

WOC and Allies: Business and Career Realtalk - EP71 - Transcript

Elaine Lou Cartas: The legacy leaders, I am actually worried that I am bringing this guest on because my guest that's coming on is my own intuitive guidance coach, Irene Garaskio. Irene, you've been my coach, intuitive guide for the past three years. The reason why I'm scared, by the way, is because I feel like once we talk about this, her calendar is going to be all booked up and then how is she going to make space for me?

Elaine Lou Cartas: Because she is that amazing. Let me brag about Irene. Irene is the owner and founder of 30 Center LLC. You've been doing it, what, for 20 years of coaching, counseling, and intuitive guidance. She's a certified life coach, holds a master's level in education, in psychology, social work, business administration.

Elaine Lou Cartas: I go to Irene, I, we connect like once a month and she's been so helpful, not just in my business, but also in my life. That I've actually brought her onto my team where she comes in and coaches my clients every other month for about 90 minutes. Irene is a Ukrainian immigrant, immigrated here when she was in middle school, married to a Puerto Rican, has two daughters, and I'm just so grateful to have her in my life.

Elaine Lou Cartas: And today we're talking about how to be confident with your own decisions. So Irene, anything else? Do you want to brag about yourself that I missed?

Iryne Carrasquillo: Oh, hi Elaine. I think you've done a great job bragging about me already, so I don't know what else I can say, but I, just wanted to speak to my backstory a little bit more because I think there's a lot of wealth of why we're talking about decision making today.

Iryne Carrasquillo: I was I think I've done this type of work ever since I was about six years old. That's the first intuitive session I remember doing. I'm very fortunate that I came to a family that was very involved. Foraging of this type of work and a lot of people ask me, what is intuitive work? intuitive work is really what you make of it, but how I centered on decision making is.

Iryne Carrasquillo: One time, as I was working with a client on a group basis, I invited my husband to witness the work, because he wanted to understand what I was doing. And as he was there, and he's a wonderful guy, he actually mentioned to me, he said, You know what, you really help people make decisions. That's so empowering, Irene.

Iryne Carrasquillo: You are actually able to do something. That that field makes so much difference. And to me, I couldn't really praise what I was doing because again, in this intuitive type of work, there's just so much variety, there's just so much of that interpersonal connection that I couldn't zero in just one area that I was helping.

Iryne Carrasquillo: So in that moment, to me, I said, bingo, this is something that I feature in every work with every client that I do. So that's a little bit about decision making. I'm so excited, Elaine, that you picked this area in particular to speak about today. And in my own life, I've certainly faced a lot of indecision.

Iryne Carrasquillo: So speaking about me being in this intuitive path when I turned In my adolescent years, I was a spunky teenager, and I thought I knew what was best for me. And I made a rash decision, which we'll speak about rash decisions in a little bit, I'm sure. But I made a rash decision. I said, I decided to turn it all off.

Iryne Carrasquillo: I'm not going to do this intuitive work. I'm going to go to college, get my degrees in business administration and psychology, work in a corporate environment, blah, blah, blah, blah. And it was a rash decision. I made it and I lived with it. And there's a lot of good that came from it. But one thing that I did not do, I did not stay true to myself because I completely tried to discount and part of myself that was just so inherently me.

Iryne Carrasquillo: And that was this intuitive work because at that point I did not realize how it fit within the scope of what I was doing. So I got burned out in the corporate environment, got physically ill from it all, came back to this work. It followed me along, the way anyhow because people consulted with me on the side and this is something that brought me joy.

Iryne Carrasquillo: So this is about, I think 12 years now that I've been doing this full time and I haven't looked back. And in that moment, I recognized how important it is. And still listen to yourself when you make decisions and even though I still struggle for it myself at times, I'm not perfect, I do feel like it is imperative for us in the daily life that we have in both life and business, so I'm very glad to speak to the subject today.

Elaine Lou Cartas: And also, a surprise for everyone, this is Irene's first podcast interview, so we are popping her cherry, and she chose our podcast!

Iryne Carrasquillo: That is right. Although I've spoken in front of large audiences before, taught classes, all of that, I've never done a podcast before. So I'm so excited to, to do my first time with Elaine, who we had just a great connection with.

Iryne Carrasquillo: We've been working together consistently for a while and we just match, we're both fire science. it's definitely, it's this kind of unspoken energy there as

Elaine Lou Cartas: well. I know. what's funny, what our listeners don't know is we actually paused in the middle of this podcast episode because intuition, right?

Elaine Lou Cartas: I was like, wait, Irene, fix your mic. And then Irene got a call that she had to pick up. So talk about intuition and being guided by it.

Iryne Carrasquillo: Exactly. No, I think it was incredibly intuitive. I think it speaks volumes of our work together and you listening to that inner voice that does help us make decisions or in this case, it benefited me because it was an urgent phone call that I otherwise wouldn't even notice on my phone,

Elaine Lou Cartas: I know. So what really resonated with me as you were talking was Staying true to yourself. And that goes with my first question. Why is it so difficult for people to make a decision on their own? Is it because it's hard for them to stay true to themselves or? They don't know what it is to stay true to themselves.

Elaine Lou Cartas: I would love for you to elaborate on that. I

Iryne Carrasquillo: think it's a combination factor. I, would, I say the foremost reason why it's difficult to make decisions is because of society and the effect that it has on people. Basically, we are bombarded with so much and we are told what we need to do, but it's.

Iryne Carrasquillo: that really are inherent need, nine times out of ten it is not. So it is really difficult for us to listen to that inner voice, to our inner truth, just because we are bombarded with that extraneous information that really tells us this is what you should be doing, this is what you should be thinking, and it's easy to lose yourself in that.

Iryne Carrasquillo: And it comes both from media, it comes both from schooling, it comes from parents, and it comes from spouses, and that is very innocuous, it's not made on purpose. to be that way. However, it does quiet our own inner voice and thus our decision making is really not in a good place.

Elaine Lou Cartas: I love that you share that, being mindful of it's what society culture tells us, right?

Elaine Lou Cartas: And a lot of the work that we've done is I thought I need to do all the things, do what other business coaches are doing. Like I should have a videographer and photographer, I should have my makeup done all the time. wait, That's what people are saying, but do I really need that done? And I'm curious because as society and culture has taught us as women, that we need to be the supporting role for everyone else.

Elaine Lou Cartas: Do you actually find it more difficult for women to make a decision on their own versus men? Or is it equally the same? I'm just curious in your work.

Iryne Carrasquillo: I, just feel like indecision is a big issue societally speaking, especially in a Western society. What is interesting though is that A lot of my clients, because I work with people internationally, who live in more Eastern society, Eastern spirituality society, have much easier time making decisions.

