

## Ep #199: Trusting Yourself with Brittany Presnull



**Full Episode Transcript**

**With Your Host**

**Kim Guillory**

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Welcome to *More Than Mindset*, the only podcast that bridges the gap between spirituality and success. Go beyond the mind with clarity and confidence Coach, Kim Guillory, and learn how to integrate your passion to serve with your skills and experience to create a business you love. Let's get started.

Hello, hello and welcome to *More Than Mindset*. I am recording to the podcast and also to YouTube live. And I'm interviewing Brittany, who is a client of mine. She's a massage therapist. She's kind of all in. She's done all the things and so I asked her to come on and share her experience of... your last year.

Where are you now? Where were you? What's been the biggest transformation? What has changed the most in your life? And imagine you're speaking to other massage therapists who are where you were.

Brittany: Mm, man. The most impactful, honestly, was just sticking it out and doing all the things that surfaced in the moment.

So, I'm always an in-live person, so it definitely started for me, like going to the events, the retreats with you. And so, it kind of got me to see, like, the fun side of things because not everything—I was super serious. Like, I was super serious with everything. I couldn't wait to find the next thing to heal, find the next problem to solve, the next whatever. If it was my problem or someone else's.

And then I got to start realizing that it's not all about that. Like, I need to stop and breathe and realize that there's some things in me. So, what really stepped it up for me was that intensive, that 10-week Intensive that I did with you, because, I mean, I was lost. Like, I was all over the place.

Like, I felt, like, again, still trying to fix the next problem, and—but multiple problems at one time—and so, whenever I finally slowed down and took one thing and dissected it... wow. Like, the urgency was, like, practically depleted. Like, I don't feel like there was something to prove. I feel like there was nothing that I needed, nothing more to say.

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Like, it was just kind of, like, huh? So, like, now I'm able to respond in the moment. Like responding to this, responding to what life has. I'm not, like, antsy to fix what I need to, of how to handle that situation. Like, I'm, "Whatever comes up, we'll just handle it when it gets here." Like, and it's working phenomenally. Like, it's way, way more easy.

Kim: So, we're going to cover a little bit of backstory just so you guys know where Britney's coming from. So, she is a massage therapist. She's local to me. She's what, about an hour and a half away in Jennings, Louisiana. And you know, part of my mission is to elevate the massage therapy industry. Like, I believe that we have so much to offer, but we don't have the previous training.

Like, of "What else could we do besides just trading dollar for hour massages?" And also, once you've been in the industry for a while, stepping into leadership, stepping into, maybe, bringing in other dynamics of the business that you hadn't even thought of before, and that's what you were attracted to.

So, whenever we first met, and you were feeling a little, like, you were looking for something. What was your experience then as a massage therapist? What did your life and your business look like at that?

Brittany: Well, I was winging it every day, every client, every week. I knew the clients would show up because we're in a small town, people and word of mouth. But that's what I was depending on. I was scared to post online because I didn't want to get overwhelmed. Because I would just take everybody in. Because you're told that it comes in waves, you know. There's no consistency, so you have to take everything while you can because you're going to have a dry spell.

And, so I lived, I guess in scarcity, practically every day, every week. Just kind of winging it, of how they were going to get there. I had no clue. I didn't know, even, know how much I needed to make or what I should be making. I just, I don't know. I never had no guidance on anything. I was literally just massaging because I liked it. I loved it.

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Kim: Yeah. Let's just see how much money I can make doing massage and not having—and I don't mean a plan by a rigid plan, but even an idea of what you were working toward. I remember asking you for the first time, how much money did you make and how much do you need to make? And you were like, what?

Brittany: I had no clue. Had no clue. I didn't even know how much my bills were in total for the month. I just knew I need to make this much in my account for this day. That's all I knew. And I had been living like that. I mean, I've been massaging on my own for four years, but even before that. Working. I just knew how much I needed for each individual thing in those days, and that was it.

Kim: So, your faith was, your faith was strong in "I'm going to make ends meet."

Brittany: Mm-hmm.

Kim: But you were basically in that survival mode.

Brittany: I never was able to get ahead is what my, like, gut feeling was. I'm never going to get ahead. I'm never going to be able to save, I'm never going to be able to do all this fun stuff while running a business and still be able to just have play money.

Like, I call it play money, like going with my kids or vacations. Like, I didn't have anything extra. I was just kind of hoping I'd have extra.

Kim: So, in the massage therapy industry, I think this is the norm. Would you say? Like, when you talk to other massage therapists, they're just like, "Oh, it's a slow time or..."

Brittany: Mm-hmm.

