

A COURSE IN
Business *Miracles*®
Mentoring For Highly Sensitive Entrepreneurs

**A Course In Business Miracles Podcast
Episode 92**

**HSE Feature with Real Estate Consultant,
Geri Deane**

Transcript

Heather: Welcome to A Course In Business Miracles. This is Heather Dominick, creator of www.BusinessMiracles.com and founder and leader of the Highly Sensitive Entrepreneur movement since 2010. Join me today for some genuine practical assistance and a business altering and life changing experience, A Business Miracle.

This is A Course in Business Miracles Episode number 92, HSE Feature with Real Estate Consultant, Geri Deane. Welcome to this Business Miracles HSE Feature Episode. I am just so happy to be featuring Geri Deane as a member of the Business Miracles Community and as a successful Highly Sensitive Entrepreneur and Leader.

Geri, along with being a valued member of the Business Miracles Community, is a Residential Real Estate Consultant assisting Buyers, Sellers and Tenants both locally and globally to support people who are looking to buy, sell, or rent their dream home in Virginia or around the world, and who may be experiencing a major life transition so desire to partner with a real estate consultant they can trust and who will respect them, listen deeply to their needs, and powerfully guide them every step of the way. And as a result of their time with Geri they will feel calm and confident that their real estate transaction was handled in both a personal and professional way.

Listen in as I talk with Highly Sensitive Leader and Real Estate Consultant, Geri Deane to hear how after she joined the Business Miracles Mentoring Programs and learned she was highly sensitive she changed everything about how she operates in her business and life. Geri now focuses on her uniqueness rather than comparing herself to others and in just one year her gross income is now 100% over where it was last year--even during a pandemic--which is AMAZING!

I really loved this conversation with Geri. She is such a genuine hearted woman and I know you'll feel it too as you listen in

Geri, welcome to the Business Miracles podcast.

Geri: Thank you, Heather. I'm so happy to be here.

Heather: I am just really looking forward to this opportunity to dive into a deep conversation with you today. I'd love every opportunity

that I have to connect with you when we're able to be in person, at our training retreats, all the ways that I connect with you on the forum and our calls as part of your Business Miracles Mentoring Program, social media, you name it, and now I get the chance to talk to you for 30 minutes. I'm so excited.

Geri: Yes. Thank you. I'm honored.

Heather: All right. Beautiful. So you have been a part of the Business Miracles community since 2018. You're currently in the elite program and I'd love to hear just a little bit more about what it was like for you when you and I first connected and you began your highly sensitive entrepreneur and leader journey. Tell us about the start.

Geri: Well, thank you. I was introduced to your program, your mentoring program, by my colleague Jackie. I never thought that I was highly sensitive but once I learned more about your program, I was very much interested and intrigued in learning more about being a highly sensitive entrepreneur or just highly sensitive in general. And so when I joined the program, I joined the six month program and then once I finished that and I was just so enjoying every bit of it, I actually moved into the core program and thought, core is good enough. And then I didn't even move into core because I really wanted the accountability with a coach that you have in place in the community. And that has just been phenomenal for me.

And I have learned that utilizing my strength such as being detailed oriented, creative, and being a visionary, just to name a few and then also learning more about those items that we consider to be as shadows, perfectionism, overwhelm. I know more about these and I know how to address them effectively. But the program just overall, the accountability from the elite perspective and all that that has to offer, the masterminds and just my one-on-one with Maureen, I can't ask for anything more.

Heather: Well, I can definitely say you have just soaked up everything that is available as far as being a part of the Business Miracles community. And I really hear it, even just as you're speaking right now of that moment when you realized that you were highly sensitive and then as you dove into the mentoring and the training, it really just opened up this entire different world in regards to yourself and in the way that you operate in your

business and in your life. And again, I've really just watched you just soak it, soak it up fully and thoroughly. So tell me about the difference this has made for you, your business, your life, relationships. What have you noticed the ripple effect from this willingness to just soak all this in?

Geri: Well, it really has made a difference to me both personally and professionally. And I would say based on relationships, just in general. In 2005, I started my real estate career. And then I had... In 2015, I was experiencing lymphoma and I lost my mom during that same period of time. And ever since that I was, I don't know. I just wasn't driven, I wasn't making a difference, not as much as I would really like to do and everything that I was supporting and I just needed to change and possibly a different way of doing things and looking at things in my business and relationships. And I have done just that. And you know that I really was able to focus on my uniqueness and not comparing myself to others and continuing to make a difference. Paying it off, paying it forward and making a difference just in my community, with my relationships, with my clients.