Iryne Carrasquillo: So I do notice that in an international way, but back to the question of, gender, I do notice that females do tend to have a harder time making decisions because, society just gets in the way and allows them to be out of touch with themselves a little bit more, say for instance, I'm a parent.

Iryne Carrasquillo: So there's so many decision making that comes with having children, but on top of that, I'm, an entrepreneur, so it can come as easy as. stating, what should I feed my children? And see, I noticed that, notice I use the word should, and I'll go back to the should versus need and versus want.

Iryne Carrasquillo: I think that's one of the biggest things in decision making. But and, then again, the first thing that, that populates for most parents, I think they'll identify with it is okay, I should feed my kids the most healthiest. food that I can fly. However, is that really the best decision at a time?

Iryne Carrasquillo: And it may not, or may not be. Again, and I'm not even saying that it's incorrect to feed them healthy, but what I am saying is that, is the person listening to themselves in that moment, or are they listening to the conditioning? Whatever they heard on TV, whatever they heard from their friend, whatever they heard in passing as they were buying chicken nuggets versus a healthy entree at Walmart.

Iryne Carrasquillo: And thus that guilt that it brings up, right? And it's just a parenting message, but it is absolutely translatable to, decisions that we make in our business, decisions that we make in our personal life and our relationships and all of that. So as women, we absolutely have way more to contend to than, most of my male clients.

Iryne Carrasquillo: Even though it is a universal issue in decision making, absolutely.

Elaine Lou Cartas: I'll just share what happened this morning. I didn't tell you, but I will keep it as broad as possible because you're my intuitive guide here. you probably know who I'm talking about, but there's been someone that I've been in collaboration with.

Elaine Lou Cartas: And this person doesn't do contracts, but I was like, Hey, if we're going to be in collaboration, just to protect ourselves, like we need to do a contract, which we have. And then they were asking for something, but they were emailing about it over the holidays. And then the communication went from emails to WhatsApp, to this community platform.

Elaine Lou Cartas: And, then it's there was this deadline to have it done. On Black Friday, then got moved to Cyber Monday, and then it got moved to December 31st. It was just so confusing, and it took me, I was about to say, Okay, I'll do this one thing you're asking for. I'm like, wait, hold on. That's what society's telling me to do, because I'm a woman.

Elaine Lou Cartas: I should avoid conflict. I should just do this. So it took me like one hour to send an email, like giving feedback per contract. This is what we agreed upon. Also, I just want to be transparent. It has been very confusing. With all the communication going around, being asked during the holidays, it is like the first week back, we're recording this on January 3rd to ask for this.

Elaine Lou Cartas: I haven't received a response back, I'm sure I will, but it's just society and culture has taught me as an Asian American woman to just do it, but my, what, going back to staying true to yourself, I gave feedback and created those boundaries. you shared earlier that you noticed your Eastern countries, Eastern culture, Eastern philosophy, it's easier for them to stay true to themselves versus Western.

Elaine Lou Cartas: What can we learn from the Eastern philosophy and Eastern culture? Why do you think they have it down versus Western culture? I

Iryne Carrasquillo: think there's multiple factors, but I think one universal factor is mindfulness and not rushing. So what I love in your example is that You sat with yourself, right? Even though we are told to, it took me a day to make this instantaneous decision.

Iryne Carrasquillo: But again, that is a should. That is not a need. Do we really need to make an instantaneous decision? You're an entrepreneur, this is your business. You can make that decision whenever you want to. But again, that pressure set in and that mind mindfulness and that moment really left the, building, right?

Iryne Carrasquillo: You were not, and, if you were not as self-aware as you are. And hopefully our work together benefited you a little bit there, but.

Elaine Lou Cartas: Yes, it did, Irene. But exactly. Go ahead.

Iryne Carrasquillo: As self aware as you are, and as intuitive as you are, and Elaine is as good as it is at these type of decisions making, right?

Iryne Carrasquillo: This is why she does this, work that she does. And even you, as aware as you are, you almost made that rush decision instead of sitting with yourself for a little bit. So I think because we live in this Western society in such a rushed environment, that a lot of these decisions come from a place. Of reaction instead of introspection.

Iryne Carrasquillo: Okay. So I think that's huge. And that came up in the moment. And so exactly. And so this is exactly what we can learn. We can, learn to sit with ourselves. We can learn to speak to a higher power or whatever that means to you. We can learn to meditate. We can learn to just take a deep breath maybe go outside, right?

Iryne Carrasquillo: Ground, spend some time with nature. Those are all different exercises that I would suggest. before we have to make a decision. And it could be a very simple decision, a very complex decision. I think these type of mindfulness exercises will absolutely only help.

Elaine Lou Cartas: Yeah. and mind you, I was like, I felt some weight in my body.

Elaine Lou Cartas: I was mindful of that. I'm like, okay, I should wait a day to respond. So whenever I get an email And

Iryne Carrasquillo: that's,

Iryne Carrasquillo: a huge piece of that too, listening to your body, because our body does not lie. So back to my example of where I got physically as I was working and not the best alignment for myself out there and in the business world, I always felt this entrepreneurial pull.

Iryne Carrasquillo: I did not do it. My body, because I was so stubborn, my body was what woke me up. So a lot of times in decision making, if you're not looking in the right direction for yourself in this particular decision, your body will be. Something they'll wake you up and something will bring attention to the, to this matter and to say, okay, change your direction, make a different decision.

Iryne Carrasquillo: This is not, you're not going in the correct place with this. And it could be just that heavy feeling. Something feels off, the heaviness in their chest. Sometimes people describe that. Sometimes it could even be this. The headache, right? A lot of times it is in the upper body, right? This unease, right?

Iryne Carrasquillo: A lot of times you may not be able to even put a finger on it, but your body is speaking and your body never lies, right? Our mind can lie sometimes because of societal conditioning, but our body does not. So

Elaine Lou Cartas: Shakira didn't lie about it. Hips don't lie.

Iryne Carrasquillo: Exactly. So our bodies, once we tap it into our intuition, that becomes even easier because we're able to catch ourselves before our body has to respond.

Iryne Carrasquillo: Okay. But there are still times where the decision needs to be rushed to a degree where our body will get in the way and then we'll feel that happiness. And I think it's really important to sit with yourself in that moment and. Be mindful and not roster that decision making and even if it takes you a day or two, if people don't understand the way the decision is made for you right there and then, those are not the right people to collaborate with anyhow.

