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## VIDEO TRANSCRIPT

**Caitlin:** So I have to say that I almost didn't work out today because I was making excuses. I was like, oh, I'm going to call Brittany, and then I'll be all sweaty and gross, and I'm still in my workout clothes. I did brush my hair a little bit, super-fast, but I – you know what? This is a good theme. This is a good lesson for myself; not making excuses for what I know is a good thing. So we're going to jump right into it. I'm recording this, so tell us a little bit about you and what you do and what your life looked like before you embarked on this transformational journey with us, earlier this year. It was January. What was life like for you?

**Brittany:** All right. Well, first of all, I'm a teacher. I teach middle-school science and I like that, but it is very challenging sometimes or requires a lot of time outside of school to get things done. And, yes, so just very busy it feels like. So before starting Mindset University, just in general, I felt really frustrated with myself, with just kind of where I was. Earlier that year in the summer, I had a doctor tell me I had cervical cancer, and it's aggressive. And, so, I felt like I had wasted so much of my time just being scared and making excuses and not doing anything because I always kind of felt like I had more time. And while it was a misdiagnosis which I'm super thankful for, it really kind of shocked me into, oh my gosh, I can't keep doing this. And, so, it was frustrating in the sense that I had realized that I had spent a lot of time not, I guess, not living up to my potential. And, so, I felt like I had all these good ideas, all this potential, all this stuff that I could be doing, but I just wasn't. And, so, I don't know. I just felt really

frustrated, I guess. And I felt like I kind of could see what I wanted life to look like, where I felt fulfilled, and I felt like what I was doing was meaningful and stuff, but I didn't know how to get there. So I felt like I had the inability to move from that stuck feeling to doing what I wanted to do or feeling more fulfilled or just not – I didn't want to be regretful, I guess. And, so, kind of being faced with your mortality a little bit because, how the doctor made it sound was like, well, you could die soon. And, so, just – I didn't want to be full of regret, I guess. But I didn't know how to get out of that. And, so, I just felt really stuck, so that's where I was before Mindset University.

**Caitlin:** Yeah. Yeah. I really loved having you as a student because of how open and transparent you are. So thanks for sharing right now, and thanks for how much you shared with the community while you were a student. And we're lifelong students, so I don't want to make it sound like you're not a student anymore. You're a lifelong student. I'm a lifelong student. I'm in there, in the community, posting about the stuff I'm dealing with on a consistent basis. I'm probably going to get in there and talk about how I almost made an excuse to not exercise because of this video. You just weren't afraid to share what struggles you were facing, breakthroughs you were having, so now I want to talk about that. What was it like for you while you're – during eight weeks of the program, what kind of things popped up for you? And, then, how did Mindset University actually help you overcome them?

**Brittany:** Okay. So going into Mindset University I was really not sure I'd be able to do it or be committed to it or anything because I was teaching full time which, like I said, is a huge time commitment not only during the job part but also at home. But I also was taking college classes. They were the intense college classes that only last like a few weeks, and you have to really knock them out, or

you don't get to get it done. And, if I didn't get these done, then I wasn't going to be able to teach next year, which means I wouldn't have a job, which – like, oh my gosh, that can't happen! So I was really – I guess I was a little concerned going into it that I'd be too busy, but at the end of the day I was like, no, this is something I need to do, and I figured it's my choice. So I can choose to make busyness an excuse, or I could just be like, this is what you want, you know you need to make a change, so let's make that choice. And, so, I made it work, and there were some nights where I was really, really tired, or I wouldn't feel like posting or anything like that because I was just tired, but I still did it anyway because I knew there was a lot of good to it. And, so, I figured it would be better for me to be tired but get it done, and be tired but try new things, than to just keep wishing that I had.

So it was busy, and it was scary sometimes. Just being vulnerable is scary sometimes, but it was really, really good being able to say, here's where I am, I don't know what to do here. And, then, have people kind of give you ideas and ask you questions that help you make choices that are going to be beneficial is really, really good. I know there were a few times where we'd be talking in the group and stuff, and I would be like, hey, this is something that went well, and everybody would be like, awesome, good job. And that was hugely motivating for me just to know even the little steps make a big difference. And, then, looking back at it now, seeing how those little steps have really, really impacted my life positively has been really neat to see, I guess, the fruits of that. Because that's what one of my fears has always been, is that I will try really hard, and I'll be consistent, and it just won't work out. And that hasn't been the case. And, so, it's been neat to see that the fruits of your labor, it does work. You just have to be consistent and disciplined and take those little steps to get there. And I think Mindset University really helped me with figuring out what the little steps are

and, then, consistently taking them. I think that's probably one of the hugest helps that it's been for me.