Kim: It's like... I believe that massage therapy business can be predictable, consistent, and sustainable.

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Brittany: Mm-hmm.

Kim: If you know what you're looking for, what to do, how to set it up, how to, like, work through all these limiting beliefs because it is true. That is what we were taught in school and in our training is, like, you're basically hunkering down before the slow season or before the slow week, or you've got to, you know, make ends meet. So, you work in the middle of the night or on the weekend or wherever you can get them in at. Which is basically you are your business's bitch. That's what I used to call it. It was, like, the business owned to me until I actually learned that *I'm* in control of my experience. *I'm* in control of my resources, my money, my clients, and I own the business.

I control the business. And that was a huge turnaround for me. And it was the same thing when I was a cosmetologist. My tanning salon, the fitness studio, it was the same thing. I heard the same stories over and over and over. And I was, like, actually, if they had the roadmap... the roadmap and the understanding, and could see the potential, could see the potential, and have the path to get there, I know massage therapists could make five to six thousand dollars a month sustainably and still have time for their kids, for their family, for their loved ones, and not be working dollar for hour. And so, I'll just ask you, did I prove that to you? And did you prove that to yourself?

Brittany: Oh my gosh, a hundred thousand times over. Because I did not see that possible and I didn't think it was not possible because you were saying it. I'm like, "Okay. She's already... I've done a couple things with her, like, let me just, let me just go all in and give it a try." Wow. I mean, I have been consistent for what, three, four months now? When I was not. I was just winging it still, you know? The beginning of, like, the year to where now I'm, like, my books are... I'm booked up for the month, where I never even thought that was possible.

I don't know. It's just such a relief because, like, I felt like I was constantly just battling, trying to keep it consistent because you wanted to look consistent online. You wanted to look like you had it together and when you talked to people. But in reality, I was like, "Crap, am I ever going to make this?" Like, and I was starting to, it was starting to wear on me.

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I'm, like, I was even thinking of maybe another job or adding something else just to have conversations to spark up massage again, or just to kind of take a break from it. But, I mean, I've been able to be consistent, and it doesn't feel like a bunch of work anymore. It really has just become something that is just natural.

I look at my books. I know my hours. I know when it needs to be. I know how many I need for the week. I count them out. All right? I need to fill the spot? Oop, fill it, done. It's simple.

Kim: And what you're saying is before... it was like, kind of just like play money. "I'm going to make it. I'm not sure how. I'm not sure when I'm not in control." And then on the other side is "I can't book in advance. I'm going to lose my freedom." You know, it's, "I'm going to miss out on something."

And so, you had this dissonance going; we call this cognitive dissonance where you have conflicting beliefs, and you were believing both. I remember that specifically for you. So, whenever you first saw, like, your first month, that you were, like, wow. This is possible. Did it motivate or re-inspire you to, like, fall in love with massage again and get creative? And how was that experience for you?

Brittany: It was so liberating because at the time, I was out on my own, so I had to make it happen. I knew I had to make more because, still subconsciously, I was... been a single mom for a long time and I just knew the single-mom struggle and I didn't want to be that no more. And I was like, "Okay, if she can show me...." Like, because everything kind of fell into place where I landed where I was at and I'm like, "If she can show me this, like, this would be everything."

And I remember, like, when I looked at that, and I looked back, and it was like two months, I'm like, "Oh my gosh." Like, it was, like, almost so emotional. Like, each time I would look at the numbers, I'm like, how is this possible? And it was just so relieving that I can do this not just for myself, but show my kids, "You don't have to struggle." There is this possibility.

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Like, I am a single mom, on my own, and I'm making it to where we can still do the other things like and still have time. I pick up my kids from school, I drop them off every single morning, and I'm there at every game on the Saturday.

Kim: Hmm.

Brittany: I'm like, that's big!

Kim: And so, this is for all you massage therapists who are listening. It is possible. Because where are you going to go to work here in Louisiana and make \$5,000 a month, love what you do, and be off for all the activities that you want to do with your kids? That's why most got into massage therapy. Was to have the time and financial freedom and to do what they love to do.

Right? But the business training was lacking, or the understanding. What's that?

Brittany: The business was definitely controlling me. Like, I was going in through every direction as what they needed. I was meeting everybody else's needs, and then I was just doing it. Versus where now, like, here are my hours and people are making it happen to either be there or they can't.

And I'm okay with that. And I didn't know that was a thing. Like, I was told, you're going to have to work the weekends, you're going to have to work the after hours, you're going to have to. But I'm, like, I want to be with my kids! So why am I giving this up? Why would I go to school for something that was going to give me freedom but now I still have less freedom than before?

