

# FINDING BRAVE

with Kathy Caprino

## Transcript

### Finding Brave Episode #13

#### How Spirituality Supports Success In Your Heart-Centered Business, with Polly McGee

- Kathy Caprino: Hello, everyone. This is Kathy Caprino, and welcome to my podcast *Finding Brave*. I've created this show for everyone who longs to create something bold and brave in their life. To rise up, speak up, and stand up for who they are and to reach their highest and biggest visions. Each week, I'll be speaking with inspiring guests from all walks of business, leadership, entertainment, the creative arts, and the entrepreneurial world and they'll be sharing their intimate stories of finding brave and offer their best strategies for building your most rewarding, joyful, and meaningful life, business, and career.
- Kathy Caprino: Hello, everybody, welcome to *Finding Brave*. This is Kathy Caprino, and I'm so excited that you're here today. I just wanna share one thing before we move to our amazing guest, Polly McGee. I wanna tell you that this week has been full of finding brave moments that I've had to seize and I wanna tell ya, I'm interested to hear from you all as well, when you have bravery on the radar, do you find as I do, that it literally changes everything? It changes what you're gonna tolerate, it changes how you talk about yourself, it changes what you want. It's been really powerful this week, so I'm really interested in hearing how all of this is affecting you, so I hope you'll share that, folks.
- Kathy Caprino: And with no further ado, I'm so excited to have our guest, Polly McGee with us here. Polly, all the way from Australia, right, Polly?
- Polly McGee: That is so true, I'm absolutely upside down.
- Kathy Caprino: What time is it for you?
- Polly McGee: Beautiful 8 o'clock in the morning, it's kinda the perfect time to communicate. Beginning of the day, end of the day, we're bookends right now.
- Kathy Caprino: Oh, good, I'm glad it's not midnight, or something crazy thing for you. So, —

Polly McGee: I would talk to you even if it was.

Kathy Caprino: Oh, thank you so much. Everyone, I can't tell you how thrilled I am to have Polly, and you'll know why after you listen to this podcast but let me tell everybody a little bit about you, Polly. Dr. McGee is an author, entrepreneur, educator, digital strategist, and yogi. As co-founder of Startup Tasmania, she was voted one of the most influential people in Australian startups. She has worked with hundreds of startups to help them refine their business ideas and connect with their markets.

Kathy Caprino: A prolific speaker and writer on digital strategy in small business, Polly contributes to a range of publications and has created a sweet digital and video content in workshops. She coaches heart-centered entrepreneurs to help them scale their businesses and make greater impact in the world. She is strongly committed to what she has termed "The Good Hustle" and believes many of life's problems can be solved by applying essential concepts from yoga and meditation and Polly's forthcoming book in the US, *The Good Hustle*, you're already out in Australia, your book, right?

Polly McGee: Yeah, that's right, came out at the end of February, so it's out and the audible version of that, for people in the States who wanna just download that now, will be coming out in person in the States on the 22nd of May.

Kathy Caprino: Oh.

Polly McGee: And you can order a copy through Amazon, and it'll fly all the way from Australia.

Kathy Caprino: Oh, my gosh, and it uniquely combines the ancient wisdom of yoga with contemporary business practices in a compelling blend of mindfulness, spirituality, and entrepreneurial action, wow. Polly, can we jump in and talk about the hard stuff here, about, we were chatting before about spirituality, about yoga, about mindfulness and why there can be a challenge to bringing that to business and how you feel they intersect and why they need to. Can you tell us about it all?

Polly McGee: Let me just start out strongly and bravely, Kathy, and say that to me, there is no separation between business and spirituality.

Kathy Caprino: Wow.

Polly McGee: And it's a very unnatural separation, so when Kathy and I first started chatting this morning, I was like, "Oh, Kathy, I love this digital relationship." But then we were actually, it's a relationship, there's no separation. The need to be in business is to be in service to others. To be in service, which means that while I'm thinking about my own motive, why am I doing this, what am I getting out of it, my question is, what am I giving to others? How am I serving others? And this is highly applicable to every business, it's not just for heart-centered businesses because again, why isn't Facebook a heart-centered business, why isn't your bakery a heart centered business? If we are in service to people, then we are coming from a place of love and a place of holding them rather than coming from a place of taking from them. And we become one with them and that is the essence of yoga.