**Caitlin:** I love that word, hugest. [laughs] I can totally relate to the little steps in my own story and it's like, really, doing it anyway. Especially when I first started Proofread Anywhere, my first blog, and now there's four blogs. And, so, the first one was the hardest because I was like, I have no idea what I'm doing, but I'm going to commit to this. And I actually, in my mind, said I'm probably just going to give up because I'd given up on so many other things in my life and things that I'd tried to do to change my life or transform my life, and ended up doing it anyway. And because I took those first steps, that all added up one thing at a time. Because I think if you go into something thinking, okay, tomorrow my life is going to be different, and that's why people fail. So I'll see people go into something thinking that it's going to be fast. We have unrealistic expectations sometimes of how fast we should be successful. I don't know where we get that. Maybe from our schooling or something, where we're set up to think that in a month we should be 30 pounds lighter, or in a month we should have a million dollars in the bank, or we should have a fully functioning business with all the income we could want. That's just not the way it works, and so it's a lifelong journey with small steps, and they all mean something. Go ahead.

**Brittany:** I feel like Mindset University has helped me figure out, I guess, helped me realize that. That it's not going to happen overnight, and that's okay. But also help me set up the habits so that I know it will happen eventually. And I think that's the big thing because I can wish all I want to have a really successful business or whatever or lose weight or whatever it is, but if I don't take the small action steps every day, it's not going to happen. And, so, now I know. I'm confident that my business, it will turn out. My weight loss, it will turn out

because I set up the habits. And, so, it's not going to happen next week or maybe even in a year, but it will happen because I'm setting up those consistent habits. And just knowing that, like having that confidence that it's going to work out is really refreshing, I guess, because I felt a lot like how you did with thinking, I'll probably just quit. I used to think that a lot, but now I'm like, no, I won't. Because I'm setting up the small habits and doing the small steps.

**Caitlin:** Yeah. You're creating the systems. Two things I want to pull out of that. You said you could spend all this time wishing and hoping. Wishing and hoping are not strategies, right? We learned that they are very passive, and they're positive, so wishing and hoping – maybe wishing's not as positive as hoping, hope is a very positive thing, but it's so, so passive. And the second thing I wanted to pull out is that, just kind of pulling from what we talked about just a minute ago, that people go into it thinking that their life's going to change in a month. So they don't set up the habits, they just go full-fledged, and they think they have failed, but in reality, they just gave up, right? They just get discouraged and give up, and they don't take the time to build the habits that will bring you success. They don't realize that that's all part of the process. So, wow, I love that, and what's the name of your business? I know you've made several sales already, so it's super exciting.

**Brittany:** Yeah. It's Happy Honey Boutique. And so, actually, they kind of came out of doing Mindset University too because I hadn't told my husband that I really wanted to start a business and that when we have kids eventually, I'd like to work from home and stuff like that. Because I was like, I've quit so many things, and I don't want to tell him I want to do something else just to quit it and be a disappointment and stuff. And, so, I was really, not nervous, but I guess I was hesitant to tell him about it. But through Mindset University I was like, all

right, let's do this. And, so, I told him about it, and he was super helpful and supportive, and he's come in on the business, and he has a part that he likes doing in it, and so we get to be a team doing it together. And, so, that's been really cool.

**Caitlin:** Wow. I love that, and you had mentioned a little bit about fitness and your journey in fitness, so let's talk about that for a second. How are your habits developing in that area?

**Brittany:** So, usually, I work out every day, and sometimes it's a longer workout. Sometimes it's a shorter workout. Sometimes it's just going for a walk. But my thing is to do some kind of movement for 30 minutes, like intentional movement for 30 minutes. And it doesn't seem like a lot. And in the past, I've done super intense one-hour to two-hour workouts a day and stuff like that. And, then, after a week I would quit because I would think about it, and I would be like, oh my gosh, that's going to take so long, and it's going to be so hard. I'm going to be so sweaty. And, so, I think I probably could do intense ones that are a little bit longer now, if I wanted to because I – when I go to do something instead of seeing it like this huge big thing, I'm like, I'll do it for 10 minutes, and then if I want to do something else, I'll do something else. And, then, 10 minutes passes and I'm like, I could go another 10 minutes. And, so, it feels like less of a big deal. It's just part of what I do now.