Kim: Right.

Brittany: I just... I didn't understand that.

Kim: Or just believe in yourself, in your business, and just go and make it happen. Right? Yeah. So, we'll just talk about the journey of you coming in. So, we met at a continuing education for massage therapists, and you said,

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"I've been looking for," I think it was, like, "mentoring or to what you're talking about, I've been looking for."

Brittany: I need more. Yeah.

Kim: Yeah. And so, you came into Self-Healing Masters. That was the beginning of your journey. Self-Healing Masters is a coaching container for individuals who want to, like, personally—whether it's a healing-focused entrepreneur or just an individual who wants to understand mindset and emotional processing, and stability, and regulation, and get along better with yourself and others.

So that is where you started. And I remember you saying like, "I'm coming. I don't know where I'm going to get the money. I don't know how I'm going to do it." Because your money was very unstable at that time. You remember?

Brittany: Yeah.

Kim: You weren't sure where you were going to get it, but you knew you had to be there. And so then coming in through Self-Healing Masters and then you were, like, you came to a live retreat, you came to an event.

Brittany: The next year. It was the year I had been in Self-Healing Masters that I came to the Self-Healing Masters Retreat.

Kim: Do you even remember yourself back then when you were, like, trying to figure out how you were going to get the money to do these things?

Brittany: Every once in a while? Like, I make myself go back just cause it's kind of fun to go, "Huh? It's not even a thing anymore." But I look back and I'm like, I was, like, struggling. I'm like, "How do these people just keep paying for all these things?" And just like, "This is just going to keep bailing in. I'm going to have to keep going on more trips." And I felt so overwhelmed. Like, I was like, I'm like, "Where am I going to keep pulling this money from?"



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Like, it's not going to just blow out the trees, you know. It's, like I was just overwhelming. Like, I was trying to balance, like, home life, work life, my self-improvement, parenting, you know, being a daughter. Like, all these things that were just seemed so challenging, and I was putting it all in one big plate, or actually a small plate and it was just a big ball of mess. Like, I just felt like I was just trying to fix so many problems at once.

But I did indulge in everything that you had in the container because I was, like, I need to drown out all these noises. Like, I'm tired of hearing all this noise cause it's not working. It's stressing me.

I lived with headaches, neck, shoulder tension. I'm like, "Oh no. Like, what is?"

Kim: Can we talk about that? For the person who's listening to this, who is a massage therapist, and their income is not predictable, and it's not consistent. They need the resources to get the personal development because that's what you did. You were like, "I don't know how I'm going to do this, but I need your help. I've got to figure out how to pay for this because I don't want to be stuck anymore. And everywhere I look, its people telling me that I have to stay stuck, and I have to struggle and it's never going to work and..." Right? So, there are hundreds, if not thousands, of people who are in the same exact position. They love massage. They know that they could do more with it, but they haven't figured out how yet. But they need the resources, but they're penny pitching. And so, they're afraid to spend. They're afraid to invest, which is where you were. You were afraid to invest in Self-Healing Masters and that retreat. You know, it's like, "Oh my God, how am I going to get there? What am I going to do? What?"

You know? And that's the process that everyone has to go through. I mean, I've gotten massage therapists to come in to offer service at retreats, just to get them in the room until they could afford to be there. So, what would you say to the person who's in the position that you are in? They know there's potential. They see you doing it, they're inspired by you, but they're like, "No, Brittany, you don't understand. I really don't have the money." Like, because that's what they're thinking, right? This was you. By the way,

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Britney's a 6/2 in human design. 6/2 Generator. So, it's really fun to play with her in all of her experimenting.

Brittany: Man. I would totally... it's hard to say because, like, I just kind of was like having faith because, like, I have a sacral. So, like, I was like all in. I'm like, "Yes, but I've got to figure out how I'm going to get this." And it just so happened income tax time, I think, was there. So, I was like, normally I use this to pay *this* off, but I'll just pay for this, all out front.

And, because it's, like, what the value I got back. Like, not only did I just get personal development, like, you know, for myself at home, but I became a better therapist. Because I no longer was trying to dump my stuff on them, even though, like, I wasn't saying it and I didn't have to. They felt it.

Kim: Mm-hmm.

Brittany: So, I was attracting that kind of client that was always got a problem, always something to fix, and always... So, it's, like, now, like, going through all the trainings, and going through and giving myself this time, because it takes time. This doesn't happen over one, you know, session. So, it's like giving myself this time has allowed me to integrate it inside of me to where I'm like, "Oh, so now when people come, they're calmer, they're still-er. They're, like, pouring out, but then they get quiet because I'm in tune with them where it's so much different. And so, it gives them so much more value. So, they are throwing money now. They're just, like, "Here's my money." And so now I've learned, "Oh, I put into myself, I'm *going* to get it back.