Kathy Caprino: Oh, my gosh, how beautiful. So, you know, I was mentioning to you that I started last year a spirituality and success series on Forbes and in working with people and I've gotta be honest, my own journey in spirituality has been a bumpy one, and frankly, the bravery came into being when I decided I would choose for myself what spirituality is. That I've actually been damaged by what others and authorities say is religiosity and spirituality. But, as I started that, you know, people get very nervous about, well, what do you mean by spirituality? And I think the issue is people feel it's going to maybe perturb their system in terms of what they have come to believe or what they're told they have to believe.

Kathy Caprino: So, I love that you say you don't think there's a boundary, a barrier, a wall, but I struggle with that in my own work because people respond to me that, "I think you're crossing something here." Or, for instance, I interviewed an Irish mystic, who sees angels, and I believe she sees angels. But for many people, they think that's gone off the deep end. So, talk to us about how we can bring spirituality into business and not have it perturb all our fears and concerns.

Polly McGee: I think let's make a definition, and I suppose it's a definition for me more than anything else. Religion to me has a lot of edges to it, it has a lot of barriers and it has a lot of containment, so we sign onto or we're born into different religion and they have very, very clear boundaries. I think spirituality is an umbrella over all that. Spirituality is about being connected with the divine in you.

Polly McGee: Now, those words roll off my tongue now and let me tell you, I had a lot of trouble in the beginning trying to articulate this, I was in a startup business kinda world, I was working with lots of men particularly, and I remember the first business I started, which was really around bringing these ideas to where it was like someone had their hand on my throat every time I went to say, "Spiritual", because it just felt so awkward. So, I really had to work out, and in myself, what it was I was saying and the more I studied yoga, the more I studied philosophy and spirituality, the more I kind of, I guess, arrived at the same place that I finally arrived at all those years ago, which is that the divine, or God, or whatever it is in us, is the thing we identify as the moment where we connect. I saw a beautiful quote the other day from T.S. Eliot that said, "Hell is the place of no connection." And so, connecting for me is the spiritual place.

Polly McGee: It's connecting with something bigger, but that doesn't have to be a big genie or a small genie, God, or Muhammad, or Hanuman, it's actually the part of you where you are not separate to other people, where their suffering is your suffering, their pain is your pain, their gains are your gains and your joy. The way I talk about business for me, it's about when we're in service to others, it's not heavy, it's any as a normal business as much as it's not prohibited from any of the normal religious practices, you can be incredibly spiritual, you can be incredibly unspiritual too. What I'm asking people to do is to stop making distinctions and stop holding yourself separate. And the minute we connect with others and the minute we see that that makes us all stronger and all happier and all more together, we won't have the fights, we won't have the separation, we won't have this selfishness.

Polly McGee: Which, in my belief, is driving a lot of the economic problems we have today. So, I hear you on the spiritual and I think many people who are united and separate in their

suffering. The idea of the spirituality or having to get in touch with that place is painful because they don't have that ceiling. They don't have that connection and it's like many things when people are in their own space and in their own suffering, it becomes a reactive. What have you got that I don't have, what are you telling me to do? You know, rather than, it's like something else has been pushed on them. So, I take it pretty gentle, but it's about the way I behave much more than the way I speak, I wouldn't kind of, go into a business meeting and say, "Okay, people, business time, let's get spiritual."

Polly McGee: How do I make you find your own divine? You know, I think your brave is soaked in divine because it's about finding inside as to what makes us able to step up and be ourselves and to be truly authentic. That journey as you would know better than anyone, is a process, and it can be a lifetime process and finding brave, finding divine, finding the essential of who we are, it takes layers and the bitter often comes before the sweet.

Kathy Caprino: Oh, that's just all so beautiful, that whole passage was a quote. Polly, I have gotta ask you a question, and none of this was scripted, folks, we're just winging it here because we're fascinated, I think—

Polly McGee: I don't believe in scripting, because true connection, you can just let it roll.

Kathy Caprino: Let it roll for 10 hours. So, I wanna tell you, and my Amazing Career Project course, which is 16 weeks, and in training coaches I'll talk about the concept of the higher self. And I do not mean a religious thing, I mean— And sometimes in a lay term, I'll say, you know when you're being your higher self and you know when you're being your lower self. When you're wracked with jealousy, or a tone comes out of your mouth that you think, "Oh, my God, I can't believe I just said that." You know, who doesn't live that? And when you're your higher self, you feel it. You're basked in it, but that's the concept that more people struggle with than any other thing I think I teach. Do you believe in a higher self?

Polly McGee: I'm gonna make a challenge to you here because I don't believe in this language and a lot of my working recently is about us really having to be super mindful of our language and the way we put things out. I guess the language of higher self, very heavily is done in 12-step programs as well. So when you got the idea that there is a better you you can get to.

