

PLEASE NOTE: This is a machine transcription. Some punctuation and spelling weirdness are to be expected.

Cindy

Hey, it's Cindy, and you're listening to the Tiny Course Empire podcast, episode 119 I'm really, really excited about today's episode it's an interview that I recorded several weeks ago and I've kind of been itching to get it out to you ever since because it's so good but I promised I would wait. My guest today is seriously one of my favorite people in the whole world i've known her for probably a decade, and she's one of those people that just really, really brings out the best in everyone she's kind, she's compassionate, and she just really loves on everybody. And she's a super, super smart businesswoman she's written several books, she runs multiple companies she travels all over the world to speak and to teach new entrepreneurs how to create a business that they love. So with that, I'll just remind you that you will find the show notes for this episode at TinyCourseEmpire.com/119 and we will get on with today's interview because I know you are going to love it.

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Cindy

All right, welcome everybody to the Tiny Course Empire podcast i am here with my guest, Rachel Marie Martin, and I could not be more excited to talk to somebody today because Rachel's got just a ton of insights that are going to help you grow your business because that is what she does, among many, many, many other things. One of the things I'm going to let you talk about yourself, but I got it i got to just ask this question first.

Rachel

Rachel, I'm ready.

Cindy

You and Dan, you have 11 children between you.

Rachel

We do. We do 11 right, right it's more than two hands.

Cindy

Yes. How do you manage to write books and do podcast interviews and run multiple businesses and travel and do how do you how do you do all the things?

Rachel

I would say it's the season that we're in the, the youngest one's 14. So, but you know, I started in this online world when the youngest was a baby, yet actually he wasn't

even born. It's really to me, I'm so grateful for the space that we get to work in because sometimes I think I'm not cut out for corporate America And the alternative would be working somewhere else where I, I don't get this freedom so I, I just, we just look for the time, the little slots in between to do what we need to do. And that's how we manage it and you know, you, you wake up and you deal with the life that you have in front of you so we just know we're busy right now and we talk about the day when the last one graduates quite often.

Cindy

So that's funny, I have AI have a coaching client right now who does not have small children at home. She's a little older than you are, but she runs around with her hair on fire all the time and I've just decided that's how she likes it.

Rachel

I like that, you know.

Cindy

I think that's, that's how she prefers to live her life. And I think some people are like that, you know, so so when you say when the kids are grown, when the last one is is out of the house and gone to College in in four or five years now you're like, yeah, we're going to slow down, but I bet you won't.

Rachel

I don't think so knowing Dan, there's no way.

Cindy

Because you launch another business.

Rachel

Probably i think he looks for a project at at about 2/3 through a project his brain is already on to the next project and the next one beyond that. So I'm sure there's a list of projects, whether it's business related or something in the house, there's always or he.

Cindy

Wants to put a vaulted ceiling in the garage.

Rachel

We do have a very cool garage let me.

Cindy

Tell you I saw the YouTube video I'll I'll link to it in the show notes for anybody that wants to watch. Dan put a vaulted ceiling in his garage, which is totally not something I would ever think to do, but.

Rachel

It's gorgeous, it's cool, it's.

Cindy

Cool it is. It is.

Rachel

I love him for it i love him. At first when he was cutting the hole, I was like, what are we doing? But it's done.

Cindy

Are you sure that's safe that was my thought, yeah. Can you do that that loud? I don't know.

Rachel

It's true.

Cindy

Ok, so I got, I got way off track because I'm a terrible interviewer but tell me, tell me about yourself, Rachel tell me about your what do you do and and because I like, I've known you forever and I know what you do, but what, what do what do you want other people to know about what you do? Like what you think?