Iryne Carrasquillo: Yeah. So

Elaine Lou Cartas: I was like thinking that in my head, do I even want to continue collaborating with this person? But that is a conversation for one of our sessions in the future. Not in this podcast. But really interesting

Iryne Carrasquillo: how that kind of made that decision for you already in that moment. So a lot of decision making, once you tap in and make it from the right perspective, that will lead to further decisions that you're preemptively making that you won't have to react, reactively make in the future.

Iryne Carrasquillo: You know what?

Elaine Lou Cartas: I,

Elaine Lou Cartas: do want to say like the importance of picking and choosing who you're going to collaborate with, not just clients, like the people you choose in your life, right? Clients, collaboration. Absolutely. Irene knows this and I've talked about it before in this podcast then welcome but I, I went back to doing Muay Thai which is Thai kickboxing and the studio I go to is called Yacobian Muay Thai.

Elaine Lou Cartas: Sean Yacobian owns it and I really respect and appreciate him and what's been interesting is he hasn't been teaching it in the past three months since I've come and then this past month in January he's like I'm gonna teach every day. For this month and then he was very clear and I love how direct he is I'll just be honest Like everyone's form sucks.

Elaine Lou Cartas: You guys need to improve even if you are not professionally fighting. It is my name on the line and I really respected him when he said that. Even though we are not fighting, we are representing him. So when we think about in our own business and career, who you choose to work with, a company, as a client or as an employer, people you collaborate with. They represent you.

Iryne Carrasquillo: That's absolutely right. Whether it is energetically, whether anyone knows about who these people are, whatever it is. But again, if you are surrounding yourself with people who do not respect your time, do not respect your decision making, and come towards that narcissistic place, right? You won't be able to, make effective decisions for yourself, right?

Iryne Carrasquillo: To bring it back to that. You won't just because there'll be their voices in your head because it's all about them. And people like that, perhaps they align with someone else, but guess what? They're definitely not the right fit for you. So there you go. There's a decision making and knowing who is a good alignment for you to work interpersonally with, to, to work in your business with, to have a relationship with all of that.

Iryne Carrasquillo: Maybe the only exception being children because you can't pick them, but I'll title that again.

Elaine Lou Cartas: Or,

Elaine Lou Cartas: even I know not children, but even like with family members, I know. We will have to see them at events, but even how do you communicate with them, create those boundaries if they ask for things.

Iryne Carrasquillo: And with family, it is tough to make decisions. That's a whole podcast interview on its own. How to set right boundaries with your family of origin, but you absolutely do have decision making power there and you can decide how much and how frequently you see these people. So as we're coming out of holidays, I think that's the reason why it's coming up.

Iryne Carrasquillo: Oh yeah. I think it's

Elaine Lou Cartas: just really important for our listeners to even hear stories, but. My grandma who passed in, who transitioned two years ago, I should say. And I had a trip planned with my boyfriend to go to Santa Barbara. And we knew she wasn't going to pass any time. Mind you, she wasn't doing good health wise for probably five years already. I already said bye and I was like, no, I need a vacation. I need a trip. And mind you, a few months before that, my boyfriend's dad passed away. So me and him, we needed a trip. I needed a trip. I need to get away. Oh my God, the shit talking in the back. It's like, why are you leaving? Your grandma's about to pass.

Elaine Lou Cartas: I'm like, I already said my goodbye. I did what I needed to do, man. You see a lot of responses when someone's about to transition in your family, but I held to what I wanted to. I could have easily, easily dead what my family's society and culture tells us. I'm the, I'm a woman. I should probably just wait.

Elaine Lou Cartas: I shouldn't do it. no, I needed like a break. I needed to get away. Of course I was at the funeral. Of course I was at the viewing. I was there. And

Iryne Carrasquillo: even my youngest

Elaine Lou Cartas: brother, because we had our other grandma passed away. We're all saying goodbyes. My youngest brother didn't want to see her in her state.

Elaine Lou Cartas: And I completely understood because our other grandmother passed away just recently. And I respected that. I was, and other family members were like, why don't you want to see her? Why don't you want to say bye? And I was like, that older sister defending him, because he doesn't want to hear what he said.

Elaine Lou Cartas: And he could even say not having to be physically in a room together.

Iryne Carrasquillo: Absolutely. And so that's, again, another great example for you, Elaine, high five on that to make the right decision for yourself. And stay away from, and staying away from family pressures. And their effect on our decision making is absolutely difficult and a challenging thing to do, especially in immigrant communities.

Iryne Carrasquillo: Say that where family's highlighted for a good reason, right? But at the same time, we still make that decision of how present we wish to be for each of these events, each of these necessary transitions or whatever it may be. And just to conclude on that is your grandmother, do you think she really cared if you were there?

Iryne Carrasquillo: She knew that you were there in your heart. So something like this, and I know that was the way that you celebrate. at her in a particular moment, because I remember us discussing it because you wanted to be in a joyful place instead of staying in a place that was surrounded by more of that expected grief, right?

Iryne Carrasquillo: And that's a whole again, podcast on its own, I know. There's a lot of freedom in releasing that, that fear of death and expectation that comes around it. Any, anything from funerals all the way to, to, transitions and things of that nature. Yeah.

Elaine Lou Cartas: It's. It's expectations, but I was just messaging Monica, who's been in this podcast several times, or I'm like, my boundaries are on fire this week.

Elaine Lou Cartas: It's

Iryne Carrasquillo: because it's the new week we're recording it. But I want to

Elaine Lou Cartas: go, to our next question. And it might have to do with your should versus need versus want, but how can people be confident in their decisions? What can people do to be confident?

Iryne Carrasquillo: Like just as you spoke to your muay thai, right? Again, practice, right? it's a muscle. The more you exercise it, whether it's into Which in decision making, which those two go hand in hand, the easier it becomes. So that's A. However, we need to shed a lot of expectations. A lot of those should. And so I will absolutely speak to one of my bigger life lessons that I feature in my work, and that's need versus want versus should.

Iryne Carrasquillo: And I think once this clarity comes in this particular area, it will be absolutely very supportive in both business and personal life. And, I see this just a relatively simple complex relatively simple subject. Really making huge difference in people's relationships with themselves and their businesses and their personal lives.

Iryne Carrasquillo: So what is need? What is want? What is should? There are certain things we need to do, and they are very limited. They are very limited. They typically start with things like, okay, I am very hungry. I need to eat a breakfast. That's a need. If you don't eat a breakfast, you're not going to be at your best.

Iryne Carrasquillo: You're not going to be functioning properly. I need to take a shower. Okay. Not smelling so good after my workout. Again, that's a need because without a doubt. It's, something that needs to happen. Something else that's a need could be, oh, getting dressed in the morning, right?