Polly McGee: Well, I want people to start thinking about and embody and be, more importantly, is that their higher self, their lower self, their in between self, their out on the street self, their tone in the mouth self, we are the same, and we can't disobey the parts of us because we're getting somewhere better. We are already there, Kathy, we're there right now. This self we are presenting in this moment is the only self we have and we have to love every part of that. What is now, Pema Chodron, she has this beautiful sort of, way she talks about one of the key things in becoming mindful is, basically falling in love and become friends with yourself.

Polly McGee: And she says if you think about becoming friends with yourself, you have those lifelong friends that you absolutely adore and you'll know when they're being a bit of a dick and you'll know when they're, like, doing that thing you really love, but you don't hate that part of them and you don't just love that part of them. You love all of them. And so, when we see those memes fly by on Instagram that's saying, "Be your best self," it kinda makes

me feel like a slug with salt on it, because when we're always trying to be something that isn't where we are now, we can't be friends, we can't be in love with us. And until we integrate our whole and know that we have the capacity for unlimited weight limits, that what we have right now is absolutely perfect because we were born with inherent capacity to be beautiful, loving creatures.

Polly McGee: So it's when we're continually reaching out of ourselves or looking back with horror at something we've done, we're still fragmented and so I feel that I'm constantly saying, "Well, hey, you're your best self now." And I have a saying that's, "Be it 'til you are it." Which I developed in response to that idea of fake it 'til you make it. Because I hate that idea, particularly for women, that we are somehow faking it, because we spend so much time feeling like we're not enough and we're not whole and that—

Kathy Caprino: We've spent too much time faking it.

Polly McGee: Well, that's the thing, when we adopt that as our slogan, we're not faking it, we are being it and we be it, and we be it and then one day we are like, "We are it." You know, and this is what I think for me, the idea of finding brave is all about, but sometimes you don't feel brave, but when you hold onto that thing that you know conceptually is still brave, you embody it and you step up and you do brave and then you are it. You are it.

Kathy Caprino: I love it, Polly. So, I'm just gonna close that loop by saying that's how I feel about the higher self, like, for me, connecting to what that feels like when I am operating from love. When I'm not, I can take a breath now and say, I don't like how I feel right now. So, it gives me something, not to hate, not to reject, not to disobey, but to say, "Wow, ow, I think I wanna shift this because I actually feel sick." So, that's how I do it, but I totally hear you, I think what you're going for, what I'm hearing, is unity, not separation of yourself and of others. Is that it?

Polly McGee: Yeah, absolutely. And it's kinda nice, like, I love it when I'll do one of those behaviors and it's almost like you're like, "Oh, you're still here." Get on the bus.

Kathy Caprino: I had a whole week of it, I mean, it's back downs and, no, you're being rude and arrogant, I'm like, what? But, wow, it's the teacher, isn't it, it's the teacher. All right, so now, can you tell me, how can these practices literally help a startup, help an entrepreneur be more successful? Give us some practical ideas we can sink our teeth into, would you?

Polly McGee: In what process as many people who have started a business with know that, it starts with ideation, so it starts with coming up with that idea that is gonna make, meet that hole in the market that it's gonna fill, that's gonna be able to make enough money to keep the wheels greased and you know, a perfect startup world is gonna be expandable and investible at some time.

Polly McGee: But if you're also looking for a lifestyle business, these practices are very— But for me I start, rather than saying, "What am I gonna do?", I start with saying, "Who am I gonna serve?" And I craft, and I encourage all of my people to craft their whole business idea around the idea of service and the idea of being able to create something that does a bigger good in the market than simply create. So it's something that makes the community

better, that makes all the people who are gonna work at it, that starts a value system that infiltrates every single part of it.

Polly McGee: And when you think about business like that, it really shifts the design of the business. It shifts the intention of the business. Your business, to be a good hustle, has to be sustainable, it can't be something that doesn't have a very true foundation of business to it. So it has to be able to make money, as I said, it has to be able to have a significant and sufficient market to be able to interact with, 'cause otherwise you'll end up being a stressed, back-against-the-wall entrepreneur and business partner, and when you're in that place of lack and when you're in that place of money stress, you can't become connected.

Polly McGee: When so much of business is about starting and getting your mind right. So I teach a lot of mindfulness techniques, I teach a lot of action becoming strong and able to deal with ... Which many entrepreneurs deal with naturally very well, which is uncertainty and ambiguity and yoga, and the practices of yoga really teach us about this. We get some done as well, when things are impermanent, we don't cling to them, so you've got your beautiful business plan, you head out into the market and in the first month, customers are saying, "Hey, you know, we like this, but what we really like is this."

