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Jaime: Welcome to Eventual Millionaire. I'm Jaime Tardy and today on the show in my office I have the lovely Briana Borten. She owns the Dragontree Spa. She's got quite a few of them. She's been on the show before. She has an apothecary line which has helped my sore leg, really bad, thank you so much. Thank you so much for coming to my house today.

Briana: Thank you for having me. It's been so lovely.

Jaime: Oh, good. So, let's go into – and I forgot it over there, you also just created a *Dreambook*. So, tell everybody what the *Dreambook* is.

Briana: So, the *Dreambook* is a tool that my husband and I created and we really created it to help people walk through all the steps to get goals that they really, really want so their big dreams. They can set them by really first connecting to what's really important to them and then breaking those things down into really actionable things. So, it's really to help people feel like they're having meaningful success, health and happiness.

Jaime: So, what I love about you just as a general person is that you are not woo, woo, you care about visioning, but you also care about super tactical stuff and that's what I was actually really impressed with on the *Dreambook* because no offense we usually get one side or the other. We usually get hey, do you a vision board, this is amazing, who knows how you're gonna get it and then we also have just do your to-do list and you sort of meld the two together. So, tell us exactly what a **Form L** looks like.

Briana: So, thank you for saying that by the way, I feel like it is something that we really tried very hard to combine those things because we do feel like it is the combination of those things that actually makes it work. And so you start off by the connection section like really diving in to what's important to you so not just in one area of your life or another area because it's another thing we do a lot, like we get so focused on our careers that our families suffer, you see people getting divorced, you see children suffering and it's so sad to see because then people get their success and then look around and their life feels really empty.

And so this goes through all of the areas of your life, relationships and your health and your finances so looking at the big picture and setting like really – really, we ask a lot of really prompting

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questions to get you to really dive in to what's really important and then we kinda go through your life purpose and some core values just to have a little guiding light there because if you start setting your goals and they don't align with your purpose or they don't align with your values then we find that people don't feel good about them or they get them and they actually feel bad about their life. No one wants that.

So, I worked really, really hard and now I hate this, great. And I've met so many people that that's happened to like I worked so hard blindly running in this direction and now I'm there and I hate it. So, that's really important to kinda go through that part first we felt like. And then you go into kinda more the craft sections then you start setting goals and you look at all the goals you want and then start choosing some for the coming year and then breaking those down and you break them into projects and then you break those projects into tasks and then every week you put your tasks in your calendar and then we give you a lot of ideas for other ways to infuse your life with what we call sweetness.

Like all of the sweet things like meditation and exercise and family time and massage and those things that really fill you up so that we're not just blindly running in one direction that we're really creating a whole life system that gets our goals in the same amount time as if we were blindly running towards them but infuse everything with a sense of wholeness because it's about the whole journey not just about running blindly and paying attention to absolutely nothing.

Jaime: Great. Can you give us an example? Or actually I wanna sort of go through with an example on how to do this, if they were to do it on their own. I'm sure it'll be way easier if they get the *Dreambook*, but if they did it on their own, I wanna sort of go through like let's have them start asking these questions; let's have them start figuring out what that one would be. Can we do that?

Briana: Yeah, sure. So, I think that the connection section is really something that it would be hard to walk through here because it's very long and I don't have all the questions memorized, sorry.

Jaime: What?

Briana: I know.

Jaime: You made them.

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Briana: I don't remember half of my book. It's fine. But I do think that the first thing to do is just kinda look at the different parts of your life and ask like in three years, what would you really want it to be like? In ten years, what do you really wanna it to be like? What kind of relationship do you wanna have with your partner, one that's just full of exchanges or do you want one that is full of cuddling and long talks and walks and dates away from children because I know that for me, defining how I want my relationship to be is really important to me.

And then defining how I want my income to come in is also really important because I think for me there are a lot of ways I could be making money that don't align with my purpose and I just really got clear like I'm not going to make money in a way that's not on purpose for me because money is such an energy flow, I didn't want it to be coming from a place I didn't feel genuinely connected to. So, we make sure that all of our investments are things that we really believe in, that we're giving our money to things that we care about and we're getting money from things that we believe in. So, I feel like that got really clear for me at least.

