

**Dotsie Bregel,
Founder and CEO of
The National Association of Baby Boomer Women
(NABBW)**



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**Choosing Victory:
*How to Stop Surviving Your Life and
Start Living It***

With

AnnMarie Kelly

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**Choosing Victory:
How to Stop Surviving Your Life and
Start Living It**

**With
AnnMarie Kelly**

Dotsie: Hello and welcome to the call. For those of you who don't know me I am Dotsie Bregel, I'm founder of the **National Association of Baby Boomer Women** which can be found at www.NABBW.com and also www.boomerwomenspeak.com which are the number one sites on major search engines for baby boomer women. I'm passionate about educating and empowering boomer women which happens to be my generation. And our sites, for your information, are proudly sponsored by www.dolans.com. If you are interested in excellent financial information that will encourage you to live a more financially responsible midlife, then please visit www.dolans.com. We are also sponsored by **Elations** which is a daily drink supplement that offers relief for joint aches and pains. It is an alternative to taking large pills, and you can find them at www.elations.com.

Since launching www.boomerwomenspeak.com five years ago, I've been connecting, encouraging, and supporting boomer women on a daily basis, and I guess really my passion is educating and empowering women at midlife. So I'm really excited about this series. If you are not a member of the NABBW, the fee to join is typically \$75.00; but if you are on the call, and a guest of any of our speakers this month, we'd like to extend to you the opportunity to join for \$60.00 and you can do that by simply emailing me at dots@nabbw.com. We have given a few Web addresses and some little bits of information out so far that you might want to jot down. So if you don't have a pen and paper, you may want to get one because I think you might want to jot some information down about what AnnMarie has to say. But also know that if you are a member of the association, we offer the audio links to these teleseminars, and we also have them transcribed so you can read them; actually print them out, read them, make notes, highlight, do whatever you want at a later date. And those are sent to our members in the weekly update, and they are also archived on the **MEMBER ONLY** section of www.nabbw.com.

Let's see, today I'll be interviewing **AnnMarie Kelly** who's the author of **Victorious Woman! Shaping Life's Challenges into Personal Victories**. Next week we'll be interviewing **Prill Boyle**, who is the author of **Defying Gravity; A Celebration of Late Blooming Women**. And the topic for her teleseminar is **Step Out of Your Comfort Zone: Learn techniques for taking risks and creating the life of your dreams**. And she will teach us some techniques for taking risks and creating the life of your dreams. And then the last teleseminar in this series will be with **Karen Gail Lewis**, and her topic will be **Discovering How**

Relationships can Keep You from Your Dreams: *The Truth about Important People in Your Life*. And she will talk about the truth, about some of the important people in our lives and how they really can be the ones who are holding us back. She's a therapist, an author, and an expert on this topic so it should be a fun series. If you are on the call today and are not a member of the association, I believe you have the information for the upcoming calls. Okay, let's get started. AnnMarie, are you there?

AnnMarie: Yes, I am here.

Dotsie: Okay, AnnMarie takes her message of victory to businesses, corporate affinity groups, and women's conferences and professional associations. She is a dynamic speaker, a seminar trainer, and author of the book, **Victorious Woman! *Shaping Life's Challenges into Personal Victories***. She believes in turning life's setbacks into springboards for success and victory. She is often described as motivational, energizing, engaging, validating, practical, and very down to earth. Her "*Smart Women at Work*," and "Smart Women in Transition" programs, give women strategies for handling adversity, transforming challenges into opportunities, becoming leaders in their lives and communities, and achieving positive change both at home and at work. She uses great stories from her own life, as well as those of women about whom she writes, and speaks, as compelling examples of how every woman can do more of what she wants, and be more of who she really is, and have more of the life of her dreams. With energy, empathy, and a yes you can do it attitude, she shows her listeners, readers and clients, how to find inspiration and direction so that they too can chase their challenges into new beginnings and fabulous victories. She currently lives Chester County, PA with her spouse and she finds her greatest joys comes from ballroom dancing and traveling with her husband. She enjoys eclectic choice of music, reading mystery novels, and being the company of good friends. Her Web site is www.victoriouswoman.com. Let's get started AnnMarie, welcome to the call.

AnnMarie: Thank you, I'm glad to be here. Thank you for having me.

Dotsie: Anything you want to tell us before we get started on the interview? Don't you have a special on your books on your site right now?