People are going to see the value. They're going to be like, "This is something different." This is because—you know, a lot of massage therapists, and I can speak for myself—we were all there to do the thing. And it's, like, now I'm not looking for the answer. I'm allowing the answer to just come. So, it's, like, effortlessly, with me putting the money in, I have made my money back plus just in this year. And so, a hundred percent, I wish I could look back and see myself now and be like, "Yeah, okay, it's possible." But I didn't have that. So, I literally just went on, "I've got to make a difference. I want to be a difference. So how can I further this for myself

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and my clients and still feel sane? Like, I love my job." And that's what I got first.

Kim: You had to come to that confidence and that faith and surety in yourself, and you were determined like, "I'm going to invest this and get it back." So that's huge. I love to say, "Whatever I invest, I multiply. Whatever I invest in myself, I multiply." And it's the one thing no one can take away.

You can lose material items that you purchased but you will never lose improving your mind, your understanding, emotional maturity. You'll never lose that. You'll never lose growing your brain. So whenever you came through Self-Healing Masters, you came to E-School, and then you did the Intensive, and during the Intensive, you also did the Signature Massage Training.

So, I just want to get feedback from you about, like, what did you get from each of those? What did you get from Self-Healing Masters?

Brittany: Self-Healing Masters definitely helped me. First off, with having a container. Like, constantly having something positive to listen to and something, like, new to feed my brain of, like, possibilities. I mean, you have, like, just so many different areas of health, wealth, and relationships. Because at the time, my relationships were struggling, and I was trying to be a better mom. So that helped me be just a better mom at home rather than me trying to go to work to run away from it, you know? So, I was able to enjoy being home, being with, you know, my people and all that stuff.

And helped me accept myself. I felt like I was too much. I was all over the place. But, like, now I'm able to accept who I am and be confident and not always feel like I'm, like, on the hook. Like, I feel like I'm finally let off the hook. It's okay. I didn't know. Now I do. Now I'm going to do better. So that kind of gave me the clarity for personal.

Kim: I think about Self-Healing Masters as a place to practice being the new higher version of yourself.

Brittany: Mm-hmm.

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Kim: Because that's what's so hard at home is people. You still look the same and so they kind of keep the same conversation and you're like, "Ah, I'm not that anymore." But being in Self-Healing Masters and creating these relationships with other people who see you in that new higher-minded version—

Brittany: Like, you can be yourself. Like, even if you come in and you're— because, like, I've come in many times and you're like, "What's wrong, Brittany?" And I just blech... just start crying, and just don't know. Cause I don't know where else to put it. Like, I can't dump it on my kids. I can't dump it on my mom. I can't dump it on my boyfriend. Like, I just felt like I was holding it into myself. And it's like... it is just nice to be able to have that spot to finally just unload. And you're not, like, overwhelmed by my feelings. It's... you held the container. You know, if it was you. I mainly had you, but, like, whoever was holding the space allowed me to have that.

To let it move so we can move forward. And it's, like, no longer, like, sitting in it and just like, oh, you know "It's going to be okay and da-da-da-da," and just sitting in it with you. It was kind of like, "I hear you. We're here. Now, where are you going to go now?" And it was just like, "I can go somewhere else? I can be something else through this?"

Like, rather than sitting and loathing in it for, you know, however long it lasts. It was just, like, "Oh, I can come as who I am," but I know I was going to get something resolved at the end of it. I wasn't just going to still feel like crap at the end of the day or feel like helpless. You know? I'm in control again. I'm in control of my emotions and my feelings, and I recognize them, and I allow them to be there.

But I had that space being held for me where I never knew was possible. It was just always "shh." Like, "You're too much. You're crying." You know, you just shut it up. And I didn't have that. It was, like, you just didn't know. It's okay.

Kim: So, you got the self-confidence and the "who am I?" And then, I'm thinking, like, E-School was where the brand and the business identity came together and the how to and the going online. Because you weren't doing all that before, right? But being able to put yourself online.

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And then the 10-week Intensive would you say is what brought it, like, integrated and embodied the rest of it?

Brittany: For sure. Because it was, like, a lot of, like, sometimes like loose ends. It felt like, you know, like, I had the, okay, me as Brittany. And then I went through E-School, so I had me for work. Like, I felt, like, okay, I was sound here; I was sound there, but I still didn't have like the guidance as far as narrowing it down. Like, I was still all over the place. Like, I still had all the things. Rather than let, "Hey, my brain can only handle one thing at a time. Let's give it one thing and it's okay."