So, if people walk through these different areas of their life – there're other ones too like how you wanna interact with your community, how you want your friends to be. That's one of the reasons I started our Mastermind because it's like I want a community of women that's like this. And so walking through all those different areas then you can start honing down, you start to see overarching themes. And so then when you set big goals, you can set whatever you want, but we look at one, three, ten and lifetime goals and then we get people to start working on all of them a little bit, but the one-year goals are obviously what we're focused on in the most part of the *Dreambook*.

So, say you set a goal to, I don't know, one of our goals, I guess I'll just use one of ours because it's easiest for me to breakdown, was to get a publishing deal for our new book. And so working backwards from that, we just started breaking down all the projects. And sometimes we think of projects and they can be kind of big, you know, like one of them was to get an agent and some people –

Jaime: Like get an agent quote/unquote, yeah.

Briana: To get an agent and you think that that's like a to-do list, like a lot of people put that on their list for the week, like I'm gonna get an

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agent. And so then the second part we do is we take all of the big projects that go to that and then break it down into tasks. So, getting an agent isn't just getting an agent like you can't just go do that like how you might hire somebody to mow your lawn, not the same, like that'd be a calling a lawnmower, like you have to actually do a lot of things. We had to write our book proposal which meant – that was a whole other project –

Jaime: Yeah, that's huge.

Briana: Then breaking that down into tasks and then sending it out to all the agents and responding to them and getting back to them and then choosing somebody. So, it was a lot.

Jaime: Can we break that – so, a lot of people care about writing a book and getting an agent too so let's break that down a little bit. Let's say we did get an agent and then in your *Dreambook*, would you write like make a book proposal and then you said you break that down into an actual project and then you're like okay, now what do I do and then you break that down into like what? What did the book proposal project look like?

Briana: So, I had to then write a book proposal and breaking that down really looked like writing all the different sections. So, first I needed to figure out how to write a book proposal so it was like figure out how to write a book proposal, send friends I know who have written one a request to see theirs –

Jaime: She did that. I gave her mine.

Briana: That was very nice of you. And then asking around and asking other people and also we looked in books and other things to kinda see what a book proposal really looked like and then I could break that down much better because I could say oh, I need to write the table of contents, I need to write this section so then each task was actually more like a section rather than every time I sat down to write my book proposal would just be like write your book proposal and I think we all know there's a little resistance when your mind has to think. And so our goal is to –

Jaime: No one likes thinking.

Briana: No one likes thinking. I get it and I agree, you shouldn't be thinking that much because it's just not what you're supposed to be thinking about like there's already so much to think about so that

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hurdle, it ends up being a huge hurdle for a ton of people. And so many people don't get started on things because they haven't broken things down into actual doable tasks. So, instead I would write down like write table of contents, write half of the first section of the first part and then be like write on, like write the beginning of the intro chapter so that every little task was really broken down and I knew exactly what to do that day.

I could just open up my calendar and be like oh, that's exactly what I'm doing. There's almost no hurdle to doing that because I know exactly what I'm working on and that's really the big goal is to get all of your tasks into your calendar in a way that makes it feel like you've already done all the thinking and that's like the other hurdle is getting people to sit down and schedule just once a week like sit down and do your scheduling one time a week, think hard, be caffeinated, whatever you have to do –

Jaime: Caffeinated.

Briana: Yes, yes.

Jaime: More coffee. I didn't even have coffee. Actually, my coffee is sitting downstairs without even being – okay, sorry.

Briana: I was like this is a very –

**[Crosstalk]**

Jaime: I just remembered, oh my, God.

Briana: So, I'll do my scheduling after I drink my coffee.

Jaime: Okay, so what does the scheduling look like though? You said you schedule it, but what does that look like?

Briana: So, what we do is in the – we call it *The Weekly Boot Camp*, and so our *Dreambook* – we have a *Dreambook* and a *Dreambook Planner*. The *Dreambook Planner* actually has a paper calendar in it so you do your scheduling right in there. The *Dreambook* you write down your tasks and then you put them in your digital calendar, which is what I do because I love digital calendars.