Polly McGee: And rather than saying, well actually, this is what I'm selling, you can give it and you can be agile and you're like, "Okay, I'm hearing you and I'm coming over there." And that means without clinging to your ideas or your thing, you can move really easily, so I'm very much a big fan of the minimum startup method, I love the idea of it. Minimum viable product where you just create enough to get in the market to start the connection with your customer. And then alongside that, I run this track of, what are the values we're putting together, what is ... You know, I don't like to use the word morality, because I think that has a very strong religious overtones, but what is it that you don't get an uncomfortable feeling in your stomach from?

Polly McGee: And so, when you've got a really strong moral compass that sits inside your business, and I use the teachings of yoga and the teachers of Patanjali, who is one of the original yoga wisdom writers. That can sit very beautifully alongside a business, but you can find pretty much anything, you know, the teachings of Jesus, the teachings of pretty much any of them, saviors of our time, teaches some very simple rules about how to do things and they're very much universally about kindness and passion and putting others first and not stealing and not doing things, which are against that moral compass, but when I say that, you're very clear this is a personal and internal thing, whatever's scripted for you, you know what that is for you.

Polly McGee: So I very much teach people to understand that this happens at the beginning of the business planning process, the heavy lifting of all of this is done in the setup, and then you have a base to go from, but what I mainly wanted with, for people to feel that still calmness inside. To not be reactive, to not get blown out of the water by something that happens in the businesses. The thing you know is gonna happen in the business is that it's never run like you thought it would.

Kathy Caprino: Like you thought you would, wow. So let me ask you this. You know, in my work, helping

people build happier livelihoods and careers, there's probably 20 things that make up 90% of what I hear. And after doing this for 12 years, in about five minutes you see it right there and you know exactly where to go, right? I have a feeling you are like that with startups where they come to you and— So, rather than leading the witness here, would you say for every entrepreneur or a person— Like, let me give you an example, I train coaches and one woman who's launching a coaching practice said, "I believe that something must be wrong with my beliefs and they're in the way, or I'd be making more money."

Kathy Caprino: And I said, you know, you may be right, but you may not be right, it may be the business plan isn't— All the pistons aren't firing. Maybe you're talking to the wrong people, maybe you're giving the wrong workshops, but in your mind, you screwed it up. You're the one who's in the way, right? So I'll see that 100 times a month. Tell me what you see with entrepreneurs or new startups, whatever you see, that three different things that you know now, what is in the way and you applied The Good Hustle to, or your spiritual practices to that. Does that make sense, that question?

Polly McGee: It does, Kathy, and let me tell you that people are the same. Whether they're in a coaching business or a traditional business or they're an entrepreneur or they are doing a startup. Particularly women, and I think you and I have a very similar demographic in the people that we are drawn to serve. I see exactly the same thing and The Good Hustle very much came about as a co-defied way of doing business because I had spent hundreds of hours working with people that will come to me with their business idea and then tell me how completely unequipped they were and the language they used didn't do anything, and I kinda went, "Huh, like, you've gotta get yourself sorted, girl. Like this is your stuff, your barrier."

Polly McGee: So what I say in the, I'm not good enough. You know, I have this clearly brilliant idea, but I'm not good enough to execute it, who's gonna wanna buy this from me. No one's gonna wanna hear what I've got to say and I completely was laughing when you were talking about, "Oh, it must be me that's wrong.", 'cause when people come to me and say, "Oh, I'm not making enough money.", it's an equation, so it's kind of, let's look at your business model. Of course you don't make enough money when you're not charging enough because, oh that's right, you're not good enough, you're not worthy of that money, so the business model is super important, which is why The Good Hustle says, "Get your head sorted first, get your heart sorted first, then let's get the business model right.". Are you charging them right, are you selling the right customer, are you doing it in a way which is easy for people to get access to?

Polly McGee: Those two things I think, for me, are the critical things, have you thought through the business model and then are you good enough, are you gonna be able to withstand the buffeting and the storms, which are part of the amazing rollercoaster that is any business, but you know, those roller coasters, they're not business, they're us, they're our insides, they're our head.

Polly McGee: Everything begins in your mind and so, our business is a very clear indication of what's going on in our minds and when we come from that, our businesses are in lack, when we come from separation of fear, so it's almost like I can tell you one thing, which is the one

thing that is everyone is not good enough, everyone has these terrible fears and by getting them to find that you can do anything and quite often, if people come to me and they wanna start a business, it's 'cause they're desperately unhappy where they are. They're not their whole selves, they're not living in their purpose and their passion and I could talk to you for a long time about some of the issues I have with those. But—

Kathy Caprino: Oh, I wanna hear that, yeah. In a minute.