AnnMarie: Yes I do. Well, this is *Victorious Woman Month*; it International *Victorious Woman Month* and the deadline is this Saturday, May 10, but if any of your listeners have a story to tell and would like to share it with others, there is a *Victorious Essay Contest* and the rules for that are on my Web site, and I have a special this month for my book, *Victorious Woman*. And that is that with every two books you purchase, you get one free. And also, the other thing Dotsie is that every year I for *Victorious Woman Month*, I make up a calendar with 31 different things to do during the month of May; obviously one a day, that will help you through—get your victory juices flowing. That is a free download and when

you go in you put in your email address and your name and it will take you right to the calendar. This will also put your listeners on to my email list and I can send them my quarterly newsletter and special offers for classes and teleseminars I have coming up.

Dotsie: Okay, let's get started then how choosing victory can transform our lives.

AnnMarie: Well, when you choose victory, the first thing you do is set an intention for your life's destiny. And the intention for victory is that your life honors your highest and best self, which is your victorious self. And secondly, it means you make an agreement with yourself that you won't settle for merely surviving your life. And that is something we boomers probably talk about as teens or young adults during that phase of our life. And then stuff happened; life happened. Maybe we got sidetracked with having children or careers, or something that—needing to make money and choosing careers that may not have been all of what we wanted at that time. Or maybe we changed; maybe we have been in a transition. So choosing victory is that agreement that you are not going to settle for just surviving everyday. So choosing victory now in midlife means consciously making the choices that will push you to be more of who you really are, and do more of the things that satisfy your soul and have more of the life that you really want. When you look at life with that "be, do, have" in mind, then you just aren't as likely to settle for the stuff you don't want and that transforms your life.

Dotsie: Okay and do you ever recommend that women kind of share that almost "vow" with another woman, journal it, or do anything to make themselves more accountable to that vow?

AnnMarie: I do. I think it is really important. With my clients I create victory teams. And within my own circle I have—it's sort of on the order of a mastermind kind of group. And yes, I find that when it is one of the victorious woman model segments is that you get support. And then you are accountable for what you're telling people you are going to do. For example, on a victory team, the way that I set up the victory teams is that someone will come to a meeting and they get maybe twenty minutes of time usually, given the number that we have, twenty minutes of time just for themselves. And then everybody kind of brainstorms for them and at the end they make a commitment. And when they come back the next time, they report on how they did with what they committed to and it becomes very powerful. I think a lot of times we can get easily sidetracked with many things, and especially with a society that doesn't always support our victory.

Dotsie: Okay, and you know that's something that this call really isn't about but it reminds me of the whole philosophy behind coaching and how important coaching can be because it does hold you accountable. Okay, well let's move on

because we have a lot to cover. How about sharing with us how victory differs from success and just goal achievement.

AnnMarie: Well, I think a lot of times we can achieve a goal and be successful but not really have a victory and the reason is because sometimes when we have a success or we achieve a goal—it's kind of a recipe, you know. We did A, B, C, and then we got here and that's a good thing, we can't take anything away from that. But the victory comes in the stretch we have to make to overcome a challenge. And probably one of the best examples I have personally is that not quite 15 years ago I joined a weight loss program; a behavior modification program to lose weight. And I lost 50 pounds. And the success was that I followed that plan, I restructured my calories, I did exercise and things like that. I lost 50 pounds. And that was really a good thing, a great success, a goal achieved.

The victory stretch has been in maintaining, not all but most of that weight loss because the victory stretch made me do several things. I had to change life-long eating habits. You know, I grew up eating a lot of sweets, eating after dinner, and eating if I was happy and eating if I was sad. Eating for anything. It was a lot of food, it was sweet food, it was emotional eating. And then suddenly I had to learn new ways to deal differently with the emotions I had previously been numbing with food. So that was a big stretch for me. And then another stretch was making exercise a part of my life. As I've gotten older, I continue to stretch in accepting my body and my new metabolism, and not understanding why midlife means mid-section. So it is kind of those things; being able to accept what happens, and continuously. For me, it is a constant challenge. So I am continuously having the opportunity to have that victory.

Dotsie: Okay, and so basically it is just implementing the life changes to maintain it.