And I just think that a lot of that has, all of our teachings quite honestly, has made a difference. And so, like the uniqueness part was very interesting to me. Because you do want to set yourself apart from others in whatever role you're playing from a professional perspective and because there's so many real estate consultants, there's a bazillion. But I had asked some of my clients, I said, what makes me different? What makes me unique? And the one piece that I remember the most is one of my clients said, "Geri, there's no judgment. You don't judge me for where I'm at, maybe why I'm making this decision to move, to purchase..." And that I respect them and all of their feelings and everything that goes into their making a decision to move. It maybe it may be positive reasons, it may be a life change, maybe a negative reason. And I love that she has said, there's no judgment, you respect me. And of course I wouldn't do anything but that. But learning some of those aspects of myself really has helped me.

Heather: Yeah. Yeah. I really hear you speaking to those highly sensitive strengths that we have of really being conscientious, right, and also the strength of a deep belief in justice and just our strength of empathy. So it sounds like your clients really reflecting that to you in that practice of asking what is it that makes me unique.

But I've also really seen you take that feedback that you receive from your clients and really utilize it. You didn't just stop with taking it in. I've really seen you build upon that. And then therefore really be able to grow and experience an increase of abundance too as part of that. What has happened with the business as a result of this deeper understanding about who you are as a highly sensitive?

Geri: Well, I would say, when you look at it from a monetary perspective or an abundance if you will, in comparison to my gross income last year, my gross income at this moment is over... It's a hundred percent greater than what it was last year. And even during a pandemic, which is amazing.

Heather: Amazing. Amazing.

Geri: Yeah.

Heather: Yeah.

Geri: And I think that has a lot to do with the connections that I have and that I continue to receive. And I just think that, I don't have a team per se but I would want to say that I think that I do have colleagues that'll refer clients to me, which is an absolute honor in addition to referrals from my clients. And there's a... And I think that's huge. That's a huge... Just an honor in general.

Heather: Yes. Well, I love this because what I hear you describing is really being able to create substantial financial business success through how we work best as highly sensitive. Which is that we're really effective when it comes to creating deep intimate relationships. So you're literally like a walking example, a demonstration of utilizing our strengths in our natural way of interacting as highly sensitive and allowing that to create success for you versus, which so many highly sensitive do, is they try to just replicate what the other 80% does as big marketing, big net casting, investing a lot in big campaigns and that's not what you've done at all. You've literally built off of your, again, your highly sensitive strengths and natural ability to create relationships. And your colleagues refer to you and your clients refer to you and as a result, you've had a 100% increase just doing what you do well, truly.

Geri: Thank you. I think the, to me, the relationship has always been the most important to me in my role versus the transaction. The transaction's important, but it's not the most important to me. And when I'm able to assist a buyer or seller or a tenant make a move wherever, locally or globally or even just right down the street, I am so I'm honored to work with them and for them and they trust me and they know that I will exceed their expectations because that's my goal. But at the same time, I just think that.... It's even some first time home buyers. I love working with them. Because I know that they'll be well taken care of with the largest purchase, a big decision in their life. And I want them to be nothing but successful with that and have enough information to make a fully informed decision, and I learn and grow with them, each of the opportunities just in general. So I think there's a huge trust involved in that relationship and it works both ways.

And also I would say based on what I have learned with your teachings, who is my ideal client? And right away now, when there is individuals that I may meet and I'm just like, no, it's not a good fit. And I'm okay to make that decision because it really has to be the right fit so. And I want them to be like me.

Heather: Right. Right. Yeah. Right. Trust versus fear.

Geri: Yep.

Heather: Yeah. And again, really just hearing you describe why I always say that we truly are coded as highly sensitive to create success. It just needs to be done differently than the majority of what you're seeing out there. And what you're describing is such a beautiful example. So tell me a bit more about pay it off, pay it forward and pay myself.

Geri: Well, as we come up with our diamond plans and our 30 day plans they are a subset of that. That's where the accountability comes in for me. And that was something that I really needed to have for myself, both from a personal perspective and professionally. And so I... We had built our house primarily to take care of my mom and dad. And so I had some debt that was still lingering from the build process. And I just said, you know, I have really going to focus on, this is my vision for this year and it was going to be, pay it off and pay it forward and pay myself. And I've been able to do that this year. I paid my car off early,

which is huge for me. And so it's so invigorating and it feels like such a huge accomplishment. And then also I did have a five figure debt that was tied to the build and I've been able to pay that off. And then I continue to just focus on my relationship with money again, thanks to your money mindset trainings. It's a huge awareness.

