#116: Time Management 201: Time-Blocking and Time-Boxing

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With Your Host

Debbie Sassen

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You're listening to *The Jewish Entrepreneur Podcast* with Debbie Sassen, Episode 116.

Welcome to *The Jewish Entrepreneur Podcast*. I'm your host, Debbie Sassen. I went from being a financial adviser, author and chronic underearner to building my business to six figures as a financial planner and money mindset coach. And then, on to multiple six figures as a fulltime money and business coach.

I help entrepreneurs create money making businesses and build wealth, using sales and money mindset strategies in alignment with authentic Jewish values. Now, let's dive in to today's show.

Hello, my friends and welcome back to the podcast. Today, we are going to talk once again about time management. Today is Time Management 201. If you have been with me the last few weeks, you know that we have been speaking about distractions, doing time diaries, self-sabotage.

Last week was Time Management 101. Because, as I realized when I was recording last week's episode, February is time management month in the United States. Of course, I'm in Israel, and my listeners are all over the world. But hey, if I can, hitchhike on a movement in the United States, why not?

But before we go into today's episode, and it's going to be very practical... Actually, you might want to put a pause on this recording, if you're not driving in the car, and get a pen and a paper because I'm going to have some very practical advice for you.

But I also wanted to let you know that on March 6th, I am doing a brand-new workshop masterclass, it is going to be live on Zoom. It is new material that I have never created before. It is called Meant for More.

And I'm really feeling, as I am moving into 2024… There's a little bit of springtime, I have these beautiful winter flowers that are blooming in my

house. We have had a lot of rain, thankfully, in Israel the last couple of weeks, and the sun is out today. There is a feeling of renewal in my body.

Also, you know we have been living for the last four months in really a state of shock, trauma, around the war in Gaza. And just this week, we have received some more really heartbreaking news, that about 32 of the hostages have been confirmed dead. Which is so heartbreaking for the families. There are still about 100 hostages in Gaza, and we hope, please God, that they are alive.

And our beautiful, brave soldiers, also many of whom have really sacrificed their lives for the people of Israel, we hope that all of our soldiers and our hostages and our civilians come home soon. Please, God.

And still, since we're now four months into this awful, awful war, and we're moving into the spring, there really is a feeling of renewal. And so, that's why I am offering this webinar, Meant for More. Go to my website, DebbieSassen.com/meantformore. That's one word, meantformore, and register for the webinar.

It's going to be interactive. You're going to get a workbook when you register, where you can really do some big-level thinking… which is going to be connected, by the way, with today's podcast... and start planning your year more intentionally as we go into the Hebrew month of Adar. Which is a time of joy, a time of Simcha.

This year, we have two months of Adar. Then we go into the month of Nissan and Pesach, Passover, a time of renewal. So, this is the perfect webinar workshop... It's going to be interactive, again… that you can bring to yourself at this time. It's really there to help you think on a bigger level, plan on a bigger level.

So often in life, we keep ourselves small. We go through the day to day; we don't even plan out. And when you don't plan, what happens is you just keep cycling around the same thoughts, the same actions, and you don't get yourself out of the box.

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It's almost like you're a fish swimming around in a fish tank around and around. And if you could jump out of that fish tank and see what's possible for you, outside the fish tank, there's a huge ocean out there that you can be swimming in.

I really believe that when passionate women show up to do their work in the world, that we raise up the planet. We touch more people's lives. We help more businesses thrive. We have so much work to do in this world. And I really believe that you are meant for more.

So, go to my website, DebbieSassen.com/meantformore, and sign up for the workshop. If you can't be there live, then of course, you will get the workbook and you will get the replay. So, go there and sign up.

Now, I want to speak about a higher level of time management that we spoke about last week. And today, we're going to talk about two different types of managing your time, or as we spoke about last week, managing your mind around time. We're going to be speaking about time blocking and time boxing.

One is a variation of the other, but it is intentionally setting aside time to work on specific activities. But not just work on the activities in a fuzzy way, you want to be very specific about what you want to create. The result you want to have when you finish that block or that box of time.

Why do we want to do this? Most of us run our lives, especially if you're a mom, if you're a mom of many and you're married, we are so reactive to what needs to happen. We need to get food on the table. We need to get our kids out to school. We need to do the laundry.

By the way, these are all thoughts. We don't really “need” to do the laundry. Can you imagine? Maybe if we didn't do it we'd have these little elves who would come and do it.