Iryne Carrasquillo: You can't exactly go naked out in society. It's not going to end well, right? That's a need. So basically, needs are baseline. Baseline, of course, they'll vary from culture to culture and society to society. Absolutely. By, by and large, these are things we don't even think about this. We don't need to, because we know inherently that is a need for us.

Iryne Carrasquillo: Okay. Now then there's once now once is my favorite area to help people discover, because we get in our way. Society gets in our way for us to know exactly what that is. Okay. But once is something that brings us joy. That allows us to feel that peace and alignment and mindfulness that I already discussed.

Iryne Carrasquillo: Something that allows you to really tap into the best version of yourself and feel confident, okay? So something like, and then there's a should. Now, should already comes with a darker energy. What is should? Shoulds are motivated by guilt and shame. Okay, nothing ever good comes out of making decisions from the should place.

Iryne Carrasquillo: So this is where, again, let's go back to this funeral thing. Okay, so Elaine sat with herself in that moment and then she said, okay, is this a need to go to the funeral? Because she's very self-aware. She said, why would that be a need? My grandma knows that I love her. It's not a need. Okay, but then she went right as it should.

Iryne Carrasquillo: However, there's all these family expectations. Maybe I should go. Okay. Oh, I did go to the funeral,

Elaine Lou Cartas: but you're talking about Santa Barbara, right? Correct. If I should

Iryne Carrasquillo: go to Santa Barbara. Yes. Santa Barbara. Exactly. I did go to the funeral. Maybe I should be present for my family. Excuse me. Not, the funeral itself, but the family kind of environment, right?

Iryne Carrasquillo: Yeah. Exactly. Around that time. Maybe I should be present because there's that expectation. And I think it helps. It helps with the work that you've done on yourself and also that self-awareness that you've cultivated to say, okay, I'm not making this decision because I want to, I'm not making this decision because I need to, I'm making this decision because there's this family expectation.

Iryne Carrasquillo: And even though you have this wealth of information and, the way that you connect to your culture, there is that expectation. You also are so self-aware that you do know you want no, no, place to be making decisions out of, really this shame and guilt place. Okay, and then you went to Santa Barbara, right?

Iryne Carrasquillo: And you had a wonderful time. Correct? Exactly. And your grandmother watched from above and probably was cheering you on. When I,

Elaine Lou Cartas: oh my gosh, when I found out my grandma transitioned. I was on the cliff by the ocean. How beautiful is that? I can't think of any better way to find out when my grandma transitioned.

Elaine Lou Cartas: And that didn't happen, it didn't happen for you. And the irony of it, and the irony of it, even though family members wanted me to be in the hometown, nobody wanted to sit with her, the whole time waiting until she had her last breath. So I'm like, what was

Iryne Carrasquillo: the point? They are all there. Out of guilt and shame, right?

Iryne Carrasquillo: Maybe not all, but I would venture to say 80 percent of them were there because it was that expectation. Did they want to be there? I highly doubt that. And I believe that if they did not make that decision, Out of this guilt and shame, they would be able to connect to your grandmother and grieve her and find joy and all this gamut of mosaic of emotions and a lot more personal way, as well as memories and connections that they had with your grandmother versus just.

Iryne Carrasquillo: Mindlessly sitting there. Okay, so again, this is not, I'm sure there are some people who actually wanted to be there and they brought them good feelings within themselves, but this is actually a great example of how need and want and should work, because nine times out of ten People make decisions such as you referenced out of that place of guilt.

Iryne Carrasquillo: So how can

Elaine Lou Cartas: people be more confident in making a decision of a want? What do people need to do?

Iryne Carrasquillo: So to be, now that we're clear, need, want, and should I think there's, it's almost, when I settled myself, when I meditated on, how to put this into words, I came to three components, how to do that, how to be in the want.

Iryne Carrasquillo: First is to trust yourself. Next, one is ask yourself a question. And then the third one is to confirm with others to find that objectivity. Now, for different decisions, different pieces will come in different order different potency and all of that. But the first one is trusting yourself. And we talked a little bit to that when we said your body lets you know.

Iryne Carrasquillo: So anytime a decision comes, and I don't even care if it's a very minute, very inconsequential decision of what to have for dinner or something like that, or a very deep decision, like your example, Elaine, where you wanted to see how to say proper goodbye with your grandmother and how to honor her and the way to felt.

Iryne Carrasquillo: That's correct to you, from that one perspective. I think it's to really take that deep breath, close your eyes, and tap into whatever it is. Do you believe in higher power? Tap into that. Do you believe in prayer? Say that. Do you just want to say Om and chant? Do that. Do you want to go outside and ground and, be connected to mother nature or do that?

Iryne Carrasquillo: If it's just a simple, way of, sitting on, your bed and closing your eyes for a minute, see what brings up in your body in that moment in time. Do you feel anxious? Do you feel fearful? Do you feel good about that decision? If you feel good about the decision, it's 100 percent coming out of one.

Iryne Carrasquillo: So that's trusting yourself. Okay? Yeah. Then, if you're still not clear, and a lot of times here will be because of societal influences, you can ask yourself questions. And how can that work? Some of the questions you can ask is, does this bring me joy? Is this something that, that aligns with who I am as a person?

Iryne Carrasquillo: Does it help this in particular situation? Does it bring me satisfaction? does it bring me value and ease? And again, the ease piece really speaks volumes to me because most effective decisions are made from that place. It's not made from difficult, anxious, or fearful place. It is made out of place of ease.

Iryne Carrasquillo: Okay. And if you're not able to make that decision in that moment of time. Guess what? You need to revisit it later. And this is where that mindfulness aspect comes in, where you don't rush with it. You don't rush with it. And guess what? it's not a need to rush with it. It is not. It's a should to rush with it.

Iryne Carrasquillo: And what do we do with shoulds? Anytime that word comes up in, in vocabulary, especially in terms of decision making, we abandon ship. And we need to start the process again of listening to ourselves again. one of the

Elaine Lou Cartas: things that you and I have even talked about, and I've even talked about with the rest of my team, and even getting feedback

Iryne Carrasquillo: from my clients

Elaine Lou Cartas: is.

Elaine Lou Cartas: looking at my own pricing and packaging. And then making the hard decision from even in our last call, like, where, okay, I had a three month option for clients to work with me because I knew just inflation, one, two, it's an easy buy. People are gonna wanna try me first and then commit later. And I had to be really honest with myself and honest with what my clients needed.