Like, there's no urgency to get it all done today. Like, if it's going to take a couple months or a couple years, it's kind of expected, like, it's not meant to be happened overnight. So, then it was, like, "Okay."

So, the 10-week allowed me to focus, because every time I would like detour, like, "Nope, back over here, back over here."

And then I'd be like, "Oh, I'm going to buy a house and redo it. Nope! Back over here. I'm a massage therapist, Brittany!"

Like, and it's, like, when I did that and then when I saw the proof in it of, you know, what I was aiming toward, I'm just like, "Is it really the simple? Is it really?"

Kim: It's so... that's what's so confusing. It's so simple. I call it "simplice." Simple, practical, and applicable. Like, super simple. You apply it. Whatever, whatever. It's all the same. You apply it, but it's practical. It's so practical, and the mind wants to confuse everything.

Brittany: Everything. Yeah. It's like when I pulled it in and I was like, because like different things, you know, each week that you would come up with, like, we'd have to focus on that one thing plus that one way of going about it. And I was just, like, "Oh. Like, duh!" Like, why am I, like, trying to put, like, all these things together, piling it in to solve this one problem? It's exhausting, but I made it more.

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Kim: Right, right. How much energy was it using to be in confusion and not knowing?

Brittany: So exhausting. I mean, I stayed frustrated with the kids.

I stayed with headaches, neck tension, and nobody was there to rub my back and neck. So, then I was mad because nobody could help me and then didn't have the money to go get the help for somebody to help me. It was just all piling on.

Kim: I remember this. "I have to do it all myself." Can you believe that was even in your existence?

Brittany: Poor me.

Kim: Yeah. Yeah. And so, it was really interesting to watch your journey. You're like the poster child for my business. You know, coming in, being... you were, like, inspired and motivated and disciplined and committed, and you knew you were going to do it. You're like, "I don't know when. I don't know how. I'm going to do it. I'm doing it. I'm coming. I promise you. Hold on. I promise. I promise.

That's what you kept saying, but you were talking to yourself. You were promising yourself.

Brittany: Yeah.

Kim: That you were going to get out of this. Even though you didn't know how, you knew you needed to. There was something really, really rich about your attitude. You know, and I'm going to say this, your willingness to be coached, to set aside what you know, in order to know something else was like A-plus. Like, you were so hungry for breaking generational cycles and offering your children something that was not in existence before. And that "why" was so strong. That's what I saw in you.

And then loving massage. You loved your work; you loved your clients. But not knowing how to make this a profitable business, you know, that was

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sustainable, that you could control. And then from there, like, I was just watching you grow through the whole entire process. And then when you said, "I don't know what this is, but I need this 10-week thing, but I know I need this."

And for me, it's the thing that brings everything together. Like, processing the past and present and then integrating all that you learned all year long, integrating that into a knowing that was embodied and you're now *the* person. You own the knowledge compared to knowing the knowledge. You own it. You are it.

You just got super calm and were just like, "I don't need anything." Because the process took you to your own authority. I'm not your authority. I'm not your guru or your, any of that. It was as much as we all want that from someone else. The gift is how can we show you how to get that from yourself.

Britany: And that's so rich because I was constantly reaching and looking for the next thing to feel not even satisfied. Like, because I wasn't, like, really a substance person. Mine was more attached to just someone to help me, someone for guidance. And, of course, they lead you, but then the class is over and then I'm like, "What do I do now?" So, I'd look for the next thing and then the next thing and then, wherever I was at.

And it was just, like, couldn't sit with myself. Like, I always was searching online or searching somewhere. And this just kind of helped me pull together where it's like, "Brittany, the answers are here. Quit going outside." And not just going outside. Like, I still, obviously I get, I reach out, I get help. I'm not, I don't got it all, but it allowed me to trust myself that I can make good decisions.

I do have things to offer the world. Like, I was always trying to make sure I said the right thing, so I would say a lot of things to make up... to make it sound phenomenal. And now it's not even like that. Like, no one hears you. Like, you're just going on and on. And people are just like, "Did she ever shut up?" At least that's how I felt. Cause I wanted to stop hearing it.