So, what you do is you'll take – so, you've already broken down the projects into tasks before and so then you have your tasks on

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your task list and you just take them and put them into your calendar and then –

Jaime: Where? Where do I put them? My calendar is crazy. Where do I put them?

Briana: We need to talk about your calendar. No.

Jaime: So, I use a master schedule and so certain days have certain things, but I don't put the tasks in those days. You're saying put the tasks in the days.

Briana: Put the tasks in the days so you know exactly what you're going to do and an estimated amount of time. You get much, much better at this as you do it because in the beginning people are putting like 15 minutes for something that would really take an hour but you get used to. So, I just really encourage everyone like I know it's hard at first and this is a really normal thing to not have a great awareness of how long things take so just start and you'll get better at it.

After like three weeks, most people are really good at it, after three weeks of just paying attention. So, you put things in and I encourage people to give a little bit more time than a little bit less time so that you feel really successful.

Jaime: Yay, yay, it only took me 15 minutes. Now, I'm gonna sleep.

Briana: Sure, totally, do it. It also makes more time for all of the other parts, you know, for all of the sweetness and also gives you time to just have stillness and that's another huge thing that we advocate is that in this country – actually, in this world now, we just aren't taking enough time to really do nothing. And I'm not talking like nothing where we're doing this; I'm talking like nothing, like meditation or prayer or actually just sitting still. You don't even have to have a spiritual **bench** to it; it can just be sitting and I think it's so important. So, I love it when people schedule things longer than they should be because then you're just gonna sit. I'm like just sit, just sit.

Jaime: I'm the type of person that can't just sit though. I always feel like I'm not productive when I'm just sitting. I don't just sit. I do meditate so I have in my morning routine, I meditate. Like this morning I meditated, but after that, if it's free time I'm not just

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gonna sit. How do we make ourselves sit? What's the benefit of making myself just sit there?

Briana: Well, I think that a lot of times we're moving so fast that we're listening to ourselves.

Jaime: Oh, yeah, that's true about me, yeah, okay.

Briana: So, just having enough time to really listen and a lot of people aren't comfortable just sitting. You could be journaling, you could be meditating, these things are really useful and it just gives you enough time to start hearing that little inner voice that's gonna get really loud.

The *Dreambook* process is all about getting you to think less and have the inner voice get really loud so that you're really clear, not just clear like oh, this person's doing that and that person's doing that like shiny object syndrome all over the place and I get it because that definitely happens to me when I start moving too fast. And so when I slow down, I can start hearing Briana and Briana is super clear.

Jaime: Oh, yes, she is.

Briana: I'm super clear and I love that so that's why I encourage other people to just take time like the more space you give yourself – and it's so funny because I get more done than almost anyone I know and I make sure that there's space for me to hear me which is really important.

Jaime: Okay, this is huge, especially – she's in my Mastermind Group so she knows what I talk about in my Mastermind Group where I need to listen to what I want more than fixing everything else because that's what I'm really good at, but what I love about what you're explaining is that it's getting things done like **David Allen** wise like putting things on the calendar and making sure you have time for the most important tasks and giving yourself a chance to listen to your inner voice, like you don't hear people meld those two things together ever. So, how did you know that this works and how did you come up with this?

Briana: Well, I have the skill of getting things done. Like it is definitely one of my top skills and Peter, my husband, does not.

Jaime: Who is taking care of your two lovely children right now?

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Briana: He's wonderful. He's totally wonderful, but he just would have goals and then not be hitting them but he was really good about making sure that he was dancing and meditating and taking care of himself and I was like well, that looks like fun, I wanna be doing that.

Jaime: Yeah, exactly.

Briana: And so I feel like it actually was our marriage of being together that's really brought this to light for both of us because I help him sit down and break goals down and get things into the calendar and, you know, he's wanted to write a book and get it published since I've known him, since he was 16, which was before I knew him, and now that's gonna happen and it's because I was able to help him move through these steps. And I, on the other hand, have always felt like I have always had a spiritual practice and I've always meditated – well, I mean since I was 16, not always, but for a long, long time.

Jaime: Baby meditation.