AnnMarie: It's implementing them, and the implementation is really the challenge because—you know, for my whole life I had different patterns. And that's what we all do. Whether we are leaving the home and going out to work for the first time in years, or doing other things that are—you know maybe we're in some kind of transition. Maybe the spouse is sick, or a divorce after maybe twenty or twenty-five years of marriage. Those kinds of things where we have to get through; but the stretch is overcoming the challenges and being okay, learning how to gracefully handle the challenges and overcome them.

Dotsie: How about we talk a little bit about the four lifestyles that you discuss that can either support or sabotage us.

AnnMarie: That's great; it's one of the biggest things that I learned in interviewing so many of the women that I interviewed for *Victorious Woman*. I learned that there were two lifestyles that pretty much sabotage your victory. And

the first one is that of the victim. And all of your listeners know this—that one person that no matter what they do, they'll tell you, that no matter what they do, they just can't seem to get ahead, or it just can't seem to work right; life must be against them. And we know that when we talk to those people, you know yourself, when you see somebody like that and you give them advice, what do you think they say?

Dotsie: I'm sure they just deny the advice.

AnnMarie: Yes, or they do the yeah-but's; "Yeah, I know, but..." And that particular person seems to think in that lifestyle, a woman feels that everything is out of her control. She has a pattern of making poor choices and she makes one poor choice and it takes her to a worse place, and then in that worse place, she makes another poor choice and it brings her to an even worse place, and it becomes a vicious cycle. And she kind of just doesn't understand that if she would just change her choices; and not that's a simple thing, but if she made different choices and better choices, she could change her whole life. She just doesn't connect to the fact that so many of the things that happened, are things that she could make better choices about. One of my best examples for this is a woman who had, she had lost her job and she came to our church. There were many people who just bent over backwards trying to help her and even got her a grant to take a course so that she could upgrade her computer skills and would be better able to get a job. And right before she started the course and the grant money came right to her, she went to a Star-Trek convention and spent all of that money. And so then she was in that same spot.

Dotsie: Oh, okay.

AnnMarie: And eventually—people were upset with her and then she was upset and said, "Don't you understand? I was depressed!" Well yes, we understand that you could be depressed but that money was supposed to be used to help you move forward. So it was that vicious cycle; she made one bad choice after another, after another, and that's the person who never seems to connect with anything but that victim mentality.

The other sabotaging lifestyle is the surviving lifestyle. And this is the person who, just isn't on her list. I remember Wynonna Judd was on Oprah a couple of years ago and she said, "You know, I just wasn't on the list," and that's what so many of us do Dotsie, don't you think? If we're on our list at all, we're at the bottom of the list. With anybody else if they started at the bottom of the list, eventually they work their way up to the top. But in that surviving lifestyle, that person stays at the bottom of the list and never gets up to the top. Their needs never seem to get addressed, or they are not even on the list. And even more importantly they not even on anybody else's lists, either.

Dotsie: And don't you think by midlife we should learn that lesson by now that

we should be on the list, and really at this stage, its okay for us to be at the top of our list.

AnnMarie: Well I think that's good and I think it's important. Yes, we should have learned that by this time, by this midlife time, we need to but if we haven't, this is a good time to get started and know you have to be on the list, and other people need to have you on their list too because the surviving woman has a PhD in accommodations. She is always accommodating somebody else. She'll rearrange her schedule, and she'll stay up late, and she'll get up early and she'll do all of these things to accommodate spouse, children, parents, co-workers, all of these things. And then when it comes time for her to ask for help, you know—she may ask her kids to help her with something and they say, “Gees mom, if I had only known you needed help I would have made arrangements but I have something else to do,” and it is almost as though there is a thought process in the heads of other people that the surviving woman is just sitting around waiting to take orders from somebody else because they don't have anything else to do. And you know, obviously, that is not the case. When a woman is only accommodating of other people and doesn't have an expectation of being accommodated in return, then she is cheating herself because other people need to be accommodating her. And that's the part of being on our own list and being on somebody else's list. So that surviving woman settles for what she can get instead of going after what she wants.

Dotsie: Right and it's really just a change in your thinking and where you place your interest and just you, personally. You have to put yourself at the top.

AnnMarie: Yes, you're right and it starts with that change in the thought process and as you all are listening to this, think about where you are in that process. Are you accommodating everybody else but are afraid to ask for help because—so often I hear this from women, well, I think that's really good but I don't think anybody—you know they might be specific—I don't think my spouse would go along with that or I don't think I could get my kids to clean the bathroom, do their own laundry, or something that would free up time for that woman. So it's not having that expectation of accommodations.