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Kim: You're trying to hear yourself. So, we do that. We go on and on and on because we are trying to hear it and, like, find confidence within ourself. So that's why. But then, once you get it, you no longer need to explain it. And that's the point that you reached. And self-trust is it. It is guided by my own authority. So yes. Do I want feedback? Do I want someone else to see when I'm going off path and to, like, if I'm suffering, that means I'm going somewhere else? I'm looking somewhere else. And bringing that up for coaching and, you know, like, to regulate what's happening within the system, within our neurology. To be able to regulate instead of react, which is what makes you jump from person to person to thing to thing and business to business and idea to idea.

Brittany: Yeah.

Kim: Yeah. Beautiful. Beautiful. I mean, I just, that's why I wanted to bring you on and show other massage therapists and healing-focused entrepreneurs, whether you are an energy healer or yoga meditation practitioner that's helping other people.

Brittany: Mm-hmm.

Kim: Eventually we start off with, I say the wounded healer, where we need to fix all this stuff in ourselves, but then eventually, you come to a point where you don't want to be the Band-Aid anymore. You don't want to be the problem solver for your clients. And I was like, "Would you believe that you can get to a point where your clients just come because they enjoy it?"

Y'all were like, "What? I don't know about that."

Brittany: I always told—it's so funny because it's, like, I knew that before you even said it, but I didn't know it. So, it was, like, I would always tell people, I'm like, "You know, if we get past this, then you can actually enjoy the massage." And it's, like, now, finding, like, a different approach to it and then having people who are, like, almost already on their healing path and now they're coming in. So, they're not searching for the Band-Aid. They're actually just looking for something to internalize and to just feel good and to just... so they can fill their cups so they can go pour to their clients.

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You know? And it's like, "Wow." Like, how liberating was that? To not feel like I'm having to carry this heavy load for them. They're now out there already doing it and starting it, and I get to help keep them going. It's not like I'm having to make them go or encourage them to go and then they come again and you're, like, "you still didn't do the thing."

Like they're doing it. And so it's... oh, it's just been so nice, like, to have that, like, reciprocating in. It's like I was worried about losing people. Because of course we need them, those are our clients. That's our money. But, like, now I've just learned that, "Hey, these are my hours. This is what I charge. This is what I do."

Anything outside of that, it's just not me. And it's kind of like, at first, they were, like, "Aw." But then it wasn't, like, bitter. It was kind of like, bittersweet. It was, like, "Okay, I'm making room for new ones."

And, oh my gosh! The new ones that have come in have just, like, I said, like, they just throw in money. They're just like "Here." Like, I only charge this, but they're giving me like thirty, forty-dollar tips.

I'm like, "What are y'all, what is this?" Like, this is amazing because it's like they—I'm not searching for it anymore. I'm not working, like you said, for the dollar, for hour.

Kim: And you're so in tune. Your energy is so in tune with their energy because you're not scattered and so—

Brittany: Right!

Kim: They receive so much more value that they *are* willing, because let's face it, they're not going to get that everywhere.

Anyone who is in the massage world knows this. You're not going to get that everywhere. And we are seeking the person who is in tune with the frequency we want to be on. I don't want to be with a massage therapist who's complaining and sick and hurting and not making the money. It feels terrible, as the clients, you know, and I've experienced that.

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And I remember when I was in my search of self-healing. I just wanted my massage therapist to be consistent so I can go regularly. That's it. And I mean, I was just hearing the stories. They used to work that day, but not enough people are coming, and business is slow. And I was like, "I've got to do something about this. We need more massage therapists."

And when I was with doTERRA, I was, like, I was going to train everyone how to do aroma touch so that I could have someone to do aroma touch on me. So that was another, you know, intention. But now with the Signature Massage, that's my baby. Like, to be able to teach how to integrate those three components in your massage practice. Taking *from* experience, personal and professional experience, as you'd be able to bring it and cover all those bodies, the energetic body, the physical body, the emotional body, and to be able to regulate the nervous system for the client in a way that's giving them a visceral experience they've never felt.

That's why they're so grateful and tipping. What was your—so can we just talk about your experience? Cause you've come to the Grow Your Business for Massage Therapists where we talked about Signature Massage, but you actually came to the actual training. What would you say to another massage therapist about how that training affected your practice?

Brittany: Hmm. I didn't realize I was always there for the client, but I didn't realize being there for the client, even more on the emotional level. Like, I was... it's going to be kind of hard to explain. So, it's like I was there for that person, but I still, in the back of my mind, like, while I'm massaging, I'm thinking of all the things. But then to pull all this together using—because I couldn't understand how to, like, put it together. I was still separating, like, "All right, we're going to just do this or, all right we're going to do this."

And so it was still choppy. But now, just being in, like, in tune with the body and having those options of just one going to the next and just doing what I feel needs to be done—it's so hard to put in words because it's just so flowy that it's like, I don't know. Like, I'm losing like words on that because it's—

Kim: Would you say the experience is seamless?