Briana: Baby, **so not mine** as a child, this is horrible, but I definitely spent a lot of time doing those kinds of things but I wouldn't always prioritize them and Peter really helped me slow down and do that and the more I slowed down, the more I noticed I could hear myself. And so it's also a lot of practice of me like running fast and seeing what happened and slowing down and seeing what happened; running fast and seeing what happened and slowing down and seeing what happened. And even this year, I've seen more and more of that and it's become so much more clear to me.

The more I'm running full force ahead, the more I am distracted by other ideas, the more I am looking outside for people to tell me what I should be doing, who should I be asking for this, like I need guidance and not to say that guidance is bad; I have a coach, I do get guidance, I do think that's important, but the thing I'm really realizing is that the more and more I slow down the more my inner guidance is pretty right on actually. And the couple thousand dollars I spend on a coach is really just to slow down enough so that I can have the time to listen to myself which is ridiculous because I'm smart, because I'm smart and free, it's ridiculous, I mean free for me. It's awesome.

Jaime: I'm free, I'm free. Why don't I just do that?

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- Briana: Yeah.
- Jaime: Okay, well, so that sounds great and it's one thing to say to slow down; it's another thing to actually do it. So, you know me, right, give me advice.
- Briana: I'll give you advice.
- Jaime: You're right here; slap me. What do I do because I do, I love moving fast. I even told our Mastermind Group, all right, in November I'm gonna relax, I'm not gonna add anything and then I launched a high-level Mastermind and it was like never mind, I'm gonna do this.
- Briana: And we were like what?
- Jaime: I know, it was kinda dumb, but that's what I do. I love doing things and moving forward and when there's a space, I fill it.
- Briana: Yeah, so I get that and I can't even really say that I'm that different. Like I really do love to do things, but I use my calendar like nobody's business and I really am intentional when I'm working. There's no like Briana half-assing work; I don't do that. When I'm working, I really work and I actually really think that most people could get done so much more than they're getting done but they're exhausted because they're not getting enough sleep, they are distracted because they're not listening to themselves and they are having a really hard time just sinking into what's happening because they don't have the practice of doing it.
- So, you're not going to learn how to do that by continuing to do what you're already doing. You have to have these other practices in place that keep you really focused on where you're going because you know it's connected and then you also really know how to sit and be focused. And that, it's like ninja skill, like I kinda feel like –
- Jaime: Just what we all want ... ninja skills.
- Briana: You want ninja skills. And ninja skills don't come from just like moving forward all the time. Ninja skills come from the rest, you know, like all ninjas meditate. Oh, my God, I wanna write a book that's called that. Don't steal that – All Ninjas Meditate.
- Jaime: All ninjas meditate.
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Briana: It's just true though, you know, you have to learn how to hone your own focus and hone your own skills. Actually, I had a Tai Chi teacher who was such a badass. I loved him so much. Oh my, gosh, can I say ass?

Jaime: Yeah, I just did. Do it anyway.

Briana: Okay, he was amazing and he always has us be in the horse stance, the really low Tai Chi horse stance and he was always talking about it's about working and relaxing at the same time and it's the mix of those two things that really gets you to be able to have, to be able to play with energy, to be able to have your focus, to be able to have that much power and you can bring that into everyday and that's really what I see people lacking actually when they're kinda like doing this and they feel like they're getting so much done but they're really getting a lot of unimportant stuff done, not important stuff.

And so I say focus on the important because you know it's attached to something important, like not just randomly important but actually important, and then really have that work and lightness at the same time. Like you're working and relaxing at the same time and it's that relaxing that actually helps the work move forward with more flow, more ease and more power. So, I think it's not really – like people think like oh, I should go play because that's what I read in a book, but actually, that gives you more power and you can't just keep running forward in a really productive way.

Taking those breaks actually is what makes people more productive, I mean science has proven this. I mean, I think I'm brilliant, but it's not really my idea. I took it from science, darn it.

Jaime: I took it from science. Well, I think that's interesting. I'm gonna say the scenarios that I do and you tell me if I'm doing it right.

Briana: Okay.

Jaime: Because when I was writing my book I would go – I love being by the water so I'd go, I mean I remember doing a Mastermind –

Briana: I know.