Rachel

Well, lots of people are fascinated that I get in the category of an OG mommy Blogger i get in that whole world that's like the big pitch people love that i've been online since 2005 but I always tell people, I grew up techie so I grew up in Minneapolis, and I remember my dad buying a Texas Instrument home computer from some guy's house this is way before Best Buy existed at this point. And I remember going in and we were in a kitchen and on the top of the cabinets where there should have been like a soffit, there were monitors, very large monitors, let me tell you. And I remember him picking one out and we get home and then he taught me he handed me a book and it was how to code and I sat there and did all the coding and if you make a mistake, all the screen like moves backwards and I think I programmed a ball bouncing across the screen. So I, I like to think that I have these three parts to myself i grew up where technology was the coolest thing my dad, like I remember when he got the computer game missed and it was like this first place person game and I, I was fascinated with it and in the world of Nintendo and all of that. And then I also liked to write and I like to speak so there's the second part and then in my life, I remember hearing a speaker once when I was in a really hard place in life who encouraged me, who like gave me this hope. And that was, I always call it like the trifecta i thought that's what I want to do. And so I was in the right place at the right time. And I started a blog in 2006 right after like the Yahoo Groups era i'm going to call it the the, the, the Renaissance of the Rahu Yahoo groups because people be like, we like your writing maybe you should start a blog. Started the blog, didn't know where it would go, but I loved it and I found I could connect with people. And in the process of starting it, I figured out my voice. I figured out what I love to do i figured out I loved the business side, the techie side, the the growing a community side so along with writing, finding joy, my husband Dan, who we've talked about the vaulted ceiling guy, we started our own company, Audience Industries and started teaching and training other bloggers, entrepreneurs, podcasters. How do you turn what's a hobby into a full time career? And now 2024 and I've had that my third book coming out, my Facebook page is a pretty powerful beast. I'm really proud of it because one of my things I always talk to people about is there's this you have to start to get to be able to Share your story and my first Facebook post ever for finding Joy was I guess I'm going to give this Facebook thing a try. And I'm like, how could that be so perfect i've read like people's first tweets before, but I'm like, this is so perfect for me as an entrepreneur. And I look back now and I'm so grateful for that person that me all those years ago that decided to have the courage to try something that was was an early adopter of Facebook pages at that point. And that has led to where I am now.

Cindy

That is that that I guess I'm going to give this Facebook thing a try is just I know it's just like iconic, isn't it like because let's talk about your Facebook. Do you have like a million what?

Rachel

I do. I do I have almost 11 million people that follow it and I tell people a lot it wasn't like an overnight it was, it's been since I think 2011 so it's been a slow, steady growth. I've never paid Facebook, which is part of what I talk about a lot I've never paid them Facebook actually pays me now to produce content, which is an awesome thing.

Cindy

That's a sweet gig if you can get it.

Rachel

It is, it's amazing at first I'm like, is this legit? And sure enough, it is. And I'm really, really grateful for that but I I also look back and I think I have put in a decade of work into building this and helping Facebook grow as well so.

Cindy

I I enjoy that. It wasn't like you didn't put the work in.

Rachel

Right, right.

Cindy

So, So what do you, what's your, you know, community building is something that that we're talking about a lot inside my group inside 6 figure systems and, and something that that I talk about in terms of, you know, because I teach people how to market their coaching and their their course business, right and building a community is a large part of that marketing, making those connections with people so how do you like, like, what's your secret there how do you how do you stay connected to a million plus people? Well, why do people love you so much, Rachel?

Rachel

What is that? I try to be, if you were to meet me on the street or if you met me, you know, at a conference, I try to be who I am online is who you would meet in person. So I really try to that authenticity part is that's like the greatest comment I get is you're exactly who I thought you'd be or you look like who I thought you would and I really want that because I think social media kind of distorts whatever what that expectation is. But beyond that, I've always thought of each person that's clicked like or that's that's answered something. It's I value that person i know that when somebody leaves a comment, they are taking time out of their 24 hours that day to write something and to share it. And not that I can respond nowadays to every comment, but I really do try i try to go in there every day and write back something, sign my name and and a real comment not like, thanks so much. You know, sometimes that's what it is, but other times I'll listen to what they're saying and I'll reply. And I learned that part long time ago, probably a decade ago when Twitter was really, I was really into tweeting and stuff like that and there was a gluten free company that produced it was like a Lunchable, but it was gluten free and I loved it loved it because I was traveling a lot and I would tweet them all the time saying I love your product, love your product. And I never heard anything. And it was probably after the eighth tweet where I hadn't heard anything and I was at

Target and I looked at it and I thought, I'm not buying it because I was annoyed i was actually frustrated i felt like, well, I don't really matter to them in the scheme of it. And that changed things for me. I wanted the people that took the time out of their day for me to appreciate what they're giving me and it be that type of relationship versus me i was just wanting to either take or give. I, I wanted it to be this kind of relationship versus just I, you know, just me speaking at them all the time.