And it's kind of funny because prior to that, you don't really think about your spending and how you spend it and why you spend it. And I have learned to really focus on what makes the most sense. And I love to not only pay off debt, of course that's huge, but to pay it forward. And I know within those individuals, some that I have met in my community, all do things to make a difference. And then also if there's a way that I can contribute to them monetarily, that would really... I know that would really benefit them. I do that. I like to keep it local. But I love just making a difference just in so many ways. And I think that has a lot to do with just my makeup as a highly sensitive in my heart. And it just gives me just a great feeling of... Like a reward to myself when I do things like that. So that is what I've been accomplishing so far this year and I couldn't be more proud of that just in general.

Heather: Oh my gosh. Yes. I mean, you've mentioned your contribution to community twice in this conversation so far and I think that's so significant because that also is a mark of who we are as highly sensitive. We're not necessarily about creating the success just to buy more shoes, right?

Geri: Right.

Heather: Not that there's anything wrong with a good pair of shoes.

Geri: Yeah, exactly.

Heather: But the fulfillment is when we are able to use the abundance that we're able to create to also significantly make a difference for others and so I really appreciate hearing about that. But I also really appreciate, as you mentioned that you really set that phrase, pay it off, pay it forward and pay myself as your guidepost. As part of the diamond plan, which you mentioned, which is a six month planning process, and then to be able to keep it moving forward through the 30 day plans, but also the money mindset training. And I love hearing that what you took

away from the money mindset training specifically is about that consciousness. And the money mindset trainings, as you know, all come from my own experiences, changing my relationship with money. And that consciousness piece is such a key piece. And so I just really appreciate hearing that that's something that you've really been able to maintain. And it sounds like it really stays with you. So that's really beautiful.

I know you've also shared with me about... That one of your favorite teachings in the Business Miracles trainings is about the law of adaptation. So I'd love for you to share a little bit more about that.

Geri: Okay. Well, there's so many to choose from just in general but really and truly, yeah, my favorite is the law of adaptation and in our highly sensitive community, it's one where I have learned and continue to learn from every member. It's not a program specifically for relating to real estate. So anyone that is considering moving into an entrepreneurial role, they're in corporate and they're thinking like, okay, I really want to do something for myself. I really want to make a difference. And from that perspective, I look at this and say, this is the best mentoring that you will ever experience. And also it helps you build the foundation for you to be nothing but successful. And what I mean by that is that, in our training retreats, which are just phenomenal, and the connection that we have to each other in our community, and everybody is focused on something else. It's not just, okay, this is real estate. Okay. And how many cold calls have you made and how many this and that have you done, but strictly real estate.

In our community, the law of adaptation for an individual who's in a coaching role or somebody that is in, I'm just trying to think, what else? But something non real estate related, I am able to take those teachings and their thoughts and maybe the way that they're approaching their business and I apply it to mine and just maybe modify it just slightly, but it's like, that's such a great idea. You know? And it's so interesting and so motivating to learn from each other as well as from you and the coaches. And I think that, and I know, I don't just think, but I know that that has really helped me as far as my entrepreneurial role and also moving into a leadership role as a highly sensitive. Anybody-

Heather: Can you say a little more about that?

Geri: Well, and when I was in a corporate role, yes, I had managed to grow in my career and I had staff reporting to me and in a leadership role where you're leading by example. And I continue to do that but I do it differently now. And again, using my strengths as a highly sensitive in whether it's marketing, whether it is just communication in general with my clients or potential clients. I just think overall that adaptation everybody benefits from. And the other part I think about is, in our community there's... And what you lead as a leader, you set the tone and setting an example that there's no right, no wrong, no judgment. And I even love that even more.

Because you may have an idea. You may have something that is affecting your business that you just really need to share and part of being vulnerable, I would say, and just being visible and everybody feels comfortable in having those conversations. Whether it's on our weekly call, whether it's on a get it done day, whether it's at a retreat. I mean, it's just amazing. So I mean, you're a true leader and you set an excellent example for us on how we would use our skills as strengths to continue and be nothing but successful. That's how I feel.