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Jaime: – while I was writing my book with you, and so going to do that or going to a coffee shop and finding an amazing cup of tea and then going ah, or **[inaudible] [00:20:58]** so I try and give myself the little sweetness as I'm going through and then I go okay, hardcore, like get it all done with and then do little sweetness in between. That way I have little things to look forward to. Is that how we do it?

Briana: That's a great way of doing it. That's a very great way of doing it. And I think that, just like you knew what you were doing, right, you weren't like today, I'm going to get more traffic to my website, which is not a thing. It's not like a thing that you can do; it's not a task.

Jaime: Open the traffic God, yes.

**[Crosstalk]**

Briana: Yeah, I'm not afraid of traffic, God. It's a project, right, so you would either break that down and have it as your things and the reason for this even more, and this kinda goes back to what I was saying before, is just when you don't have to think and you can just be super clear about what you're doing, you have so much more energy there. You haven't had to take that hurdle to figure it out and you have the energy so that then when you do take those breaks and you come back to it, there isn't a jam up and the jam ups are where I see people, like there's more energy lost there.

So, you were saying I would go to the ocean or go to a coffee shop and I would really settle in to your body and into what you were doing and then you can just powerhouse do it and then take a little break and then powerhouse do it, totally makes sense. And it's about creating that kind of energy in yourself and everyone is different, you know, some people that means going to the ocean, some people that means going to play Frisbee in between, some people that means hanging out with a friend.

For me a lot of times, it's chats with girlfriends and it's actually something that I realized about myself, chatting with my girlfriends is not a waste of time. I'm telling you that now.

Jaime: I agree, thank you.

Briana: But I mean during the day, sometimes my breaks will be checking in with a girlfriend like hey, how's it going, how's your heart

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doing, asking those kinds of questions because that's a break for me that feels really nourishing, you know, chat with a girlfriend and isn't a distraction.

Jaime: How do you identify – so, in between breaks too, I will text. I have lots of friends I love texting, text you random hearts a lot, so how do I determine if that's a good thing or a distraction? So, I use it during breaks mostly. Mostly, depends on the day, but mostly. How do I know that that's the nourishing part and that's not me just being in front of my phone being like hey, how're doing?

Briana: Well, I think you've just determined it for yourself whether or not it is because for some people it definitely wouldn't be. It's not nourishing for a lot of people to receive texts, to give texts, to communicate outwardly. For a lot of people, it isn't nourishing because they're not extroverts; that's just not nourishing for them and so I think it's a very individual thing and I think the more intention you have around it the more nourishing it will be and the more clear you are about it. Like for you to just randomly be texting people without the intention of oh –

Jaime: That's my little special – see, okay.

Briana: Special, special.

Jaime: These are lovely. That's actually a really good point because sometimes I feel bad. I'm like oh, I shouldn't be texting right now and maybe that's a distraction, but if I know – and I do think it's nourishing. That's what I do when I want to, like it's my thing so apparently it's nourishing for me. But I never self-identified as that so self-identifying and going okay, I can do more of this and this gives me more energy instead of taking it away. That's kinda hugely important, okay.

Briana: And also making sure that you're clear about that's what you're supposed to be doing when you're doing it. And that's a huge part of calendaring because if you have whatever you're supposed to be doing in your calendar then while you're doing it, you know that's what you're supposed to be doing. And when you're not doing it, you know that's not what you're supposed to be doing and this is huge for all the moms with kids out there.

And dads too, I don't know why I said moms; moms and dads with children, very important because I think that there're a lot of oh, I

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should be with my kids right now or I should be working right now while you're doing the opposite thing and you just shouldn't be. If you're at work, you're supposed to be at work, like work and quit feeling bad about not being with your kids.

When you're with your kids, don't be working like you're not supposed to be working when you're with your kids. Don't do it and don't feel bad about it. You just need to get really clear that when you're doing what you're doing, that's what you're supposed to be doing and you decided it. No one else decided it. It's like taking your power and putting it right back where it belongs. All of this is up to me and I decided this.

Jaime: I picked this.

Briana: I picked this. Live with it.