Cindy

I love that. I was thinking as you were, as you were telling that story, I'm thinking one of the things that I really admire about you and then I think a lot of people admire about you is your willingness to just be like you said, who you are. Like that's, I feel like that's what really makes the connection, especially in the with the mom audience about, you know, this is hard. We we have a hard job. And it doesn't look, you know, there's so many influencers out there who will show you all of their fancy cars and their, and their beautifully organized pantries and their, you know, beautiful homeschool schedule and everything is perfect and their kids are dressed and their hair is combed and everything is, you know, exactly as it's supposed to be. And that's a really high bar for people to live up to. And meanwhile, you're over here going, yeah, sometimes my life sucks it's.

Rachel

True, because we all have it.

Cindy

Yeah, exactly everybody's life sucks sometimes, right? That woman, that woman on on tik tok, her pantry does not always look like that. I guarantee it.

Rachel

Yeah, you know, but.

Cindy

You're the one that's out there saying it and and I think people, people love you for that.

Rachel

Yeah, I, I, I remember in twenty two thousand eleven i had the first thing that ever went viral. And it was, there was two things that went viral that year one was to the bottom to the mom who doesn't, dear mom who feels alone. Because I felt alone i felt social media was making me feel more lonely than ever, even though we had more friends. And the second one was dear mom who feels like she's failing. And that one I had to put a picture of just dishes in my sink. And all these women wrote in like, thank you so much for your bravery and sharing. And I thought, oh, we all have dishes in the sink at some time or another. It's not that they stay there. I just wanted to share that moment where you feel, oh, I can't do it. And then I never wanted to leave people like in that kind of place. My, my whole goal with my writing, which is the community thing, was to, to meet them where they're at, which, you know, from a business standpoint, you're identifying the problem which I would be dealing with. And then to offer encouragement to, to let them feel heard and then to offer a solution. And sometimes the solution might be, you know, gratitude, or sometimes it might be go for a walk or sometimes it might be watch Netflix. But there was something.

Cindy

Awesome, I love that. So that's how you build such a loyal community. You be real with them and you let them be real with you. And don't, you know, don't always,

don't always feel like you have to present your your most perfect facade, I guess.

Rachel

Yeah and I think it's also in listening to them because it's not like everybody would always the written word can be read and interpreted differently. So if somebody was to come back and they were a critic or they were annoyed with it, I learned that a lot of people would get defensive or annoyed back or block and I thought, you know what this is, again, a person taking time. So not if they're going to be mean or be mean to other people, they were out but a lot of times I would just meet them where they're at and engage in a conversation. And that to that one strategy of like, OK, I just I really want to hear or you know what, thank you for pointing it out let me hear it. Let me hearing in a different way. I, I also think that took the facade off from it just being a page to a person or where that person felt, felt heard. And then I would learn stuff too, like, oh, maybe I should change that phrasing again or, and other people would observe that so that now on the page, which is amazing to me, there's rarely, rarely any drama.

Cindy

So you said something about the written word. So much of what we see on social media and in marketing today is video. It's it's all video or audio is, is kind of the second tier, right we're podcasting. Audio is, is important. But written word or written content I feel like has kind of been pushed aside are you still embracing the written content do you still think there's room for written only content in the world because I don't think you're are you on tik tok?

Rachel

I'm not no, yes, absolutely, because here's why I know is I will read the transcript of a podcast or a video on YouTube, often times more than I'll watch it and that would that's like my insight that we do we still do consume written word and I really believe that the written word can you it's easier to have long form content that

people can put down, You know, a video, very long couple hour video it's hard it's hard like you don't stop a movie in mid movie every but like a book or an article or something that you can put it down. And the other thing I really love about it is it's so easy to still share it. I mean, you can share tik tok or you can share all that, but you can hand somebody a book or you can buy somebody an E book and Kindle and all those ebooks. As much as Audible is growing, I, I would say in sales, Kindle and the audio book, they're on their own tier they're neck and neck, but the actual book is 75 to 80 % of all of the sales, which is.

Cindy

That's fascinating.

Rachel

That tells me a lot, people.

Cindy

Want fascinating yeah, people people are still reading content. So what would you so one thing that that that my audience struggles with a lot is putting themselves out there and being seen like they want to hide behind the the laptop screen they don't want to they don't want to put their face online. They sure as hell don't want to be on tik. Tok no way. They they mostly don't want to start a YouTube channel. They really want to they want to be behind the scenes. So that's obviously not you. So what advice do you have for people kind of to get out of their comfort zone and and be more visible as the face of their business?