Heather: Thank you so much for that. Thank you. Well, I love this because choosing the law of adaptation as one of the teachings that stands out to you the most I think really does speak to the heart of what we do in the Business Miracles community. Because as you said, not everyone in the community is in real estate and not everyone in the community is in coaching, but we literally have, we have representation from all forms of business and all forms of life and different countries and different cultures. And the law of adaptation really is about also strengthening that muscle of personal responsibility, right?

Geri: Yes.

Heather: So rather than expecting a program just to give you a formulaic way of doing real estate, for example, is we're teaching how each individual in the community is meant to tap into their own selves, their own strength. And then how are they meant to personally apply the teaching so that it worked for them. So the intention is the, don't give a fish but teach to fish, right? And so I love hearing you speak to that and how you really find such

value in that. And you truly have again, just soaked it up and put it into practice and created a whole different experience of life and business for yourself. So then Geri what-

Geri: I thank you.

Heather: ... you're welcome. And what's next? What's next for you?

Geri: Well, I think, when I think about what's next, and I'm excited to continue to learn and grow in my highly sensitive role. And again, from a leadership perspective and focusing on relationships to continue to do that and not the transaction. But then also as an end result, making a difference for my clients in my real estate consultant role. And I'm excited about all of the teachings that we do have when we do have our a fall retreat and all of the new learnings that you prepare, that's exciting to me. It's not like, okay, let's go to chapter two and here we go. It's just a while. And every time when we do have our retreats it's just, like you just can't explain it. So again, I just value all that you have to share with us from your experience, from your purpose and that we can then... And take that law of adaptation and apply it to our own lives, our own business and continue to make a difference. I think these are exceptional times and I continue to be innovative and try to continue to make the difference that I want for everyone.

Heather: Yes. Yes. Yes. For sure. For sure. I do keep things happening in real time, don't I?

Geri: Absolutely you do. And Heather, that was so instrumental. Because I think that we all, we're learning and trying to understand this whole turmoil, I would say, and the pandemic in our world and everything from a global perspective, it's not just, oh, it's over in Virginia or, oh, it's in New York or no, it's everywhere. And I'm thankful so much to you for all that you have done and continue to do to address the exceptional times and moving forward and everything of just making a difference. It's huge.

Heather: Thank you. Thank you. Thank you. What would you have to say to other highly sensitives who are listening and really thinking like, wow, I want to truly be fulfilling my purpose as a highly sensitive. I don't want to just cope through this life, but I really

want to be creating and fulfilling the role that I've been brought here to play. What would you have to say to them?

Geri: Well, I was in their shoes once and I had been in corporate for many, many years. And I would say that they owe it to themselves to learn more about what it means to be highly sensitive and just what that all consists of. And then the teachings and mentoring that you provide. It's absolutely amazing both personally and professionally and it will guide them as far as making decisions, as far as moving into an entrepreneurial role but it's incredible. They owe it to themselves to investigate this and it could be for them and maybe it's not, but it's, you don't know what you don't know. And I would have to guess that in the teachings and just all of that, they will relate to it in some form or fashion and they'll be like, wow, never thought that this related to me. So before they even forward into spending tons of money or time and effort, do it the right way. And this is the right way. I know it is for me and I know it is for many others.

Heather: It's beautiful. Beautiful. And where can listeners find out more about the amazing work that you are doing in the world as a highly sensitive?

Geri: Thank you, Heather. Well, the best way would be to connect with me on my website, which is gerideane.com. And that's Geri spelled G-E-R-I and Deane spelled D-E-A-N-E. And I'll be glad to assist them whenever they're ready.

Heather: Ah, yes. Beautiful. Definitely see the amazing work that Geri is doing in the world of real estate and successfully as a highly sensitive. Geri, thank you so much for this time. It's just been delightful to be able to sit here and virtually share a cup of tea and this conversation with you. Thank you.

Geri: Thank you Heather. I'm honored. Again, to have met you and to be able to have the opportunity to learn and grow with you. Thank you.

Heather: Absolutely. All right everyone. Thank you so much for listening. Many blessings, many business miracles, and until next time.

Thank you for listening and I hope you enjoyed this episode of A Course In Business Miracles. If you're ready to learn how to use

your highly sensitive abilities to support you in being purposeful, profitable and empowered rather than scattered, poor and undervalued, take my free self quiz to find out if you are indeed a Highly Sensitive Entrepreneur. And if you are, along with your quiz results, you'll receive my free HSE Success Guide, which will teach you how to have your highly sensitive abilities working for you to create the results you desire in your business.

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