Jaime: So, it's like I chose that I'm gonna be texting right now because it nourishes my soul and then you do it. It reminds of like I have kids, you have kids, right, they pick an outfit themselves and then they're like I don't like this and you're like you picked it, I don't know what to tell you. You picked it, but I think that's something that I had a hard time, especially when my kids were younger because I was like oh, I wanna be with them and now I'm very into when I'm with them, we hang out to nth degree and then when I'm not, I work my butt off trying to get as much as humanly possible done but now it's all calendared so it's easier.

But the problem that I have been calendaring, or at least in implementing I think what you're suggesting, is I like having open space to do things in general so putting something on my calendar feels a little too rigid. So, I love having – and Wednesday, Thursday and Friday I usually try and do no appointments. That's why today I have like seven calls back to back.

Briana: So many.

Jaime: She's like yeah.

Briana: It's ridiculous.

Jaime: I know, I'm sorry, but I try and have open space but putting things in my calendar will make me go like this so I don't wanna put my tasks in my calendar. Look at your face. She's like oh, my, gosh.

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Briana: I can't even talk to you right now. No, I get that. And I think that that is like a lot of us have an authority issue complex.

Jaime: Is that what it is?

Briana: Even with ourselves. We're like don't tell me what to do and you're like you're the one telling yourself what to do you weirdo like this is not an authority. Like you are your own authority, but don't resist your own authority. And I see that actually a lot and I have space on my calendar, don't get me wrong. When I hang out with my kids, it doesn't actually say hang out with my kids; I just know that that's what's happening then. I used to actually write that kinda thing in my calendar like go home, don't work because I needed to.

**[Crosstalk]**

Briana: I actually really needed it. So, now I don't really need that like at the end of my day, I have space for my family. Unless we have something scheduled, I don't have it in my calendar. So, I'm not saying never have space, but I do think that tasks that you're talking about, if you do put them in your calendar, it often gives you a little bit more sense of purpose and also helps you get those things done in a more efficient time because I think a lot of times when we don't put things in our calendar, there's this tendency to be like so today, I guess I have to do that, what should I do first.

So, again, there's that hurdle and there's that time being taken away from you again and it's not like you can't rearrange things. You actually are the boss so you can –

Jaime: I am?

Briana: You are. You can just change it, you know, and so if it doesn't work for you that day and you feel like you need to change it, change it, but I think that we kind of have this pretend thing that we do where we're like I don't know how my day's gonna go. Well, you kinda have a pretty good sense and if doesn't go that way then you change it.

It's not like you can't change your calendar; you definitely can, but you just get to start playing with the idea of what if, I mean I just say try it, just try it, just try putting those tasks in your calendar at a certain time and doing them and then seeing if A.) It gives you

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more time, B.) It gives you more freedom and gives you more space for the other things in your life.

Jaime: Yes ma'am, I will do what you say. She's right here. She will totally hit me.

Briana: I would never hit you. I'm very afraid of you.

Jaime: Yeah? Yay, good, it worked. So, what about things like okay, so you tried to get an agent but then you don't know when that's gonna happen. So, you do all the steps you need to do and you send things out to agents and what happens if you don't get an agent like there're other people that determine what your tasks are?

Briana: Right and so like my tasks for a whole week wouldn't include the end result of getting the agent because getting an agent just takes longer than that.

Jaime: Exactly.

Briana: And so it does include following up with those people so you can put as much of that back into your own lap as possible like take back as much control as you can, make sure that you know who you send them to, who've you gone back to, all of those things so that you can really be the most efficient you can be about getting your goals. And then, yes, of course, you don't know when the agent is gonna come but hopefully getting an agent isn't the only thing on your calendar.

Jaime: That's the only thing I have, the only thing I'm doing.

Briana: My only goal.

Jaime: My only goal.

Briana: So, twiddling my thumbs while I wait.

Jaime: Yeah, I'm like because you're never gonna make any money selling a book.

Briana: No, you're not so –

Jaime: Tell us about how you got your agent though because just to finish out the story because you did get an agent –

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Briana: We did get an agent.

Jaime: – and you got a deal.

Briana: Yes, we did. So, we got a book agent and we had a few offers. I really liked our agent. He was amazing. And, you know, you send it out; 70 percent of the people said no, which is a lot.