Rachel

People are always looking for the face they want to, you know, you go to a company and you click the about, who are they what do they do why do they believe that? And that's really important there's a coffee shop here where they have their about story on the wall. It's giant and every time I go in, I read it it's fascinating to me and it creates that connection where I think I'm going to go there because I like what they're about. The part about uncomfortable is one of the things that I've embraced is pushing the limits of uncomfortable. Like the more that you stretch that uncomfortable, what used to be uncomfortable, maybe putting the picture on the website or making the video. If you do it again and again, all of a sudden that becomes comfortable and but you don't get there unless you kind of sit in that space of uncomfortable and be OK with it like you have to be OK with being a beginner be OK with that that video out there. The other thing I always say though, is, you know, push yourself, but but know where your audience is. Like if tik tok isn't your thing, maybe it is written word and maybe you figure out the best way to do that or YouTube shorts or all of that. There's a Blogger that I like. I think it's Sean of the South that he uses all written word and one picture and that's it. That's it. I still read his about, but I love what he writes so I always want to encourage creatives and entrepreneurs. What do you love like, you know, in the beginning of the podcast I said I like technology. I like to write and encourage, and I wanted to be the spark of hope. And so when I figured out that secret sauce, that's where I invest my time because that's what makes work fun even though there's still work, there's still that element of like, yes, I love to do this, but if you want to be visible, you have to be willing to be uncomfortable to let yourself be visible.

Cindy

That is so true that's so true in my own experience, the things that, you know, the things that I was uncomfortable with a year ago or three years ago or five years ago are not the, those are, those are my comfort zone now. You know, if you had told me, if you had told me five years ago, you're going to get on, on a, on a video call, you know, once a month with, with 500 6 figure systems members and teach them something live, I would have been like, Oh no, no, not doing that live can't do it live now i do it all the time. It's like, you know, whatever, log on 5 minutes before and I'm ready to go, you know?

Rachel

You know, what's interesting about that is the no, before I I have the simplest example for you about like that no part is. So Dan likes to on January 1st, he likes to jump in the lake, the polar plunge thing to start off the new year. And so it's no, I don't live in Minnesota, so there's no like paramedics so this year on January he's like, I'm going to go jump in the lake who's going with? And most years I'm like, absolutely not, I'm not this year i chose a word for the year and it's confident and I, it was like in my face i thought you have got to go on that jump so I, I go with and the entire drive there, I am like, I don't want to do this i don't want to do this i don't want to do this and, and I started asking myself, well, why don't you want to do this? And my answer was because I don't want to be cold. I mean, it was so weirdly simple and I was like, Oh my gosh, you are stronger than cold. You are stronger than cold.

Cindy

So I end up.

Rachel

Right, a little cold, right. So I end up going getting there, and it was awful it was cold it was like, whatever, I didn't like it. And I go under and then I come up and I'm so cold that I fall back in, which makes it even more ironic. But then I was only cold for maybe 10 minutes. And after that, the power of accomplishment was huge. I was like, yeah, I did it and I want, it motivated me to want to do something else, which I've applied to business is there's so many times where I'm like, well, I don't really want to do it because I don't, what if I don't, what if I say the wrong thing or what if I the lighting is wrong or I have all these little excuses, but they're the same excuse quality of I don't want to be cold. And so that's what's helped me, you know, and keep pushing in that moment.

Cindy

Oh, that's awesome. I love that. I love that. Yeah what what are you what are you really resisting i think when you when you break it down to that, the the the other way that I've heard that expressed is what's the worst that can happen.

Rachel

That is Dan's thing.

Cindy

When you really think about what the worst thing is that can happen, it's like that's nothing.

Rachel

Yeah, He asks, what will you and my kids are? All the kids will do it now he'll say, well, what will you regret more? And I knew on that January I would regret not doing it. I would have I, I actually envisioned driving back after everybody else had jumped in and I didn't do it because I had that experience before. I wanted to be the one that was cold. I wanted to be the one that experienced it.

Cindy

Yeah, that's awesome i love that, love that. So when Speaking of of these kinds of things and getting out of your comfort zone, when I asked what topics, you know, you want to talk about on the podcast, one of the things that came up was audacious goals. And you have a thousand mile goal something about a thousand miles what's how's that? What's that about?