Dotsie: Right; I can give a perfect example of this. I started a rowing class and I made it to five classes and then I missed four because I was sick with a really bad stomach infection. And I need to go back to that rowing class tonight but you know what I'm doing? “Oh you know what, my daughter comes home from college tonight, and this isn't really a good time for me to take up a new interest. I think that she will be home every Tuesday and Thursday nights; she'll be home on Saturday mornings. What if she needs me? I really probably shouldn't go to rowing tonight, and maybe I'll just pick it back up in the fall when she goes back to school. I'm doing that right now.

AnnMarie: I know we are so good at talking ourselves out of stuff.

Dotsie: And I really want to do it. But it's interesting. That's what clicked for me. So I'm sure there are other women on the call who are thinking of something where they are putting themselves at the bottom of the list and everybody else first. Whether it has to do with discovering a new passion, I mean you can't, you really can't pick up something new and run with it if we're going to put everybody else at the top of the our list. Okay, go on.

AnnMarie: And the thing is Dotsie, we like to accommodate others. It is not that I am advocating that getting out of being a surviving woman by becoming totally selfish because I don't think that often makes us feel good, either. But it is just that idea of maintaining that balance of things that are important to you and having those people who understand that those things are important to you. Again, it is the expectation of accommodations. And that is the difference between the surviving woman and the advancing woman, and that is that the advancing woman is on her list. And she is careful about taking care of her needs and her desires. She likes to take care of others and accommodate them but when it is her turn to be accommodated, she really does expect that those people are going to make adjustments for her the way she makes adjustments for them.

Dotsie: And you know what, they will. They will when the expectation is there.

AnnMarie: And it goes back to what you were saying about the thought process. It's that thought process that say, "Oh that's just not going to happen," or a thought process that says, "You know I do it for them, they can do it for me."

Dotsie: Right and I have to make it happen. Okay, what else?

AnnMarie: Well, advancing is the skill building garden for growing victories because that is where you learn a lot of the victory skills; then you go on to victorious and so many of the women I interviewed for victorious woman really felt that it was a mixed blessing if there was a death, or an illness, that was the thing that precipitated their opportunity for victory. It was not always something that they asked for. But for each of them, when they were faced with adversity, they really stepped up to the plate and they—it wasn't like they said, "Bring it on," but they said here I am, now I have to figure out what to do with it that is going to be the right thing to do. They didn't give in, they didn't back away, they really went and said, "I'm going to do this."

And so the interesting thing; I interviewed several women who were on the stepping stone and stay there. I call them stepping stones because we move around them in our lives. You know sometimes we take a couple of steps forward, sometimes we take a couple of steps back, sometimes we go a little bit left and a little bit right; and eventually, we start moving forward again and one of the things I noticed in Victorious was that some people, some of the women I interviewed were living in their victory even though it was years and years before

and had never moved on. They never moved back to advancing to learn new skills and move past any new challenges.

Dotsie: So you encourage people to keep changing and keep trying new things and kind of getting new things under your belt.

AnnMarie: I do. In fact, in Victorious Woman Month Calendar, one of the things I asked women to do is write down five of your victories, don't ever forget them because they are the things that make you who you are. However, if you just stay on that, then you stay stagnant. You need to go back and keep developing skills so that you can handle the next challenge that comes along and create the next victory.

Dotsie: Now would you agree that some people have accomplished these skills in certain areas of their lives but not others, like maybe they compare personal with professional, something like that?

AnnMarie: Yes, and I see that a lot in both ways. Women who could run a whole household; raise kids, and did all of those things and then when it comes to going back into the workplace, they get very timid. Kathy Zingaro Clark, one of the women in Victorious Woman, was at the top of her field when she married a man who she had known for twenty years. And it was in her personal life. She was so in control of her professional life and in her personal life; the marriage didn't even last two years. And she was in her forties when she got married and she ended up at the end of that time, I guess it was eighteen or nineteen months that she was married, and she was broke, and homeless, and out of a job. She went back to work and used all of her professional skills. But yeah, I think that this is very true.

Dotsie: And you know a big thing is change, too. Period. Just change; and how we react in the face of change. Okay, you know what; we really have to keep moving along here because we are running out of time. Tell us the six skills that we will need to develop a new lifestyle that will help us meet with success.