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Brittany: Yes.

Kim: It's an effortless, seamless flow.

Brittany: Effortless.

Kim: It gives an experience to the client as well as the practitioner that it's this—

Brittany: because I was able to do—

Kim:—dance. Feels like a dance.

Brittany: Yes. Because it's, like, I did one yesterday and I did two today. And it was just, like, when I'm done with them, like, I'm calm. Like, I can't wait for them to come out. And they're just, like, zombified. They're just— I'm like, "How are you going to drive? I'm not sure how you're going to drive after this." But it was just kind of, like, I don't even know sometimes because I'm like, "What was this?"

Like, because it's just so calming that my nervous system is like, "This is a thing? Like, this is possible?" And so, every time, like, I've explained it, because I keep it very vague and explain to them on a level that just sounds so yummy. They're like, "Whatever it is, I just want it. I'm ready."

And so, they just try it and they're just like, "Oh my gosh." So, like, even for me, like, people are like, "Wait, like, it's good for you too?" And I'm like, "You have no clue." Like, after I'm done, I feel the most relaxed and the most like grounded that I've ever felt. Even like, I meditate, but, like, this is like a whole 'nother level. This is like...

Kim: It actually is a form of meditation, by the way. When you are in your essence and you're flowing and dancing with divine energy and connection with another human, with yourself, with your body, you actually are in meditation and that's why it's so impactful. That's why that's- and it was really interesting to watch because massage therapists over five years really have this mentality of how to do, how to do, and it's more physical.

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But in Sig Massage—Signature Massage, I'll say for the sake of writing this out—for the Signature Massage, it's, "No, how can you tap in, go in, go here, and then begin to ply away?" So, it's like this pliability of the body, and then that leads to the expression. It's very much like yoga. It's grounding, transition, express. And so, bringing that in there.

But, watching y'all's faces whenever I first did it, and going in, and y'all were like, "Hmm. I think they need a real massage." I'm like, "This is a real massage!" This is a real massage. And so, now as being the practitioner, and receiving and understanding it better, why would you want someone to do this type of massage on you? Because that's where Monique is, by the way.

She's like, "Uh, uh. You've got to get over here to Colorado and you need to train the practitioners." So, I have someone to go to because she was in Lake Charles and went to Devony last week.

Brittany: Mm-hmm.

Kim: And so, she's like, "Oh yeah, I need more of this. You've got to get over here and train some more people."

Brittany: Oh yeah. No. I mean, you have to ask that question again. We kind of went off to the Monique thing.

Kim: I'm sorry. Yeah. I went, I went there. So, my question was, why would you want this instead of a traditional massage? Why would you want to receive a Signature Massage?

Brittany: Like, this is all I want now. So, because it's allows me, because sometimes it's hard to slow down just because life is life. But like, because I mean, three kids, business, everything. You still... it's hard to just stop. And so this allows, like, if I was to go lay on that table, like, it allows me to tap into an area that I didn't even know needed to be, like, dealt—not dealt with, but, like, recognized that, like, "Oh, oh. I didn't even notice or think of that."

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Like, you know, like, even whenever you were sitting there doing it with me, I'm like, "Oh, this is kind of an emotional little... oh, I didn't know that was there." Like, I just... [breath] and it was not painful. It was just kind of like, I'm sorry, like, it's just, like, calming and, like, nurturing and it was so... I guess my word right now is just nurturing. Like, I always wanted to be a more nurturing parent, and now I feel like I can be a nurturing parent and massage therapist. And I didn't know that nurturing and massage was in the same. Like, I knew nurturing as far as being there and helping the client, but as far as holding them there, and it's, like, I crave for someone to just hold it for me. Like, doing the movements for me or just being there for me. Like, say, "Hey, I support you." You know, "I'm here for you and I see you and I hear you." And it's kind of like, "Oh, do you?" And it's like, it's just so yummy that someone would do that for me.

And it's like, it just felt good, like, it felt like a good old mama right there, you know? Just like being there for her little girl. Like, it's okay. And that's something a lot of us, I don't think to an extent, always got.

Kim: I think it opens the self-compassion. And so, when you're able to give that to yourself, then you're available for other people. And the mirror neurons, they will pick up on it. And that's what, this is the what I craved, like, for myself. It's kind of like whenever I was doing aroma touch, I was like, I've got to get a bunch of people trained in this so that we always have someone to go to.