Rachel

Ok, so in in 2022 I decide. So I'm a runner and people have seen that I've run i've I've my daughter started in Space Force i ran with her so she'd be ready for basic training. So in 2022 I decided that year I was going to run the distance from my driveway in Nashville to my parents driveway in Minneapolis. And I decided that because it was just COVID still was happening, I needed to know in my brain I could get there if the world went crazy even worse, like I could make it to their house. So I broke it down i started running and it was not eight hundred ninety nine miles and it was, it was a little bit, it was a lot it was like 3 miles a day i had to commit to running. Well, I got into doing the goal and about February I was a little bit probably super confident, like look how far I would tell Dan, look how far ahead I am. And he said, well, why don't you just run a thousand? Miles i, was like, well i, I can't do that. So he said we'll figure out what it is. And so I did and it was like I had to run 3 miles more a day to make it and 3 mean it's 3 minutes if you if I'm running at a certain pace and so I was like, I can do this. And so I switched it i kept the 899 mile goal, which I ended up finishing the last mile. And my parent, I went up to Minnesota to visit them and I ran the last mile in their neighborhood into my mom's arms, which couldn't have been more perfect. And then I ended up finishing the thousand. Miles i think it was december twenty eighth of that year and it wasn't like it was micro goals every day like some days I would be like, you know what, I'm just going to run the cul-de-sac by my house because it was a tenth of a mile. And I knew that if I did 10 days of that, it would be an extra mile, like a bonus mile in there. And I knew that that was an illustration for me of those, the little extra 10 percents that we can do. Like we have those audacious goals, but when you really make them, you're doing, you're deciding, you know what I'm going to do just 10 more minutes or I'm just going to send one more email or I'm just going to run one more mile or a tenth of a mile. And then it adds up and then you find yourself like for me, I was crying. They made me a finish line i crossed it, said a thousand miles and Dan live streamed it so I knew when I was running it like I would be, I could hear in my brain, there's a life lesson in this so oftentimes I would come home and write down, hey, what are you learning what are you learning through this process because the same process, like the, the not wanting to jump in the lake, there were many days where I would be like, I just want to stop running. And then, and then I would ask myself, well, why do you want to stop running? Well, I just want to stop i'm tired. And it wasn't a real reason it was just like I was just kind of tired of it. Which when you look at the entrepreneurial world, there's a lot of times where it's just pushing through like, oh, do I have to do this or and over and over but pushing

through it leads to the results.

Cindy

Yeah, I was just going to say that that's a, that sounds like a a business lesson right there because sometimes, sometimes you just don't want to do the thing i don't want to send the email i don't want to show up on their Facebook Live i don't want to. I don't want to write another blog post. I just don't.

Rachel

Right.

Cindy

That's OK, but.

Rachel

In some it is, but you know, for me, I, I was back to that what will I regret more? I have this. I mean, I have like a, I'm a big like notebook person. And at the beginning of the year I made myself a chart like a reward chart, like little.

Cindy

Kids oh, tell me about that.

Rachel

Yeah, and every day I just made this little box and little box, isn't it and every two miles I would fill in the box and I didn't want to get to the end of the year and flip back through my journal and see that chart half finished. That was, that was awful to me so I, I, I built in accountability i had that chart. Then I started sharing about it on Facebook i would share a little map from like Nashville and then I would, let's say I ran 86 miles that month i would map out what 86 miles looked at like on the map to Minneapolis. And what ended up happening was people got invested in this map. And so there was another layer of accountability, like I don't want to get where someone's like, hey, did you run this month where's the map? And that kept me motivated too. And then the visualization for me of running that last mile in my parents neighborhood, that became huge, like, OK, what is it going to be like? I And I would just imagine that on the days that I was exhausted. And I think that's the same for business as you, you have those super big goals, but you got to have these little micro goals in it and you have to build that accountability in it and people that are willing to say maybe you should go run today. So Dan, was that a lot of times like like maybe you could run another hundred and one miles or you should just go run or he would. The first time I ran a half marathon, he met with me and ran the last part with me and when I was like, I want to quit, he was like, that's just because you've never done it before. Your body doesn't know what to do, so just keep running.

Cindy

I love that. I love that such a such a good lesson for not just running but business and life in general life it.

Rachel

Was a life lesson that year.