Elaine Lou Cartas: it can't be three months. It has to be six months because six months creates long term results. Sustainability for my clients. And I wanted to create that decision overnight. I want to be like, okay, I'm good with it. But I was like in this indecision for the past month. And then as I've talked to, not just to you, but even my own bookkeeper, my own cashflow management coach, and just even looked at my numbers, I'm like, this makes complete sense to do six months.

Elaine Lou Cartas: And even looking more importantly at my client results, who aren't getting the most results. Clients working with me at least six months, not three months. And that took a while, so I also want to share that took a while.

Iryne Carrasquillo: And it's better that it takes a while and you're able to sit with yourself and make the right decision than if you rush and just say, okay, I need to make this decision right now.

Iryne Carrasquillo: Now, there are some decisions that need to come very quickly, but it's way less than what society will make you believe. Okay. Especially if you're an entrepreneur, you have the power to manifest the best working environment, the best clients for you. And decision making comes very much imperative in that process.

Iryne Carrasquillo: And it goes hand in hand that you know yourself, you sit with yourself and you, Feel within your body, your intuition, as well as within your bottom line and finances and within the needs of your clients, what works best for you. Now, in situations like that, sometimes you may need to discard the way things worked in the past or even some clients, but guess what?

Iryne Carrasquillo: You stay true to yourself, your business will grow. That is absolutely the truth. Can

Elaine Lou Cartas: you, cause we also have people who work full time for companies. Can you also speak to that for people that work nine to five? Because I will say I've been seeing a lot more. People who want to work with me in career coaching want to change careers or industries.

Elaine Lou Cartas: And a reminder that we have this huge great resignation people leaving their job that you also have a choice. So if you're an unhappy job with a shitty boss or shitty company, like you also have a choice to leave and start looking. Not saying you have to leave right away because I understand you have bills to pay, but start doing that work and process work with a coach like me or whatever coach that you need supported.

Elaine Lou Cartas: But can you also speak to that? But yeah, so

Iryne Carrasquillo: having worked in a corporate environment for just short of a decade, I'm definitely aware of that. And there's a lot of good in corporate environment provides a lot of stability, but the unfortunate aspect to that type of environment, you have a little less power and decision making.

Iryne Carrasquillo: Because you have your boss, you have your corporate entity, you have your HR, you can't just say F it and walk away, right? you probably could, but is that going to reflect well in your future job getting ability, right? Again, so there's a lot more pieces to contend to. And this is where I will go to number three here.

Iryne Carrasquillo: As I said, first is trust yourself. Two is ask yourself questions. And three, confirm with others for objectivity. So something like this. If you're looking to leave your position in a corporate environment will absolutely warrant confirming with someone else. So this is a be, again, consulting with someone like Elaine, consulting with someone like me, in different ways.

Iryne Carrasquillo: Consulting with someone who you really trust, perhaps your husband who can be very objective or your friend who knows, who's known for good advice, right? We don't want to consult with super anxious. People, okay, who are in a lack mentality, right? we don't want that, but you already know who those people are in your life.

Iryne Carrasquillo: I can guarantee you that. So I think though the good thing of those who work in corporate environments, you will have at that point created such a wealth of connections that you know who to go to, to get that objective opinion. And a lot of times that objective opinion will come from a coach. And I think it's imperative then to, listen to it and compare it to your own inner guidance.

Iryne Carrasquillo: Because as I say, I help people make decisions. Not once have I said, I make decisions for people. Because not only is it toxic, it is also goes against all these principles of trusting yourself. If I make decisions to someone else, number one, I don't even trust myself to be able to guide them properly to their own truth.

Iryne Carrasquillo: Okay. So it's The process is a little more, comes a little more complex, however, it is still guided by need, want, and should. If you are unhappy in your job, at least one decision is very clear, you need to leave. Okay? And there is a need. How are you going to do it? This is where you'd have to sit with yourself a little bit, make a plan, confirm with others and ask yourself those harder questions, right?

Iryne Carrasquillo: But the bottom line is you are leaving because there's nothing good comes out of staying someplace just because you feel like you should.

Elaine Lou Cartas: I'm being mindful that if you say how is it affecting your relationship with your partner, how is it affecting you if you're a parent, affecting you with your loved ones, your friends, your family that you have a choice.

Elaine Lou Cartas: And I'm curious if you've seen this, Irene, but I feel like because of COVID technology that people are not talking to their friends for advice. great if you could hire a coach and if you don't have the means to, you can also talk to your friends. if there's an, if you want to leave a job, for example, or you want to ask for a raise, but you know a friend that's successfully been able to do it, change jobs, ask for a raise, or maybe you're going through a breakup or going through a divorce, and you know a friend that has, go out to them and ask.

Elaine Lou Cartas: I'm curious if you've seen more people not doing that, Irene, because I think it's really important to even reach out to our social network. We're social human beings.

Iryne Carrasquillo: Yeah. Yeah. Yeah. But I think pandemic had some necessary effects on society that allowed us to be more mindful, but it also had some negative effects, of course, where it removed us from the prior social circles.

Iryne Carrasquillo: However, as someone who firmly believes things happen for a reason, I think it allowed us to really reframe the people we surrounded ourselves with and be a little more mindful. Perhaps more in your circle of friends, or perhaps you need to start from scratch. And of course that creates its own different difficulties that come with it.

Iryne Carrasquillo: But I also think it allowed people to, go inward a little bit more now, as we are fully out of pandemic, I am seeing the opposite of that with that, where people are trying to reach out and build those circles all over again. And I think this is where connectors such as Elaine are really important, right?

Iryne Carrasquillo: Cause. You have the circle of your clients, right? And you're able to connect them in the way that they know these are high performing people. They know they've been there and at least several of them have been there in the same place that, that you have been there yourself. So absolutely, those are the right people to.

Iryne Carrasquillo: ping pong back and forth and allow you to confirm that your decision is correct, whatever it may be. In case of personal life, again, it would, if you have a friend who has been going through a divorce for 10 years, so has not really confirmed that's the right path for her, keeps on going back and forth and dilly dallying her decision making, perhaps that's not the friend that can assist you in your personal life question.

Iryne Carrasquillo: But someone who has mastered that, and I know you guys know exactly who these people are. These are the people that lead very real lives. They fight with their spouse, but yet they're able to maximize their relationships stay true to themselves and still make it work and they're very real type of people. We're not talking about people who wear those rose colored glasses and are too good to be true. Now there's some real kind of people who talk frankly that their husband or partner annoyed them. But yeah, they learn how to cope with that, right?

Iryne Carrasquillo: Again, I'm sure that's for a different, that's for a different episode, but at the same time, how would that assist you? That person obviously knows what they're doing in their personal relationship. So that could be that objective force for you. So pandemic has allowed us to be a little more mindful and now we're still going through this, building up our social circles that allow us to choose that one versus.