But there have been times in my life, hand on heart, where my kids have come to me at night, and late at night, it's always like 10, “Mommy, I don't

have a pair of pants to wear tomorrow." It's like, "Kid, I'm sorry. I'm not starting laundry at 10 o'clock at night. You can wear the same pair of pants two days in a row. The world is not going to stop turning because you wear a pair of pants two days, or even three days, in a row."

But really, we can be so reactive. Especially, as we have spoken about in the last month, with the distractions. We live in a world of distractions and notifications, and pings and dings, and DMs and PMs, and telephones. You can feel it in your body that you are just like a ping pong, boing-boing going from one side to the other, answering these noises, these distractions in our lives.

Which is why all the notifications are off on my phone all the time, and I get so much more done when I remember to keep my phone in my bedroom when I am working. So, we're reactive rather than responsive. There's a very little nuance between being reactive; reactive is in the moment.

Of course, if your baby cries you're going to react, you're going to go to your baby. It's a mama's instinct to go to her baby and pick up her baby. If your baby's hungry, you'll nurse her. If she needs to burp, if you need to change her diaper, of course, you're going to react to the baby's cry. That is the way we're wired.

And if your kids come home and they cry, and they fell down and they skinned their knee, of course, you're going to kiss their booboos and clean it up, and you're going to put on that band aid.

Then the next level that's a little bit less reactive, is responsive. Where it's a little bit more thoughtful. You hear something and you respond in the moment. Or you decide the response is that you're going to put it off 'til later.

But one level higher than that is to be planned and to be organized. Where you are much more intentional about your calendar. You really reclaim control of your calendar. And you are doing the things, you're getting the stuff done, that your higher self, that your higher brain, wants you to do.

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Those things that have been on your to-do list for three years; maybe just three days, but you know what I mean.

We have to start getting ourselves out of that reactive mode because otherwise we're always in short-term thinking versus long-term thinking, right? We're always going to be doing the immediate, urgent things that are coming and banging on our door, that are banging on our life, rather than focusing on the long term and what we want to create for the long term.

This can be both, in your personal life and in your business life. And the business life, of course, we're going to be talking about in that workshop Meant for More. So remember, to find the link, it's in the show notes where you can sign up for that masterclass on March 6th.

I'm going to give a very good example from personal life. Because I think it is so clear where we're putting short-term thinking versus long-term thinking into play, and the ramifications of not using our long-term thinking to plan accordingly. That is two things that I faced many times, first of all, in my own life and also as a financial planner, back in the day when I was doing financial planning.

Number one, creating a will for your family. And number two, having what I call a “family emergency binder.” Actually, I’ll put that in the show notes as well. Because I do have a link, an affiliate link, for a family emergency binder. I get a small pittance if you sign up using my link. It's no cost to you.

But so many people go through life without a will. And then, tragedy strikes, accidents happen, the unforeseen. You kind of expect, ‘no, we have time,’ tomorrow, next week, next month, next year. We do not have a crystal ball; we don't know when our time will come. And so, you want to make sure that you have planned out what you want to happen to your family, to your assets, after you pass away.

We know that our final day will come; we just don't know exactly when God is going to say, “That's it, you’ve fulfilled your mission on earth.” There is a famous saying, “People don't plan to fail, they fail to plan.” We think we

have so much time and so, “I'll get to my will next year.” And then, something happens and it would have been so much more beneficial for your beneficiaries, for your survivors, if there had actually been a will in place.

Similarly, with a family emergency binder, which would list out all of your bank accounts, usernames, passwords. If you have young children, God forbid something happens to the parents, both parents, you're either no longer living, you're incapacitated. How do you want your children cared for after you pass away?

If you have a family emergency binder, you can put in there the name of your accountant, your financial planner, your lawyer, so whoever is filling your shoes after you pass away, they have all the information. You don't have to add to the challenge, the emotional challenge, and even the organizational challenge, of taking care of all of your belongings after you pass away.

And the reason that we don't take care of these things, like our wills and our family emergency binder, is we have this misguided belief that there will always be a tomorrow. But more than that, it's because we're emphasizing and focusing on short-term pleasure rather than long-term pleasure.

When you think about the long term, the long-term pleasure for you, first of all, you get it off of your to-do list. Maybe it's not on your to-do list, that you should have a will and family emergency binder, so put it on there now. And then, you can read it every single day for the next year, and hopefully then you'll get to it.