Cindy

Yeah, that's awesome. That's awesome. So, Speaking of life lessons, you have a new book coming out.

Rachel

I'll get your.

Cindy

Spark back and I read your other your other books mom enough and the name of the other one is.

Rachel

The brave art of motherhood the.

Cindy

Brave Art of Motherhood, yes. And I, I read them and, and they're, they're excellent books.

Rachel

Thank you.

Cindy

I have no children, so while they were excellent books and I did get some some terrific insights from them, I feel like Get your Spark back is for me.

Rachel

I am incredibly excited about this book.

Cindy

Yeah, so tell me about it.

Rachel

Ok, I first of all, I love, I love this book so much i love the title because people I don't it's like instantly resonates when you talk about building an audience i started listening to what they were saying and they would say, well, how do I get my spark back that was the question they would ask me all the time. And I love that question because they never asked me how do I get a spark. They always said, how do I get my spark back? And that word back means I want this back i want to live with vibrancy so the book is that it's that journey. It's a lot of my own personal stories or stories about my friends or just stories in life about people that hit that crossroads place. And they're like, well, now what? What do I do now or what next or even after COVID, people are like, well, I don't want to do that anymore what do I do now? And it's that journey to your soul people talk a lot about their heart, but it's like the soul, that part of you that has those passions and desires and, and, and wants to do those audacious goals. How do you reignite that how do you find it because a lot of people are like, I don't even know where it is. And it goes through that process and then it's how do you reignite it and how do you keep it burning? How do you keep that going it's not like a six week program it's like, how do you live with that posture of being audacious or having the the big dreams and acting on them? And it goes through reframing your relationship with even how you look at money or friendship and all of that. But it ends with it's that kind of call to finding yourself again and living. I like to say all in not holding back, not leaving something on the table, but

but deciding, you know what? I got this amount of time hopefully in front of me and I'm not going to sit, not going to be the one looking back when I wish I had tried.

Cindy

Not going to look back through your journal and see that that half filled in.

Rachel

Yes, yes. And you know what? Maybe something would have happened and it would have been there, but it was. I didn't want it to be because I just got tired of it. I wanted to keep going.

Cindy

Yeah, that's awesome. I can't wait to read it it comes out August twenty seventh i think.

Rachel

It's available.

Cindy

For pre-order at the time of this recording, so I'm going to get it.

Rachel

What?

Cindy

Else what else do you what else do you want entrepreneurs to know what do you what do you want to leave them with?

Rachel

Oh, well, I think entrepreneurs are some of the awesome and most bravest people out there because we've decided we're just going to create something and you know, that's it takes guts. Aren't a lot of times I think we forget that. We forget the the creativity, the willingness to try something new. And there was a time where I was flying back when I was speaking prior to COVID quite often and I sat, I was on the plane and I sat and chatted with this man next to me who found out what I did. And we chatted the whole flight and at the end of the flight, I said, you know what i didn't even ask you what you did. And he said, well, I'm just a civil engineer. And I thought that was really powerful to me he said just like he looked at what we did with this, like curiosity and in like, he was like enthralled with the idea that we could create a business. And so on those rough days or those days, we were like, what am I doing? I just just go back to that, that goal daily little steps. You know, I, when I was running, there was some days where it was a terrible run and I thought, I am not cut out for this, but you have to have the terrible runs to have the really good ones and the same goes with business. So just keep, just keep at it and know that you are doing something that it's amazing in this world. And that's what I cling to like, I love that we get this opportunity to work from home and to create a business that we love.

Cindy

Excellent, I love it too. Just a civil engineer, huh?

Rachel

Uh huh, isn't that interesting that?

Cindy

Seems like a pretty big deal to me, but I know.

Rachel

I was like I said, that's amazing he goes, well, I'm not doing what you're doing. Like, Oh my goodness.

Cindy

Yeah well, Rachel, this has been so insightful and so much fun chatting with you. And I, I said at the beginning, I'm, I'm not an interviewer and I'm not and I'm so appreciative that that you were willing to to come on the show and talk to me i know that you have so many opportunities open to you. So I appreciate you spending your time with me today. And for everybody listening, go get Rachel's book i'm going to put the link in the show notes to get your spark back and also to Rachel's site, FindingJoy.net where you can make a connection with her because it is well, well worth getting to know her. Thanks, Rachel.

Rachel

Thank you.

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