Jaime: That is a lot. I've like never been said no to –

**[Crosstalk]**

Briana: I know, me either, I was like really, okay, but I'm nice.

Jaime: I know.

Briana: Why would you ever say no to me. So, we started working with him and he was just on it right away and sending our book proposal and getting it out there and then we actually took it back, the book proposal back, because I told Peter that I really wanted him to write parts of the book and he was like this book proposal is under your name. And I was like okay, let's take it back. So, we rewrote the book proposal to be by both of us because he really is such a huge contributor to it. He would have written half of it anyway so it's probably good that his name's on the cover.

Jaime: Good thing we put our name on it.

Briana: Yeah.

Jaime: We'll put his name.

Briana: So, we took back. We rewrote it a little bit just to include him and some more of his philosophies and then sent it back out again and, again, was told no so many times it was shocking and that's the thing about life, right, like anytime you're going for something big, you get told no a lot. I really am just now getting used to it and –

Jaime: It sucks.

Briana: – I've been told no a lot.

Jaime: It really sucks every time. Everybody's like oh, you get used to it. I had interviewed Amos Winbush III who was like I was in song writing and stuff like that, you get said no all the time so you get used to it and I was like you got used it like how many times does

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that have to be and he's like thousands. So, I was like oh, I'm not there yet, okay, great.

Briana: I'm real close. I'm real close. I'm almost used to it. Between that and getting our apothecary line into retail, you just get told no a lot so I got told no a lot. And then eventually we had a couple different publishers that said yes and it was amazing and I was like yes. So, now we're writing the book.

Jaime: Oh, that's awesome. Yay

Briana: And so now we're –

Jaime: – and you're putting it all in your *Dreambook* and in your calendar I'm sure.

Briana: Yeah, obviously, yes.

Jaime: So, wait, so okay, so and when I had David Allen on the show, it was one of those things too where I read his book and I was like oh, my gosh, this is amazing. I know that you do your whole plan but I might implement one or two pieces and then forget about it a week or three weeks.

Briana: Don't do that.

Jaime: Well, come back over and tell me. That too, she was in Boulder, not in Austin. So, how do I make sure that they become habits of doing this instead of just going oh, this was fun for two weeks and now I'm not doing it?

Briana: Well, I think that it really takes commitment. I really ask everyone to just commit to it even just for a month and I think that you'll see the difference in your life in a month, to be able to say that's something I really wanna do and it's something I wanna continue doing because it gets richer and richer as you go like the more you really nail down the way you see time and space and you are able to create this really pretty quickly, but if you just do it a little bit like once a week, you might as well as just do whatever you're doing already. You're not gonna do.

I mean I just think that it is a whole system that works really well together and everyone will do the system a little differently, which is great, everyone should do it a little differently because we're all different people. And so do it your own way but just do it fully.

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You will not ever get the full out of anything that you give half-ass to, right, so do it fully and commit to it for a month and then see how it is for you and then tweak from there if you need to. But if you become a member in our Facebook group, which is free if you have a *Dreambook* –

Jaime: We have a Facebook group? I'm not a member, no.

Briana: That's really sad.

Jaime: I know; I'm not a good friend, I'm sorry.

Briana: Yeah, we have a *Dreambook* Facebook group that's free for everyone who has a *Dreambook* and people in there are talking like oh, this is hard or this is hard and I need help with this. And so Peter and I go in there and also people just help each other. It's really nice to see so learning how to move forward is a group process too in there.

We also have a membership site on our website that has videos about walking you through things so if you feel stuck in a section, you can watch the video and move forward and then other things in our membership site like we have some guided meditations for people to do and just other resources so that people really feel like their connected to it and can move forward. There's a place where you can sign up to get weekly reminders to do your boot camp.

Jaime: Ooh.

Briana: So that people –

Jaime: I'm gonna need that.

Briana: – yes, yes.

Jaime: Thank you.

Briana: So, just making sure that people are moving forward. My point is not like – I care very little about just creating a plan that nobody actually uses. I'm like I really wanna see people getting what they want from their lives and having them be really connected to their souls and that magic, like we did everything we could to make it as clear as possible and as easy as possible for everyone who's bought one and I would literally get on the call with anyone who

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was having a hard time because I'm like you have to get through this because there are hurdles.