Polly McGee: Rather than saying they are unhappy, and so in a perfect world of balance and spirituality and everything and again, it's not separate, so when we are in balance, everything is beautiful. People are lovely. You know, again, there's that quiet sort of saying that, it's a Hindu saying, but, "When I sweep, I just sweep." So I sort of say to people like, let's just sweep where you are first and let's get you right and let's see if when you found the methods and the technique to be happy and whole, maybe you're gonna like what you're doing a hell of a lot more because you're gonna be in service to your staff or your coworkers or your actual job and you're gonna see that you can do good anywhere and we can't keep jumping to the next thing.

Polly McGee: So, for me, I'm like get your business plan right and find who you wanna serve and then be able to execute it and you do it as a practice. So what I also see is that in the world of yoga and spirituality, one of the things that defines it is being in practice, which means that you're not getting it right all the time, 'cause you're practicing and the practice is a lifelong thing and that's what gets us to that place of steady equity.

Kathy Caprino: Equity. Oh, my gosh, I love it. So, I have to ask this question. You know, I feel women, the women that I've met and women I've worked with ... I'm sure you would love episode four of this podcast with Terry Real, who talks about in a patriarchal society how each of us splits in half the masculine and the feminine and we know what that means, you know, those mind forged nonsense. But in a patriarchal society, all people shun the vulnerable, shun the feminine.

Kathy Caprino: But what I am gonna say is, I'm guessing, but you correct me if I'm wrong, that, as you said, women are drawn to you, I bet more than men, and I'm gonna be brave and say it, because this is about connection, this is about depth, this is about heart, right? Is it true that there are more women that come to you to learn about what you're teaching than men?

Polly McGee: It's interesting actually, because I probably flip that because I very specifically work with women, and I do that because I probably spent the first decade or more of my career, my various careers, 'cause I've had a bucketful of them, working in very masculine industries and I tend to, I work really well with men and ... But the thing I saw is that I kept on seeing the gap and it's growing bigger and bigger and bigger and I believe my purpose in this life, in my life, is about women and serving women.

Polly McGee: I, frankly, think men have served enough and men have enough resources and they've got the patriarchy resources, they've got the legal resources, they've got the political resources and so I welcome men to come and I work, and I recognize that men are suffering and men are really at sixes and sevens often, but women are my people and



they're the ones that I serve in this lifetime. So, I tend to not just attract them, I'll run out and grab 'em in a bear hug and say, "Hey, come here. We need to talk."

Kathy Caprino: The women you will do that to, you mean? Yeah, yeah.

Polly McGee: I've had a couple of moments lately where I've been giving it a talk or I'll be doing a Q and A and in the audience people, and then there'll be a man who'll stand up and say, "Hey, look, I came with my wife, I came with my partner, and I never really thought I'd love this, but I cannot get enough of this." And he just, unloads just a whole lot of questions and really wanna get in touch with themselves.

Polly McGee: This isn't a gender specific thing I'm talking about. If all of us, if all the men in those positions of power are occupying 1%, you know, if they saw the world as part of them, if they saw everyone as part of them, we would live in a much kinder and more compassionate and more equitable society. But we don't, and women are the ones who tend to work in those places, women are the ones who want the best for all of them, women are the ones who connect in that essential moment of nurturing and so, they're the ones who I think are gonna make my brave change and that's the thing that I'm on.

Kathy Caprino: Oh, it's beautiful. So let us do this. Just a few more practical pieces of advice, if we could, and maybe we can draw it from, you know, if you look at some of the deepest challenges that startups have today, like you mentioned something that piqued my interest, that even in the design of a business, when you incorporate these principles, the design of it will be different. So, I wanna make it really clear for people, and I wanna hear what you think about passion and purpose, those two things, but why don't we start there. Do you feel those are dirty words or do you feel, I'm dying here.

Polly McGee: I feel they're not so much dirty words as they are words that have been used in a very spiritual, materialist way, and I wanna unpack that.

Kathy Caprino: Please.

Polly McGee: That maybe people, and particularly women, 'cause the books that I've written about finding your passion and purpose are inevitably written for women who are desperately looking for the secret source that's gonna not make them feel so damn crappy about how they are and it sets up this spiritual void where if you don't know what your passion or purpose is, which is the reason you'd want to buy one of those books. You're somehow made to feel that you are lesser and that you should have a very definite, finite understanding.

