work that i do so i appreciate you

1542

00:45:24,771 --> 00:45:29,018

[brian]: saying that because our passions i believe
are planted in us by the universe by

1543

00:45:29,119 --> 00:45:32,828

[brian]: god whatever your word do you want
to use in that we're striving for those

1544

00:45:32,908 --> 00:45:38,044

[brian]: passions that that calling you might say
is what will predict the path of your

1545

00:45:38,084 --> 00:45:42,492

[brian]: life by you walking towards it by
your taking action towards it and it's the

1546

00:45:42,552 --> 00:45:45,056

[brian]: reason why you live where you live
you met the husband that you meet you

1547

00:45:45,236 --> 00:45:47,600

[brian]: took the head shots at that place
you stopped at that starbuck on the way

1548

00:45:47,640 --> 00:45:50,425

[brian]: to set that day like that you
talked to marise that it is one of

1549

00:45:50,485 --> 00:45:55,894

[brian]: the guiding factors of our lives if
we believe that there is any rhyme or

1550

00:45:55,934 --> 00:45:58,739

[brian]: reason to that which is beyond us
then i think that's part of it so

1551

00:45:58,839 --> 00:46:03,446

[brian]: i love that you articulated like you
lived experience is true and if you have

1552

00:46:03,486 --> 00:46:07,893

[brian]: a desire it's probably there for a
reason so i appreciate that so much rachel

1553

00:46:08,314 --> 00:46:11,640

[brian]: and thank you so much for coming

on and really sharing authentically if people want

1554

00:46:11,680 --> 00:46:14,516

[brian]: to keep up with you or see
what's an air place they can do that

1555

00:46:16,092 --> 00:46:18,419

[rachelle]: they can find me on instagram

1556

00:46:18,833 --> 00:46:19,033

[brian]: yeah

1557

00:46:19,102 --> 00:46:20,787

[rachelle]: yeah michelle hey yeah

1558

00:46:21,356 --> 00:46:24,900

[brian]: rochelle hay and it's r a c
h e l l e h a y

1559

00:46:25,341 --> 00:46:26,001

[brian]: and is it just at

1560

00:46:25,990 --> 00:46:26,111

[rachelle]: wow

1561

00:46:26,041 --> 00:46:26,302

[brian]: rochelle

1562

00:46:26,271 --> 00:46:26,613

[rachelle]: brian

1563

00:46:26,342 --> 00:46:27,774

[brian]: hey yeah right

1564

00:46:27,899 --> 00:46:28,120

[rachelle]: yes

1565

00:46:28,094 --> 00:46:28,175

[brian]: is

1566

00:46:28,221 --> 00:46:28,321

[rachelle]: you

1567

00:46:28,235 --> 00:46:28,455

[brian]: it just

1568

00:46:28,422 --> 00:46:28,703

[rachelle]: got it

1569

00:46:29,016 --> 00:46:31,141

[brian]: a great great thank you so much
for coming

1570

00:46:31,110 --> 00:46:31,357

[rachelle]: yeah

1571

00:46:31,161 --> 00:46:35,650

[brian]: to the podcast today you know i
am always a fan um and thank you

1572

00:46:35,690 --> 00:46:36,391

[brian]: just so much for being here

1573

00:46:37,680 --> 00:46:39,545

[rachel]: oh thank you brian and thank everyone

1574

00:46:39,343 --> 00:46:39,625

[brian]: yeah

1575

00:46:39,705 --> 00:46:43,877

[rachel]: who is listening or listened or just
shares themselves in some way thank you all

1576

00:46:43,937 --> 00:46:44,338

[rachel]: so much

1577

00:46:44,833 --> 00:46:45,014

[brian]: yeah