But there's a long-term pleasure that will be in place when you can just feel relaxed and relief. Because you know in your mind and in your heart, that your family will be taken care of. That things will be organized after you're no longer here.

That will also give them… I don't know if they'll be able to register it as pleasure... less challenges, less difficulties. Less, as we say in Hebrew,

agmat nefesh, if they don't have to also figure out who they have to call, what they have to do, how to pay the electricity bill and water bill, if you're the one who's in charge of those things. It just takes away so much of the burden if that's in place.

The same thing happens in our business, that we prioritize short-term pleasures over long-term pleasures. We prioritize doing the easy things rather than doing the hard things. Because you know what?

You're going to show up to do a hard thing, whether it is to create a webinar or a masterclass, to build your website, to start an email list and commit to writing weekly emails, to start a podcast and commit to recording weekly podcasts, and your brain is going to say, “Oh my gosh, that is so much work.”

You're going to have a lot of resistance. It is going to be hard. Of course doing new things is going to be hard. Again, as I said, you will just spin around in the same little, small circle, doing the same things. Or maybe moving the needle, just a teeny, teeny, teeny bit by doing the easier things on your to-do list.

So, I hope that I have encouraged you to start thinking about doing hard things and focusing on long-term growth, long-term pleasure, the long-term plan and goal and vision for your business. Because there is so much more available to you when you get out of your little fishbowl and you jump into the ocean and you start swimming.

The best way that I know of doing it is through time blocking and time boxing. Okay, so time blocking is to put blocks of time on your calendar, like one-hour blocks of time on your calendar… We're going to talk about how you're going to do this. And time boxing is the same idea, but it's just a bigger space of time. It can be like a three- or a four-hour block of time, when you can get a bigger project done. It can even be an entire day.

I've actually just signed up for a retreat in May, with two days where we get to focus on getting a very big project done, and I'm so looking forward to

getting away from my desk and focusing on getting something big done in my life. That's a box of time, two days.

So, how do you time block? How do you time box? The first thing is, you have to get all of the mush that is in your brain, all of the ideas, all of the todos out of your brain and onto paper.

I admit that I have been one of those people for my whole life, and I still do it and I am continually improving my process, who I manage my life in my brain. I have a good brain, a good memory, for all the activities that I need to get done.

And I also know that when I put it down on paper I can see it before my eyes, and it helps me to prioritize. Because again, if you're in your brain, you're just reacting to the thing that you can remember at the time.

For example, when I'm taking care of my family and the laundry and the cooking and getting ready for Shabbat, I know in my head what I do. We actually do have some checklists for things that we want to make sure that we get checked off our list and we do, right before we bring in the Sabbath every week.

So, that checklist is very helpful. It's not in our brains; it's actually on a piece of paper with little checkboxes. My husband is very organized like that, and we mentioned that last week. Similarly, by the way, with our shopping list. We have an Excel sheet with little checks, so that we know what we want to buy, and spaces where we can add things that are once-a-month, once in two months.

We do have that organizational bent in our family. Even though I must say, I am a California girl, and so much of me is just like go-with-the-flow attitude, so having lists and checkboxes is so good.

Anyway, so you're going to get everything out of your brain, put it down on paper, and once you can look at it you can start prioritizing. Now, I love

prioritizing by going down it with numbers, putting 1's, 2's, 3's, like what needs to get done now?

Meaning, there are things that are going to be urgent. if you have a deadline that you have to meet, that is going to be, for sure, #1. If something that's not due for two days or two weeks, that can be a #2. And then, there are things that are #3. I don't go beyond 3 because that's way too complicated.

What I often find, is that I have a lot of 1's. Because we're always reactive. We're always doing the urgent things rather than the important long-term activities, getting the long-term results. So, we have to be more mindful, what's really a 1, what's really a 2? What deadlines do I really have today?

I had this yesterday, because of the webinar that I am offering you on March 6th. I did have some deadlines for yesterday that had to get taken care of. And so, those took first priority on my list for yesterday.

But we also want to make sure that not everything is a 1, because you can really only do one thing at a time. So, sometimes I will take my 1's, and with a little bit of intentionality, I will change my 1's to 2's. And then, I will take my 1's and I will put an A and a B and a C by the things that really, really do have to take priority.

Here's the thing, you want to make sure that you're not always pushing off the 2's and the 3's, and always putting things off 'til tomorrow that you could do today. And this is where your calendar comes in.