Polly McGee: Now, if we really think about that, passion and purpose are so intimate, they're so personal, so if we don't know what they are, then we are failing on so many levels 'cause if we don't know what they are, how the hell are we ever gonna find out. And we're also then held up to all these people that are so beautifully in their passion and purpose and clearly know what they're delivering to the world and it's then another big hunch of, "You don't know, you're not good enough." I've really started to avoid these, kind of, self-help and positive thinking aphorisms and like, there's clearly irony there, Alannis Morissette style, because I am a conveyor of these.

Polly McGee: But, I don't wanna make it that you have to know and I spent, I reckon, 10 years of my life rummaging like a bear in a bin trying to find what my passion and purpose were and I was absolutely convinced that there was something wrong with me because I wasn't able to go out and say, "Today I'm a ballerina and I'm gonna devote my life to this." And I just didn't know, I did so much unnecessary trauma in otherwise— There was nothing wrong with my life and I made all this drama about it in my head and so the thing that we need to realize is that passion and purpose aren't specific, you can't really name or title one, I was looking for a business card, but what I should have been looking for was what made me feel that I was connected at my heart and that I felt love and connection with everyone.

Polly McGee: And that could be 20 different jobs and in this day and age, for most people it's likely to be 20 different jobs and 20 different businesses and 20 amazing ideas that we can execute and deliver on. I very specifically don't talk to people about how I help them find their passion and purpose, which is why the idea of saying who are you in service to, what is that thing that makes you feel like you're in love and not in that quite far invested passion, that that love is so intrinsic and so sustainable and when you can commit that with an action and a being, that's a really good way to think about what your business might be like. And again, I'm not disrespecting those that have come before that have written those books 'cause every part of this is a way of trying to help people. More and more I feel the way that things are written for women tend to make them feel deeper in lack and not good enough, rather than bigger and braver and more compassionate and courageous, so—

Kathy Caprino: I think everybody will be nodding their head, although I am one that talks about passion and purpose, but I talk about it in the same way you do. You know, a lot of people will say, you know, should my job be a calling? Well, you don't get a calling, a calling grabs you. You don't go, "Where's my calling? Calling?" It's like, are you my mother, are you my calling?

Polly McGee: That is so beautiful, I love that. It's so true.

Kathy Caprino: But, to your point, it's how we're indoctrinated, how we're made to feel. You know, I just wanna say this, I think it's when people make it formulaic, that's what you and I have a problem with. It's not a formula, it's for many people a lifelong journey, I mean, you're living your passion and purpose, but you would defy anyone to say here are the ways to get it and you'll get it in, you know, instantly. So good.

Polly McGee: It's not fixed. It's the feeling of knowing you fixed when everything's impermanent. Impermanence is such a brilliant concept 'cause what it gives us is the capacity to constantly be becoming, and becoming is another one of the words that I hold close to my heart because we can always then be evolving, we can always be growing but not growing in a place that we didn't have enough before, but in this world of great curiosity and exploration and finding, discovering, all of those things that make us whole and beautiful, but if you don't ever stop. So, when we have to label a passion or a purpose, we've fixed it and it's stuck and people are so stuck already, so this is where I hear you and I also drop the P bombs all the time, but it's not about, "That's it, done and discovered this one thing you can do forever." It's like, you know, when you say you can serve anyone, anywhere, anytime, anything and it's constantly changing.

Kathy Caprino: I so love it. I have one more question for you. You know, I've read Buddhist Begin, I'm not a Buddhist expert at all, but Pema Chodron, love her so much, but one thing that's been helpful to me and my clients is the idea that when you overly attach to an outcome, which I think is exactly what you're talking about, you suffer. But you know what people I've worked with struggle with, and to be honest, Polly, so have I, like in writing my second book and wanting a great agent and wanting a great publisher, how do you advise and help people with this question? I don't wanna overly attach to how it has to look, but in order for me to muster continually, every minute the energy and commitment and power and bravery to move the thing forward, sometimes that becomes a solidification of how I want it to look, like, "Yeah, I want a great agent."

Kathy Caprino: And I'll just answer my question, but I want to hear 'cause I know you're gonna answer differently. For me, it's become, "I hold out the hope and the prayer that I'll find the right agent," which I have, "And the right home for this book. But I will not try to identify the name of that or when or how it looks or the size of the advance, because I'm only gonna suffer." Does that make sense to you? What do you say when people struggle with "How do I not attach to the outcome?"