Iryne Carrasquillo: Those social circles that lead us fully into the show. And again, this is how to march those concepts together. What about the societal stuff that's been going on? An

Elaine Lou Cartas: important question to ask yourself when you're going out to friends or family members that you want advice from that may have gone through a similar situation as you.

Elaine Lou Cartas: is to ask yourself this question going back to trusting yourself is, Do I feel safe with this person? maybe you do know someone that is going through a similar challenge or situation from you, but if you do not feel safe with them, then do not go to them for advice or feedback. But if there is someone that has gone through something and you do feel safe with them, Then go to them.

Iryne Carrasquillo: That's a really good point because if there's not that safety net, the way I look at it, that is that grounding, then that person will absolutely not assist you in any decision making. So the safety needs to be there. The comfort level needs to be there. Remember, you're choosing these people. There's no need for you to surround yourself with them.

Iryne Carrasquillo: them. There is a want. So these people need to be the ones who empower you, who, who don't just complain and speak about themselves, who ask you questions, right? Who, share with you as much as, they give and take. And I think less is more with that. I'd much rather see my clients have one to two true friends.

Iryne Carrasquillo: Like that, who they can maybe not talk to for two months and then never miss a beat when they reconnect again. Then have ten people who are just there to be a complaining springboard, right? Which nothing good ever comes out of that. That's where the shoulds rise up to the surface. Also,

Elaine Lou Cartas: I just want to share, sometimes, yes, I know that we want to talk to some people about advice.

Elaine Lou Cartas: And then fortunate thing, living in this Western culture, people think Oh, this person's coming to me for advice and we need to give them a solution. So if you are seeking out for advice and you just want to complain, just even shout out Okay. I want to talk to you about a challenge I have, but I am not seeking for a solution or advice, I just want to rant.

Elaine Lou Cartas: I just want you to hold space. having that bravery of being direct with someone, Hey, I want to talk to you about this, I'm not looking for a solution, I just want you to hold space for me.

Iryne Carrasquillo: Yeah, huge, expectations are huge with that, and also on the other end of that, if someone comes to you for advice and you can't help them, you can direct to them right back and say, Yes!

Iryne Carrasquillo: I don't have experience in this. I don't know much about this, but I'm here for you. And I'll do what I can to make you feel more comfortable and to help you feel less anxious and less fearful about this.

Elaine Lou Cartas: And here's what I want to share, because as a coach, and I'm sure you get it a lot too, Irene, as a coach yourself, is that a lot of people will ask me for advice if they're going through trauma and triggers, and I am not a licensed therapist, so I always want to be careful of that.

Elaine Lou Cartas: And I even have friends that share with me pretty traumatic things. So a script that I've used, Hey, I know you're going through all this stuff. Thank you for feeling safe to share this with me. I care about you. I want the best support for you. And maybe you should consider seeing a therapist to help you with that stuff.

Elaine Lou Cartas: I'll share with you what a therapist has helped me with. Correct. Because I have, I've hired a therapist to help me with. And Irene knows this. And the reason I'm doing this is I have let go of clients who I knew I wasn't the best one to serve them because they really need to see a therapist. Does this mean I think they were crazy?

Elaine Lou Cartas: No, it doesn't. It's just they were looking for support. They thought it was with a coach and I had to redirect them to a therapist. So I just wanted to provide that script with anyone that's listening, whether you are a coach or someone that holds space or just a friend and someone's going to you for things you have no idea.

Elaine Lou Cartas: Because I remember. I was 16, one of my close friends shared with me that she was raped by her uncle. I was 16, I had no idea how to respond to that. I couldn't give her a solution, and I just When I was 16, I was like, is there anything you need from me? And all she really needed was for her to share and cry and talk about it.

Iryne Carrasquillo: And that's, you showed up the best way for her, because if you try to find a solution in that moment, I think she would not have felt as comfortable with you, but also that would have traumatized you. That's a heavy thing to hear. And

Elaine Lou Cartas: that is another thing too. Like when someone is sharing a very traumatic experience, be careful because you could re trigger them or re traumatize them.

Elaine Lou Cartas: Or you trigger yourself.

Iryne Carrasquillo: I've had many clients who something got triggered in them and, then they fell, fully into depression or anxiety, just something like over, like this. So you have to be mindful about yourself and how you react. Give people space, but at the same time, it's okay to retreat and say, I'm here for you, but this is heavy for me.

Iryne Carrasquillo: Okay. And this is okay. Again, in Western society, we're told to rush or something like this and just find a solution. A lot of times there's so much power just to sit with her for a moment, be mindful and be there for one another. I remember in college one of my roommates, he lost. his grand, grandma, and I remember that he came and he was very a more introverted person, right?

Iryne Carrasquillo: Different than you and I, Elaine. A very introverted person. He was very quiet. And when he shared it with others, I just remember he was barraged by Questions and offers of support and food and all of that. And people meant really well, but, I think they were reacting because they didn't really know what to say.

Iryne Carrasquillo: They're all college students. They really have not experienced for the most part, much loss. And I remember something took me, came out of me and all I did, I came up to him and I just gave him a hug. And I remember holding him and I remember feeling that energy exchange. And then I said, I'm here for you.

Iryne Carrasquillo: And this is like a decade later. He comes to me and said, Irene. And it brings tears to my eyes to say that this was really meaningful to me whether you did that. I said, what a hug. He said, absolutely, because you went from your heart versus just, telling me these words that were actually not helping, but by bringing me more into my grief.

Iryne Carrasquillo: that was a big lesson for me as someone who talks for a living, and really to have that focus on nonverbal communication, to have that focus on heart to heart communication, to have that focus and compassion and feeling things and being mindful versus reacting to our own anxieties and what society tells us we should be doing.

Elaine Lou Cartas: That's another thing is when we don't know, we could just simply ask, right? And we can't have expectations that someone's gonna respond to an event in their life very similar to us. like I was sharing earlier a few months before my grandma passed away, my boyfriend's dad passed away. And both of us deal with grief differently.

Elaine Lou Cartas: Correct. And I was expecting him, wanting me to, hold him and just talk to him and be there. No, he's an introvert. He wanted time alone, and I wasn't used to that, and I was very mindful, wait, my ego's here,

Iryne Carrasquillo: I'm,

Elaine Lou Cartas: I think that's what he wants, let me just ask, and I asked him, hey, what do you need from me, do you just need time alone, do you want to talk about it, he was like, no, I just need time alone, and to

respect that, and just a reminder, each individual, and I read, you are a mother of two daughters, if you're a parent, each child has different needs and communicates differently.