You now have your list of things that you want to get done. You open up your calendar... I love using my Google Calendar. It took me, by the way, a very long time to get away from my paper calendar; I lived by my paper calendar.

And moving over to my Google Calendar, it took me awhile. I'm a pen and paper gal. And the digital age just didn't come so easily to me. But when I

got around to it, I have to say there is nothing better than my Google Calendar, I just absolutely love it.

Now, I take all of those items on my to-do list ,with their priorities, and I have to find a block of time in my calendar when I am going to commit to getting the thing done. Which means that if I'm recording a podcast, I have to put an outline together for the podcast. And I have to put a recording time in my calendar for the podcast. It's not just “do podcast.” I have to have two separate activities, and I will know when they were done.

If you've learned about SMART goals, it's an acronym, that your goals have to be specific, they have to be measurable, they have to be results oriented, and they have to be time bound. You have to know when you're done.

I will know when I am done with writing the outline for my podcast when I actually write it down. And I can say, “Yes, I did that in the time that I allotted.” And I will know for sure when I finish recording this podcast. Of course there are a few more tasks that go with it, like uploading it to Dropbox.

And similarly, yesterday for example, when I was preparing the signup page for the webinar I had to record a video. Thank you for the webinar. I want you to know by the way, tasks always take way more time than you think that they will take.

I had to write the outline for what I wanted to say. It's just a little four minute, “Thank you for registering. Click the link below for your workbook.” I wanted to plan that out, because I always have trouble getting started doing the thing. So, I wanted to have an opening line. I can always get myself going in the middle, I know what to say in the middle, but I needed to think through how I wanted to open it.

And then after the video was recorded, I wanted to review the video. And then, I wanted to put it into a Google folder so that my assistant can edit the

video. And then, the video has to be uploaded to the signup page. And so, a little four-minute video will definitely take 30 to 45 minutes.

So, if you know that you want to, for example, record a short video, don't put 15 minutes in your calendar. Schedule out an entire hour for that activity. And if you have 15 minutes left at the end of it, you know what you get to do? You get to take a small task item on your to-do list and you get to get that done in your time, as well.

Here's another very important point about time blocking, you must put in break times. We are not robots, we are not automatons, and you cannot keep going-going-going-going without taking a break. So put 15-minute buffers between every one-hour activity, right?

Even yesterday, when I was working very intensely, I have a song that I love to dance to, Justin Timberlake's "Can't Stop the Feeling." Go find it on YouTube or on Spotify, or whatever. I just go to my YouTube. I danced for five minutes, and that moves the energy in my body after I've been intensely focusing, it helps me rejuvenate, get my energy back, and then sit down and focus on the next thing.

It's really important that you don't pretend and lie to yourself, and tell yourself, "I can just do this and this and this and this without taking a break." Because then you're going to crash after you complete two things and you're going to abandon your calendar for the rest of the day.

So, make sure that you have the result that you want to create in your calendar, not just "do podcast," not just "do video." But it has to be completed, it has to be put into the Google folder, and I have to notify my assistant. Otherwise, it is not a completed task, and I will never know when I'm done.

The other thing you want to make sure that you do with your calendar is put your life activities, not your business activities. I know your business is part of your life. But if you have to prepare dinner for your family, make sure that

you stop your work at four or five o'clock in the afternoon, and you go and do dinner for your family. Don't pretend that that doesn't need to happen.

If you want to go shopping sometime during your workday, even though we've talked about it in the last month, not putting your life activities during your business time. Just like if you were in an office, you wouldn't all of a sudden jump out at 11 o'clock in the morning and do your grocery shopping.

Similarly, if you're working in your business in the morning, work in your business in the morning, and figure out a way, whether online shopping or together with your kids, you go shopping in the afternoons or in the evenings, or something else.

But put that in your calendar as well, because it also helps your brain know that those activities are planned out for the future. So, pull out your calendar, put everything that's on your to-do list into little one-hour blocks in your calendar, and then you can take your to-do list and throw it away.

Now, I have to say I don't throw away my to-do list. Some people do; they actually take it chuck it in the bin and they don't look at it again, because everything is in their calendar. But I like to have a to-do list, because then I just keep adding things to my to-do list that I will put into my calendar next week.