So, for those who are listening, who are interested, we've got, like, lots of things, especially for massage therapist and healing-focused entrepreneurs. I wanted to bring Brittany on, mostly to share her experience of what's possible for you. If you're a massage therapist and you're listening and your kind of low energy, your days are not filled up, you're not sure if you can stay. You might have to get a part-time job. You're not making enough money.

I want you to know that there's an option and you can start as simple as just coming into the free *More Than Mindset* group. Maybe coming to one live event or just starting with something small. You don't have to go all the way. But like the Signature Massage is very inexpensive, and it's an intensive. I mean, it is like an all-day body work and exchange, and it made

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such a huge shift just with you girls who were here. Like to watch, you know, that change in your body and then now to see you out there excited about promoting it and it's so inspiring.

Brittany: It's definitely empowering. Like, it's impacted me. And so, it's like I'm now able to get out there, but not with the urgency, not with the expectations of trying to reach millions of people. It's just simply like, "Y'all, this is amazing." Like, sometimes my posts are just simple. Like, "This is probably, like, the best thing since ever. Like, I mean, you'll forget. You have dishes, you're going to forget all those things. It's just yummy. You should try it." And they're like, "Okay, let's try it."

Kim: So good. So, Brittany is in, like I said earlier, in Jennings, Louisiana. If you guys want to look her up, we'll put her contact below here. And also, we have a Mind Body Business Conference coming up in October, next year, in October. And I'm sure Brittany is going to be one of the practitioners there. So, it's a great time for you to come to the event and get a taste of everything we're doing in the mind-body world, but also get hands on your body. There is going to be a healing room that's going to bring in all of these modalities. You get to stay fully dressed. That was another thing. Another big game changer is different options that you can do as a massage therapist that's not the traditional. That monotonous over and over, kind of like, you know what I'm talking about?

Brittany: Yeah.

Kim: It's so different. Do you have anything that I did not ask you or that you would want to share to inspire? We can't motivate, but we can inspire other massage therapists who are like maybe struggling or, like, after this whole COVID thing, they just don't know if they want to continue. I want to encourage more massage therapists to stay in the game.

Brittany: Yeah. I think mostly I was getting to the point where physically I was drained. Physically, my wrists were hurting. My neck and back. Standing up to do those massages were—I was starting to dread them, because it was just like another one and another one. And it just now feels like I get excited to be there because I'm not hurting.

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Like, I don't feel like I'm putting as much stress because there's no more stress on the inside, like, internally. So, it's not showing outwardly anymore. So, I'm able to go in and not feel the neck and shoulders and the hands and the, you know, all the things that came with, you know, as a massage therapist. You're going to wear out.

Your body's not going to last. And that can be subsided. That can be something that's just letting us know that, "Hey, we're trying too hard in a direction that's not meant for us. But there's so many other ways and modalities that we can offer to our clients and still get amazing results and still make an impact without killing yourself and just doing it and getting through it." There's another layer of it and it just feels good to have that option, for sure.

Kim: Yeah. And for those of you who, like, when you're trying to figure out the money and how do you make five to six thousand dollars a month? It's not by working. It's working less. And so, if you've imagined making \$135 to \$150 a massage and you're not sure how that happens, we can show you how. It's a completely different mentality and service than what you've been doing. And Brittany, do you think there's any way you could have imagined, without going through this process, that was possible? Cause you're doing it and you're living it now. But when you first heard, did you have some doubts like, "Hmm, I don't know."

Brittany: Oh yeah. Oh yeah, because I mean, I've been what, through this for a little while now and it took until this last 10-week Intensive to really believe it for myself. But no, I honestly didn't think I thought I was going to have to work way more. Way more. And I don't, and it feels good,

Kim: Nice. And you know, it's all about breaking generational cycles. You know, parents want to be there with their kids. They don't want to just like dump them and leave them in the hands of the school system or the government or, you know, and at the same time be able to make a living that is sustainable.

It's a really big deal, you know? And for you, with the relationships stuff, you went on your own; you went back, you know, there were a lot of changes. And this is life right now. This is the post covid world. You know,

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we're all adapting to it. So, thank you for coming on. We'll have your contact information and people can reach out to you on social media or connect with you.

And when we do events, guys, would love for you to come and participate and be around more people like Brittany who are reaching their potential. How old are you?

Brittany: Thirty years.

Kim: Thirty years. God, what I would've done to get this at thirty? Seriously? I was like falling apart with five kids at home, trying to figure out how to run two businesses, you know?

Brittany: Yeah.

Kim: All right, my friend. Thank you all for tuning in joining us. Thank you.

Thanks for listening to this episode of *More Than Mindset*.