Iryne Carrasquillo: They're so different, my girls are so different, and

Elaine Lou Cartas: I didn't know that.

Iryne Carrasquillo: Even though

Elaine Lou Cartas: they lived in the same environment, same parents, right? But Correct. But talk about nurture though, still, they're both different ages, they experience life differently too.

Iryne Carrasquillo: yeah, exactly, one of my daughters is very sensitive and I am not, and I need to be very mindful of that.

Iryne Carrasquillo: And the other one just shrugs stuff off, and then she's a Capricorn, typical Capricorn way. She's strong and it doesn't bother her as much. She just needs to say two sentences and she's done. So it's a different approach. Exactly. And these are genetically connected kids of mine, right? So this is where absolutely everybody comes here with different energy and they react in different situations.

Iryne Carrasquillo: So as we are effective in our own decision making, we listen to our own intuition, then we also become more effective and just create that environment for others who we care and love in our lives without that, place of should or guilt or not knowing what to do, but still blazing forward with an approach that perhaps is toxic to that other

Elaine Lou Cartas: person.

Elaine Lou Cartas: I don't know if you've heard the phrase, Irene. It's not mine, but people have said stop shitting all over yourself.

Iryne Carrasquillo: Yeah. that's part of what I tell people. I said, when you should, when you say should, you're literally shitting yourself. So I literally say that to people. I've had clients that one of the biggest exercises I said, you need to take this.

Iryne Carrasquillo: Word out of your vocabulary to the point is this, is actually someone who's a male. He was struggling with it. He was struggling with it because of the patriarchal society and what's has been embedded in his, in, in his mindset and how he communicated. And this just a small little exercise of being aware of shoulds and taking them out of his vocabulary really made big shifts in his life.

Iryne Carrasquillo: So yeah, absolutely. But it's good to set yourself as something that I say, excuse my language, but it fits. Yeah, so

Elaine Lou Cartas: another question, how do you help people be more confident in their decisions? It's actually two parts. How do you help people be confident in their decisions, and how can we, like me included, other people, not, they don't necessarily have to be a coach or a therapist or a service provider, but even as a friend, how can we even be helpful for others, loved ones, to make their own decisions?

Elaine Lou Cartas: Absolutely. And it's still

Iryne Carrasquillo: back to, again, being an effective family member, but also in your workplace, speaking to those who work in corporate environments, right? Some people manage others. Others have co workers, right? So it's not just exclusive to therapists, which I also worked as a therapist in the past.

Iryne Carrasquillo: So it's exclusive to therapists or to coaches or whatever it is. I think the best thing is to first and foremost, listen, and get a good understanding of who the person is. Now, this is where I veer away from what is taught to, to be an effective counselor. Again, if it works for you and you're a therapist, this is wonderful. again, it's for different strokes for different folks. However, I find if you listen too much and don't give enough direction, and perhaps I'll speak as a fire sign, it's not as supportive. And I've had people come to me as I'm, no longer licensed. I don't work under that umbrella, and I highly encourage, therapy, but because I'm not licensed, what I can do, I can speak.

Iryne Carrasquillo: I don't just have to rephrase. and they said, okay my, my therapist is extremely helpful to me. She listens, but she says two words each session and it has not been supportive. What I like about you, Irene, is that you listen, but you actually give me solutions and we go back and forth and create those solutions together.

Iryne Carrasquillo: Okay. So in that example, a couple of things that I'd see all we can all take away. One is to listen. Another is to tap in intuitively into yourself and that person and start surmising together some solutions. They may not be a perfect solution, but at least stepping out of this rut of anxiety and indecision that absolutely leads into a dark place for a lot of people.

Iryne Carrasquillo: And the third piece is to assist the person in their own way. Again, listen to them, but actively listen. With some guidance. And I think for each person, it'll be different. Back to my introverted friends example. Some people need a little more listening, a little more compassion and a little more patience and others like you relate, right?

Iryne Carrasquillo: You need this to tell you right off is what I think I need to tell you. I know. So knowing, yourself and knowing the other person is the first step. Listening to yourself, again, trusting yourself and your intuition. What you feel in a moment is another piece. Listening to what the person has to say, both verbal and non verbal.

Iryne Carrasquillo: And then just saying the first thing that comes to your mind. A lot of times, as long as you're aware of your energy and your person's energy will come from that intuitive guidance place, right? Again, the more you practice it, the more true it will ring to you. I do this for a living and it's sometimes still challenging for me.

Iryne Carrasquillo: But again, that is what I found in my work to be the most powerful and creates most powerful change for myself and my clients. Yeah,

Elaine Lou Cartas: I am getting my certification right and even for the certification, we're not allowed to provide feedback, if anything, just asking questions, but how I do my coaching is a mix of coaching, consulting.

Elaine Lou Cartas: And so this might be scripts that might be helpful, not necessarily for the coach listening, but just as a human who has friends, which I am hoping all of you have friends listening. But here's some scripts I do like first when I hear a client or a friend ranting, right? They're just talking, complaining about whatever is happening in their life.

Elaine Lou Cartas: I asked, Hey what do you need for me right now? Is it just helpful for me to hold space? Do you need feedback? Do you need a solution? What do you need? So giving them three options to choose from. And majority of the time, it's just I just need you to hold space. That's great. Let's say they do say I want feedback.

Elaine Lou Cartas: So what I tend to do, I'm like, okay, I'm hearing that you're going through this. My feedback is for you to do A, B, C. What are your thoughts? So whenever I give feedback, I actually ask the question at the end, what are your thoughts? Or I even ask, does this align with you? Because you want to make sure that someone has agency and choice.

Elaine Lou Cartas: If they want to do it or not. Back to

Iryne Carrasquillo: my point, I assist people in making decisions, right? I don't make decisions for them. And part of it is to say, does this bring truth to you? And some people have said, sometimes it does feel like it's excuses that I hear on the other end.

Iryne Carrasquillo: However, in that moment, I know they need to go through that process and at that process of really getting to their truth, right? So then you hold space for them and you let, and you meet them where they are, as they teach you in any good coaching program, you meet them as they are and with those, and then you cultivate that trust in yourself and in them by asking themselves those questions, right?

Iryne Carrasquillo: But at the same time, there is that ability to offer guidance and not always perfect in offering guidance, but if we meet people where they are, I guarantee you at what will come out is exactly what they need to hear.

Iryne Carrasquillo: And that's how it usually works with this type of work of connecting to people and assisting in decision making because you're making a decision right in that moment. How do I help this person, right? And so for people who are in therapeutic industries, coaching industries, right? Thought therapy industries, you do need to think when you've seen a lot of times that's okay to sit with yourself and say, you know what?