And, so, and same thing with like eating healthy. I eat a lot more vegetables now. I'm trying to slowly go to more of a plant-based diet because I think that that would be better for me, and so even those kinds of changes, I haven't done whole hog. I've taken out meat here and there, or I'll put more veggies in and have less meat. I'm trying to wean myself off of it. And, so, all of those habits it

hasn't really been that difficult. And, so, I've been able to see my weight go down a little bit, and it's not massive and huge and I'm not losing 70 pounds in a month, which is good because that would be really unhealthy, but I am setting up habits that I know eventually I'll get where I want to be. And in the meantime, it's going slow enough that I'm not going to get super flabby anywhere because I'm not doing it super rapidly. I'm doing it in a sustainable way.

**Caitlin:** Yeah. I love that. So that's the word, sustainability. If you try to do something, like you were talking about the one-, two-hour workouts, I've been there. I've tried to do it, and it's the dread factor, right? You set yourself up for failure because it's not sustainable. You don't enjoy it. It doesn't fit into your life. So whatever habits that you try to insert into your life have to be sustainable, or they're not going to work. And, so, I kind of go by the simple and sane and sustainable. So, if it's really complicated, it's crazy. You tell somebody that and like, oh my God, why are you doing that, and then sustainable, meaning something that you can do every day. We can all move for 30 minutes, and start with that 10 minutes. I do the same thing, by the way. I love that strategy, and it's absolutely the strategy that works because you feel so good by the end of the 10 minutes because getting started is the hardest part, right? And, so, and then—

**Brittany:** And just because I started and did 10 minutes, I was like, way to go, Brittany. I give myself a little high-five. It's like, do some more.

**Caitlin:** Yes, you can win every day. Yes, I love that strategy and, yeah, you nailed it with that word sustainable because that's really what it's about, and that's what makes it a part of lifelong journey. It's what makes it enjoyable because people think of transformation as this slog, right? But it doesn't have to be like that. It can be something really enjoyable, and you can win every single

day, and that's exactly what you're doing. That's so exciting. So the last thing I want to ask you – otherwise we could talk all day – is – and, I'm going to show you Puppet, so stick around. Now, for someone who might be on the fence about taking the plunge and investing in themselves like you did, using Mindset U as a system to create transformation in their own lives just like you did, what advice or words of wisdom would you have for that person who's on the fence and nervous and scared right now?

**Brittany:** I would say, it's always going to be scary until you take that first leap, and then you realize, this is nothing. I can do this. But it is super scary at first, but it's super beneficial also. And I guess, for me, like how I said with my cancer scare, I kind of have gotten to a point where I'm like, I could either live in fear and then be regretful of that later on because none of us are guaranteed the next day – so I could live in fear and be regretful, or I could take a plunge, and maybe it will work, and maybe it won't. Maybe I'll be this huge failure, but the chances of that happening are very, very, very slim. If I put in the work, if I just take those few small steps, it's going to make a big difference. And, at the end of the day, I think I would rather try and have to try again and maybe even try again, than just sit on the sidelines and think, oh, I wish I could be like her, or I wish I could be like him, or I wish I could have the courage to do it. Because you already have that; you just have to choose to do it. And, so, if you are on the fence, or somebody's on the fence, I would say it's worth it. You'll get out what you put in, so be mindful of that. Like I said, it was super busy for me, but I had to make the choice to do it anyway, and I gained so much from it. And, so, I would really love to have you ask me all these questions again in a year or two too because I feel like the rewards of this program are going to be seen for so many years to come for me, and multiplied and compounded. And, so, I just think, go for it. I mean, I've just gained so much from it, and so I can't say enough, go for it.



**Caitlin:** Well, I would love to ask you the same questions in a year, and I might actually put it in my calendar. I don't use Google Calendar. I have a paper calendar, so I actually might use Google Calendar to set a reminder to do that because I would love to.

**Brittany:** Please do.

**Caitlin:** Yeah. Well, it's so, so, so exciting. I'm at a loss for words. So I'm really happy that we got on this call just because I wanted to hear it from you myself. I heard about it in the group and stuff, but just being face to face is really great. So I'm going to have Ben bring the puppy over.

**Brittany:** Yay, puppy!

**Caitlin:** Yeah. He's chewing on something right now. He's a busy little dog. Puppy dog. This is Buffett.

**Brittany:** Yay, Buffett. Hey, buddy.

**Caitlin:** He's a puppy. He's licking my face.

**Brittany:** He's so cute.

**Caitlin:** He's like, I think, 18 weeks now. So he's, yeah, really a happy puppy and...

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