Polly McGee: Yeah, absolutely, I'm nodding in gentle and violent agreement.

Kathy Caprino: Gentle and violent agreement.

Polly McGee: I like to call it in a new little word paramount and what I've been talking about lately as fears faith.

Kathy Caprino: Fears faith.

Polly McGee: So we need to put ourselves in the way of opportunity. We need to have a plan and we need to have an intention. There's no problem having any of those things. Like there's no problem having staff, the problem is when we attach to it, so if I'm Kathy Caprino and I have an incredible book and I'm looking for an amazing agent because I know in my good hustle that this book is gonna serve women and this book is gonna change lives and so it's very important, and so I need the best person in the world to take that out there because I want as many eyes as possible and as many hearts as possible to read what I do. That's not about Kathy getting this and Kathy getting that and Kathy having the agent, that's about how is this beautiful service out there in the world and it's a really different way to think.

Polly McGee: For me, I believe— So, certainly and in terms of The Good Hustle, I don't have the arrogance to think I wrote that book. That book came through me, that book was wisdom that needed to be delivered. I was a convenient willing vehicle for that to happen. There's nothing in that book that hasn't been said by a billion people who are a ton times smarter than me, but this is the presentation for the people that need to hear it in my thoughts. So, in that, I have to really resist wanting to look at sales figures and wanting to think of all the things I can do because I have a very, very fierce and strong belief around the purpose of this book and why it's so important.

Polly McGee: And so I will show up to do things to help it and then along the way I will talk to people, I will reach out to people, I will connect with as many people as possible. But I have to

believe that whatever presents is the right thing for it right now. And so, if that was I have my heart really set on getting a particular publisher for it and that publisher said no, then in my mind, my reaction to that would be, "Oh, you're not the right one. You're not the one that is for this book, that's great, that means the next one's coming."

Polly McGee: And it's constantly, so to make it into a broader example now, my belief is that everything is gonna happen whether we like it or not, we can't be separated from our dharma or from our purpose or from our life's work, we can't be, it's inherent. So whatever the product of that is, whatever the thing that we need, we need to be listening to the opportunity. When we're attached to an outcome, we don't hear because we have one single track mind going on saying, "Must have this agent, must have this agent."

Polly McGee: When we're not hearing someone over here saying, "Hey, actually, I've got an incredible distribution opportunity for you." Or, "I've got an incredible business." Like, no, no, shush, shush, shush, waiting for the agent. I can't possibly know with my little limited human mind what is going on out there in that big, complex world we live in and I can't put all of the answers together, so I need to have faith that isn't blind and I need to have faith that it is that I know, inherently, absolutely, unequivocally that this thing I'm doing is right and I think, I love seeing this in people's business ideas. When they get that idea, you know, they know they've managed to take it to the world, the thing I say most is just, allow it to happen. Have contingencies, but be agile, be ready to pivot back around what just happened because the right person is gonna come and you have to be able to see them.

Polly McGee: You know, they often say that a sage or a guru or a god, could be the person at the petrol station, or serving you in the bakery, like, you have to be ready to see them, hear them, and if you have this idea that that person who is gonna be looking like this, wearing this outfit, in this place, you know you might just miss that moment of realization that is gonna change everything. But that's my answer, which is that —

Kathy Caprino: Good. I love it.

Polly McGee: Every time someone says to me, "Oh, I really wanted this, but I didn't get the funding for it." And actually, you did ask me earlier on and I should have answered it much more directly, I'm such a tributary thinker. You know, one of the big impediments for me, but I see them, is getting funding, getting funding to get started up, it's a disaster for them.

Polly McGee: But, not getting funding means that there's often a slowing down, which is perfect 'cause you don't know when you're meant to be slowed down, when you're meant to be sped up, so everything can be seen as opportunity and if you aren't holding tightly, you could put a beautiful, loose, gentle grip, you just take it as that. If your book gets knocked back, books— You know, the person who loves it and sees it will do it.

Polly McGee: You don't get that job, people didn't share your values or see you, but the people that do are around the corner, so that's not being kind of, you know, Pollyanna about stuff, that's actually saying that we can be productive in the use of things that shift us to a different direction.

Kathy Caprino: I so love it. And I wanna tell you, folks, if you don't believe this, I mean, I lived this every

minute from the birth of this book, which was called Brave Up, and then someone trademarked Brave Up, because I didn't and then I felt so gutted and now I'm getting so much better at, that guttingness used to last six months, now it lasts about, I don't know, two days. And then I came with a friend, she helped me find *Finding Brave*, right, and then, I have to say, it's taken a year to get this book off the ground, but the book it will be now is not remotely similar to the book it would have been last year. It wouldn't have been the right book. So, are we saying everything happens for a reason, which people can't stand that sentence, but is that what we're saying? Everything happens for the higher good or for your best good? What are we saying?