The third really important point about your calendar is, don't stuff it like a Thanksgiving turkey. You need flexibility, especially as a working mom, because life is going to happen. You're going to get the call from the school that your kid has a fever, “Please come pick up your child.” Or you'll get the call from the school that I often got, “Your child forgot his sandwich, please come and bring your child the sandwich.”

Of course you notice I said “his” because it was more my boys than my girls who forgot their sandwiches. But you know what? I'm a really mean mom. I almost never went to bring my kid a sandwich. I'm like, “Yeah, if they forget their sandwich, they will remember tomorrow, if they don't have

it today.” Or sometimes I didn't bring them their sandwich and their friend gave them their sandwich, and they really liked their friend's sandwiches better.

That's a good strategy, that you don't always have to be reactive and jump every time you get a call from the school. Of course, if your child has a fever, you're going to run to school and pick up your kid.

So, make sure that you have space in your calendar so that you can move things around. Because you're a working mom, and life has so many unexpecteds that just pop up when you least expect them. Especially when you have a deadline. Especially when there is something that must get done today, those 1-A, 1-B, 1-C priorities. There's always going to be a ‘life happens’ moment. It's just the way it works; Murphy's Law.

Alright, so now you know that things are in your calendar and you're going to commit to getting them done. Just a word about time boxing. Time boxing, as I said a three- or four-hour block of time when you can get a big project done.

By big projects, let's think about it from our life. If you wanted to organize your bedroom, declutter your bedroom, you could give yourself a whole morning, or an entire day, to take everything out of your drawers, dump it on the bed, and sort through everything, dust your shelves, clean out your drawers.

You can get a big project done when you allot a very large amount of time to it. And of course, you're going to take breaks. Also in our businesses, we have big projects that we need a larger expanse, a larger swath of time, in order to get them done.

It could be coming to a two-hour workshop on Meant for More and really thinking, expanding your brain, super thinking, about what is possible for the future. Because you're going to devote a larger block of time to it.

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Thinking is one of the hardest activities that we do. As I said right in the beginning, we are going to prioritize easy rather than hard. And thinking about the future, and actually taking steps to get there, is something that your brain is not going to want to do. It is really going to want to wash, rinse and repeat. Do the same things over and over again.

And the resistance will come up when you try to do something big. Your brain is going to offer you all of the excuses that it can come up with. “I don't want to do it. It's hard. I don't know what to do.” ‘I don't know what to do’ is the biggest lie that your brain offers you, to keep you safe. Because it doesn't want you stepping out of your comfort zone. It doesn't want you trying new things. It doesn't want you failing.

If you want to think about your clients and how you can serve them better, how you can take what you have been doing, how you've been delivering content to your client, and you can make it simpler, you can simplify the explanations or the strategies, how you work with your clients so that they get better and faster results. Your brain needs time to think about it.

And of course, your brain is going to resist. You want to be able to corral your brain and let your brain know that you mean business. When you set a box of time in your calendar for doing big things, you are going to have to really negotiate with yourself… or not to negotiate with yourself, really…

to sit down and do the thing, even when your brain is giving you all the excuses. “But this, and what about this, and what about the kid who doesn't have a clean pair of pants to wear tomorrow? Let me just get up and go do the laundry.”

You want to learn to put your backside in the chair, sit down, and do the thing that you are committed to do. You've put it in your calendar, you have really blocked off three or four hours of time. Your brain will say, “Let me just do this. We have three hours, we're going to do it soon.” Really, it's almost like a kite on a string. Your brain is going to start floating away, and

you have to reel in that kite, sit back down in the chair, and start working on the thing that you're doing.

There are two ways that you can actually do it much more effectively. Number one, I said this before, start from the middle. You have ideas about the middle, and sometimes just getting started is the hardest thing to do.

So if you have an idea about the future, start putting down all those things that you already know that are happening in one and two and three months from now. And then afterwards, once you get the cogs in your brain turning, you will be able to fill in the 0–1-month plan.

Or if you're thinking about something new that you want to create for your clients, start with the end, right? Begin with the end in mind. Start with what you want to create, and work backwards with all the steps in no specific order. And then you'll be able to put them in the right order.

The second way that you can actually get it done in that larger block of time, and I did this this week with my webinar, is I wrote a letter to myself from my future self. Because my brain did all of the brainy kind of stuff and said, “I don't know what to do. I don’t know what I should make this masterclass on. I don't know what I'm going to say. I don't know who it's for.”