Everyone has hurdles when it's something new and I was actually talking to a teacher at **Sabina's** school the other day and she was talking about how Sabina doesn't like to do something and she was like but it's because it's hard because it's new and everything new is hard for everyone always. And I was like oh, my gosh, you're such a smart teacher.

So true, right, everything is hard in the beginning but it gets a lot easier and you begin to see oh, it's really great that I can add, it's really great that I can read, it's really great that I can use the *Dreambook*, right, these things are things that you have a hurdle but once you do them, they're really useful.

Jaime: Oh, and I love that it's not just about selling a bazillion *Dreambooks*; it's like okay, no people, you have to actually use them.

Briana: Right.

Jaime: Who knew, right, that you actually care enough to have people actually use them which is awesome. So, I know we need to start wrapping up because apparently time flies really fast when we're hanging out.

Briana: So true.

Jaime: I already knew that. I know. So, tell us where we can get a *Dreambook* and all that and then I'll go into the last question.

Briana: You can get a *Dreambook* at [dreambook.vision](http://dreambook.vision).

Jaime: Ooh, you have a .vision?

Briana: Yeah, right.

Jaime: Oh, wow, that's a lot.

Briana: It's interesting.

Jaime: I really – [eventualmillionaire.vision](http://eventualmillionaire.vision), okay.

Briana: I love vision, so good.

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[Crosstalk]

Jaime: So, I'm gonna ask the same last question I asked you last time, which you probably don't remember, and I didn't give you a heads up because we were having mic problems so –

Briana: Okay, I hope I do as well.

Jaime: Ready, go. What's one action listeners can take this week to help move them forward towards their goal of a million?

Briana: Can I say buy a *Dreambook*?

Jaime: And no, you can't say buy a *Dreambook*.

Briana: Just kidding.

Jaime: No, no, but that's what I'm supposed to say like don't say buy a *Dreambook* because they're already going to and go ahead.

Briana: I would say that really I think connecting to how and what that is for you is so powerful and it's not just something that I feel like people should do just to feel good and all those things. I actually think that when we align our purpose, our intention, our values with our money, it's really very powerful to say like I am going to make money in this way because it feels aligned with who I am, my purpose here on earth and getting those things to go in line together, I think that money will flow through that line if you're calling it. Some people don't call money to come so call money to come.

Jaime: Come here money.

Briana: Come money, come with this.

Jaime: How do I do that?

Briana: Yeah, come with this. A situation like some people are really attached; they have all their attachments like making a lot of money is bad and I don't wanna be one of those people. I don't think you guys have that because you're listening to this show.

Jaime: Exactly.

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- Briana: You're already calling money which is great. I just think making sure that everything's in alignment is kind of like getting your ship sails to go with the wind, right, it will take you there faster because your intention is really behind it and I think that that's really important.
- Jaime: I think that's an amazing analogy with the ship sails so we're trying to get that back in place and the *Dreambook* will help with that. So, how do we get on that Facebook group and all that fun stuff?
- Briana: So, once you buy a *Dreambook*, you actually get sent an invitation, which you definitely got.
- Jaime: I did? What if you lose the invitation, an email invitation?
- Briana: You just email us and we'll get you another one.
- Jaime: Okay, whew.
- Briana: It just has your login information and then you go in and it has the *Dreambook* link and the Facebook link in the *Dreambook* membership site so you can just go from there. So, once you buy one, we get you all set up so that you can just continue the process. If you already have a *Dreambook*, make sure that you join us in our *Dreambook* Facebook group. It's a really lovely group of people.
- Jaime: I even bought one for a friend for her birthday. Just so everybody knows, I'm just saying, it was one of those things because for birthdays to me, they matter but I hate getting like little random things. You know what I mean? Like oh, I gave you a plant or something like that so something that they might actually use.
- Briana: That was really, really awesome, thank you.
- Jaime: I know, you're like yay, I was part of a birthday celebration. Thank you so much for coming here in my house in general and for being on the show again.
- Briana: Thank you, it's been so much fun. I love it. You're awesome.
- Jaime: All right, we're done. Stop record.

**[End of Audio]**

**Duration: 39 minutes**