Polly McGee: I'm saying that we can't possibly, yes, we are saying that, but I think like, what that's become is like a cliché for people because they aren't prepared to see that they don't know their higher good, they don't know their best interests. Everything happens for a reason. It's really about just having that belief that you don't have to control everything.

Polly McGee: I think one of the reasons we're all so anxious and we're all so uptight in society at the moment is that I think we have to know and do everything, we've got all this information coming at us, we have to must all that information, we have to do all these things. Rather than just allowing it to float on by. It's kind of like a meditation when they say, "The thought will come, just acknowledge it and let it pass." We're not acknowledging it and letting all this stuff in our life pass, we're grabbing onto all of it and then we're personally feeling responsible for things not working out the way we thought they would.

Polly McGee: Now, that's fiction, we're building our lives on fiction and then we're devastated when the ending isn't what we thought it would be. So that's able to kinda go ... It is, we can choose our own adventure and we don't even have to choose, we just have to be on it. If we don't do it all the time, if we just be it, if we embody kindness and compassion and love and bring that to everything, it's just a really nice way to step through life and that can be a life that has what we would see as great material success and great personal success, but we're not attached to that because we know that if we're moving around on the spectrum, we can be as happy or as unhappy, you know, we choose that happiness or that unhappiness and so—

Kathy Caprino: Polly.

Polly McGee: From my understanding, it comes when we're not attached. Now, don't think that I'm not sitting here gripping tightly to everything in the world, I'm as unevolved as the next girl, but I can see what the solution is and my practice is to work every day and just staying with that and having that belief and not trying to make it all happen, but just allowing it.

Kathy Caprino: And wouldn't you agree that we teach what we need to hear. I write what I need to hear. Often my posts are, "Oh, my gosh, I'm feeling so down. I gotta write this." Wow, Polly, I can see how people would walk to your training and workshop. Just listening to you creates a shift, a wonderful, positive shift. Thank you for joining us and where can people learn more, where can we send them?

Polly McGee: Well, let's start by coming to my website and visiting me, which is [pollymcgee.com](http://pollymcgee.com). Like you, I journal incessantly and I journal about I think, what I'm seeing and feeling and

hearing in the world, so you can come along and sign up to my journal, you can look at all the links to buy there.

Polly McGee: If you're in the US, which, hello, you guys, I'll be seeing you later this year in one of my favorite countries in the world. Amazon.com is the link for you and you can preorder on that link, but if you want me to whisper sweet nothings to you on the bus, in the gym, in bed, sitting on the couch, audible version of *The Good Hustle* is there already and I have to say, Kathy, I hope you haven't had it already, had the great fun of the Podium audio book because as you're speaking into the microphone and you're visualizing these beautiful people that you're in this intimate headphone-based relationship with, it brings up hairs on the back of your neck, and I had so many moments in there recording it going, "Oh, I wanna hear this, oh, this is so important, I must pay attention." And I thought I was there kind of like, in a big hug with everyone who is listening to that.

Kathy Caprino: Oh, God.

Polly McGee: So I hope that comes back in the sound, but you can jump on that right away on—

Kathy Caprino: Oh, I'm going to and how can it not? I mean, everything is energy, isn't it, and yours is so delicious and beautiful. Thank you, Polly, I'm gonna listen to this over and over, especially when I'm feeling like, "Wow, I'm attaching, and I need a reminder." Thank you so much, Polly, and I can't wait to see you when you come, this spring.

Polly McGee: I'm not sure that the world is ready for us to be in the same room together. 'Cause when it happens—

Kathy Caprino: Blow the ceiling off the place, aren't we.

Polly McGee: Will be amazing and you know, the only message I wanna leave with you and everyone in this podcast is, you are enough, you are perfectly, beautifully enough right now.

Kathy Caprino: Let us leave on that note. Thank you, my dear, and thank you, everyone. I hope this has given you a beautiful burst of brave and love and enoughness and thank you for listening and I'll see you next time. Thank you, Polly, see you soon.

Polly McGee: Namaste.

Kathy Caprino: Thanks so much for joining us today and please don't forget to check out [findingbrave.org](https://findingbrave.org) for more programs, resources, and tips. And tune in next time for your weekly dose of *Finding Brave*.