It did all of those famous, brainy kind of brain things; because brains are going to brain. And I just wrote myself a letter. Actually I did it standing up, I found that it was a very good way to move energy in my body and to get my brain flowing. I wrote myself a letter in my journal.

“Dear Debbie,” I think I wrote Dear Debbie. I think I wrote, “I'm so proud of you. This is the webinar that you created. These are the people that you serve. This is what you offer them.” It was absolutely fascinating. When I went to my class already being done, it was fascinating how easily it flew out from my mind onto the paper. And now I have it, it's all there.

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Because I went to the place where it was already done. I wrote myself a letter about, first, congratulating myself; we do like that pat on the back. When you're in your office, as an entrepreneur, doing your own thing, nobody's coming along and patting you on the back. You don't have a boss who says, “Great job. I really liked the work that you did.” So, you have to be able to do that for yourself.

That's another great way to get things done. Just go to the future, when it's done, and write yourself a letter, congratulating yourself for all the steps that you took.

And now, number three is the most important point of all of this time blocking and time boxing. At the end of your day, or at the very least, at the end of your week, evaluate how your week went. I am still improving my time blocking and time boxing. I get to the end of the day, and I never get everything done that is on my calendar or on my to-do list for that day.

First of all, yesterday, when I was creating the master class, all of a sudden, I had these requests ‘for I need to do this, I need to do that,’ so things got pushed off until today. But you want to know:

Were you being distracted? Were you allowing your brain, your primitive brain, to get the better of you and you were actually in that belief that you can't get it done? Were you selfsabotaging with some of the things we talked about last week? You were overscrolling, overeating, you went on to Amazon to do some shopping, you went into the grocery store to do some real-life shopping.

You want to evaluate, not to beat yourself up and not to judge yourself, but you want to know how you can get better, how you can tweak yourself and your process for the next time. Did you forget to put a rest time in? Sometimes we forget to put lunch in our calendar, right? Are you making sure that you have time where you can eat? Where you can read a book? Maybe you just need 20 minutes to decompress your mind during the day, so that you can jump back into the next activities.

Or as I said yesterday, I had two fiveminute dances that I put into my day so that I would keep the energy flowing in my body. And maybe you're not doing that. You are a human being, and human beings are meant for movement.

Sitting in front of our computers all day, like so many of us do now that we work in the online world, it's not the way humans were designed. We were designed to be upright and moving. So, make sure that you incorporate movement into your day, time to rejuvenate your brain so that you can go back into the next hour or into the afternoon.

Make sure that you are fueling your body with good food, nutrition, and you have the good fuel to keep you going, and your body is energized to keep you going, and your brain is on track to keep you going.

Alright, my friends, that is what I have for you today, Time Management 201. This is higher level. Make sure you get the stuff out of your brain, all that mush that is floating around, write it down on a to-do list, and then take it and put it in your calendar when you're getting things done.

Make sure that you're putting some of those second-priority and thirdpriority activities, for both your business and your personal life as we've spoken about, into your calendar. Because otherwise, the things that you really want for your long-term pleasure, for your long-term growth as a business owner, for the long-term way that you take care of your family, they're just not going to get done.

Because the urgent is always going to be calling. You will always be reactive, because that's the way you've probably been operating until now. I know some people are great planners, and some people are really, really good with organizing. Just look at your life and notice if there are longer term activities, that have been on your to-do list for eons, and they're just not getting done. Put them in your calendar.

Because you are here for a purpose. God chose you. He gave you your dreams. You really are meant for more. And when you put those visionary

dreams into your calendar, and start moving towards what's still left for you to create in the world, and you commit to your calendar to getting it done, and you stop being so reactive, you really will be able to offer the world more, to serve people, and you're going to be able to make more money to serve your family.

So please, again, go down to the link in the show notes, DebbieSassen.com/meantformore, and join me on March 6th for that workshop. Where you will have a two-hour block of time so you can vision about the future and get more done than you can ever imagine.

Thank you, for showing up today, and I look forward to seeing you next week. Bye, for now.

Thanks for listening to *The Jewish Entrepreneur Podcast*. If you want to stop underselling and underearning and close more sales, you need to clear the limiting money beliefs that are sabotaging your business growth.

Head on over to DebbieSassen.com/mindset and download my free Money Mindset Workbook. Uncover and dissolve money blocks, like hundreds of other entrepreneurs who are now building six-, multi-six-, and seven-figure businesses and creating true financial freedom.