Iryne Carrasquillo: I don't know. I can get back to you. Or just to say, I'm just holding space. for you now because we need to process it instead of just diving right into the solution. If that's not something that's coming up for you in a moment. Yeah.

Elaine Lou Cartas: Irene, I love that you pitched, like, oh, like four possible podcast episodes in the future.

Elaine Lou Cartas: So hopefully that means we have you on again in the future. I'd love to have you as a regular, but that's a different conversation from the podcast, but just. Putting that seed in.

Iryne Carrasquillo: thank you. Thank you. I have fun. This is a really fun at first experience, I shall say. Oh,

Elaine Lou Cartas: I'm so glad I popped your cherry.

Elaine Lou Cartas: But what is one reflective or one action item? What's one reflective question or action item our listeners can have from this episode? If there's one thing someone could do.

Iryne Carrasquillo: reflective would be definitely to, to be mindful with yourself, to not rush and to absolutely be, very rooted into that mindfulness of not doing things out of guilt or shame.

Iryne Carrasquillo: And I think actually that's my word of the year is mindfulness. So I encourage all of the listeners to really tap into that mindfulness of what it means for them and how it can help them to find their truth, to find what motivates them and to ultimately lead to most effective decision making.

Elaine Lou Cartas: And also, for, everyone listening, I'm excited because I've had Irene on board as one of my coaches in my team. So Irene comes in every other month for about 90 minutes to coach my clients. And Irene, can you share a little bit of that experience as you've coached my clients? Oh,

Iryne Carrasquillo: it's a very dynamic experience.

Iryne Carrasquillo: It's so fun. I, number one, I just love the kind of people that Elaine's work attracts. They're very dynamic, they're self aware, and, they, want to create that lasting change for themselves. And that really shows in our work together I love the questions ahead of time that people submit.

Iryne Carrasquillo: Could be in anything as a picture of saying, what you get with this person who's in my life how is our relationship going to something a little more concrete than asking about timelines and, more business coaching scenarios. I think it's just fun. And I think we come together as a group and it's.

Iryne Carrasquillo: Not a dull moment, we laugh together we get poignant topics discussed and we come together in a confidential manner in a way where I can help people on their journey of life. And I think, I'm grateful for that because I really do feel not only are the clients and the people ready, but they're also willing and able to connect to me in that moment in time.

Iryne Carrasquillo: And so that makes my job more joyful. Yeah.

Elaine Lou Cartas: my mission, our company's mission is to help our clients, women of color and allies, to create a sustainable business and career outside of their life. So with that, I have coaches like Irene, who does intuitive guidance, office hours, Monica, who does marketing and mental health and then we have systems and project management, and then my clients at least get a minimum of monthly one to one.

Elaine Lou Cartas: So if you want to work with both Irene and I, if you love this podcast. Go to elainelou.com forward slash call, schedule a call with me. We could see if it's a good fit and we'll have some conversations. Cause if we're not a good fit, I'll let you know, but you'll at least get some action items from me.

Elaine Lou Cartas: Yes, Elaine

Iryne Carrasquillo: is very real about that. So now if she works with you, you are a good fit and that's quite a compliment. Oh, actually, and

Elaine Lou Cartas: to be transparent and vulnerable, there are parts of our sessions that I have with Irene, where we go over some people who I'm considering working with, and there are.

Elaine Lou Cartas: Sometimes we're like,

Iryne Carrasquillo: nope, not a good fit. don't work with them. And it's not because there's no alignment. It's absolutely not a reflection off Elaine or that person. But, I think we can all agree if there's no alignment, it's a waste of time and money. Okay? If nothing else. Yeah, for both

Elaine Lou Cartas: sides.

Elaine Lou Cartas: Yes. For both parties. Not just my side, but both sides. it's dating, right? We're not meant

Iryne Carrasquillo: for everybody. That'll be a podcast episode around Valentine's Day. Irene pitching

Elaine Lou Cartas: herself. Dang, all of like my, like Monica pitches herself all the time.

Iryne Carrasquillo: Oh my goodness, that was funny. Also,

Elaine Lou Cartas: if you do not want to be in an open relationship with me and Irene, working with both of us, you could work with Irene directly.

Elaine Lou Cartas: Irene, how can people find you and how do you work with your clients? Yes.

Iryne Carrasquillo: open relationships are fun. If you want that, not speaking from experience, necessarily, although I had some wild college years for sure. But, however, if you'd like to dive a little deeper, not just about decision making, really anything I work in all areas of life and business we can absolutely connect together.

Iryne Carrasquillo: I, offer one hour individual sessions. Right now I'm actually, I don't have a wait list going on. I'm actually, my wait list is open. So if you are a new client, you are able to, get in with me relatively soon within a couple of weeks. You can find me on my booking site, which is just my name, I R Y N as in Nancy E dot org.

Iryne Carrasquillo: And you can just. Just go through it, book a session if you feel so aligned my assistant will be in touch with you shortly thereafter with further instructions, nothing too complex. And then we can dive deeper in and whatever really speaks to you in that moment in time. And I really do hope some of you do that because I love the people who Elaine's energy brings forward.

Iryne Carrasquillo: So I look forward to connecting

Elaine Lou Cartas: with you. I know selfishly though, Irene, I'm like, dang it, am I going to be able to still book my sessions with you with this podcast coming out? But you know what, I need to take my ego side and be okay that I am in an open relationship with you, Irene.

Iryne Carrasquillo: and that's just, this is, I do submit, new clients versus existing clients because I want to provide as much value as possible and I'm just one person. once you start to work together, there's no more wait lists. And you're pretty much guaranteed a time with me. Most people consult with me on a monthly basis.

Iryne Carrasquillo: But it's absolutely up to you. It's whatever feels right for you intuitively.

Elaine Lou Cartas: Yeah. So you got two options. Be in a relationship with both me and Irene. Schedule a call at elainelew.com or slash call. Or both. Yeah, both. Hurry up. Yeah. Oh, yeah. And or go to irene.org, which is I R Y N E dot org. Irene, thank you so much for your time.

Elaine Lou Cartas: Thank you for choosing our podcast to be the first podcast to be recorded. And apparently you're doing multiple episodes with us.

Iryne Carrasquillo: But I've been very selective and this felt right in the new year about decision making and with Elaine, couldn't have been a better fit. So thank you guys for, listening today.

Iryne Carrasquillo: And Elaine, thank you so much for having me on. It was so fun. Thanks, Irene. We'll see you soon. Yeah. Yeah, of course. Too many podcasts to not do it again.