AnnMarie: Well the first skill is the one that is the most important skill for every woman to really get, to really develop. And that is SELF Control. When I talk about self control, I'm not talking about the self control you need to stay on a diet or go out and exercise. I'm talking about control of your SELF. It is the control of who you are, it is knowing what you really want, it's having your own agenda, it's that advancing woman skill of knowing those things that you want and having a direction of your own. And the truth of the matter is, if you don't get your own agenda, somebody else is going to give you one and it may not be one that's necessarily to your liking. It is one that will meet their needs, and it isn't likely their agenda to help us, be, do and have our best. It's like this. Have you ever made plans to go to dinner or a movie and you're sitting around and nobody can decide the restaurant or what movie and finally somebody says, "Oh let's go

here” and you go to a restaurant that isn’t what you’re—maybe it isn’t your style or maybe it is more expensive than you like; or if it’s a movie, you go to a movie and it is depressing instead of funny and you only like funny movies; well guess what? You didn’t have control of you SELF. You weren’t in touch with what it was you really wanted and then you got stuck doing something that you didn’t want.

Dotsie: Okay, good example. Okay, what about number two?

AnnMarie: Well that is Passionate Persistence and that means having passion for whatever it really is that you want to do. I just got my degree—I still say I just got my degree but I got my degree seven years ago. It is way past normal age for graduation, but I really wanted to get it. By the time I went back to college, I really wanted to do it and I was persistent, and it pushed me. The same thing when I started my business or in any of the endeavors I’ve had with the program I was talking about, the behavior modification, it’s having that passionate persistence to get started and keep it going.

The next one is Executive Consciousness. I always laugh when women say well that’s a corporate thing. But there are women who are running a household and they are keeping schedules. They are keeping 2, 4, 6, sometimes 8 schedules because they are not only, for those of us who are boomers, we are not only taking care of kids, we’re taking care of parents, too. So we’re keeping all kinds of schedules so we have to think like an executive. And so when women talk about their lives and they don’t see it in terms of the big picture, you need to ask yourself, what is the big picture for your life? And what am I doing to bring the big picture into reality? Who needs to be involved? And what’s going on around me? And when women talk about that, sometimes women say but—you know, they give me some resistance. Then my example then is this. We already do this. Whether it is at work or at home. An example would be for a dinner party or a wedding. What’s the big picture? What do you want to see the end result be? If your kids are getting married, how do you want to see that day turn out and what do you need to do to bring that picture into reality? So you start talking to maybe some wedding planners, you get some books, and then who needs to be involved? Well everybody from the church to the caterer to the band; all of those people need to be involved.

Dotsie: So basically what you are saying, AnnMarie is that you need to have this very same type of functionality when it comes to figuring out what you want to do next.

AnnMarie: We already knew how to do it; we just need to transfer that skill to thinking about our future.

Dotsie: Okay, good. What’s next?

AnnMarie: And then initiative is the willingness to take action and very often this

is one of the best places for a victory stretch because very often, we say oh I started it but you know, I got stuck here, or I got stuck there. My own example when I decided to go back to college and finish getting my degree, the very first, the hardest thing, probably my biggest victory stretch in the whole process, was making that first phone call to the university and finding out what was available to me. I had met someone at a networking function and they said we have a program that might fit for you, and you know, when I got on that phone call, I cried. I was so nervous, I was so upset, I was so disappointed that I was waiting so long to finally get to do it and had a lot of things going on. You know it's like all of us do, and we have a lot of yammer, yammer, yammer, stuff going on and we use that as an excuse not to take action.

Dotsie: Absolutely.

AnnMarie: And it kind of, it's even—okay, so you want to go back to your rowing class tonight and you're kind of talking yourself out of it.

Dotsie: I know it is ridiculous.

AnnMarie: The victory stretch is to say; this is important to me and I'm moving forward and take the initiative.

Dotsie: I know I hope I do that.

AnnMarie: I'm sure you will. Then of course when it comes to influence, Jean Otte who is the founder of Women Unlimited, Inc., a mentoring company out of New York, talks about, it's one of the women I interviewed for *Victorious Woman*; and she tells women that it isn't who you know, but who knows you now. And very often, what happens for women is that we get—we find out friends and we kind of hang out with two or three people. And we don't make friends in a larger circle. Friend who will know that we have a certain talent, or that we have a certain capability, or that we need to have, or that we have a need for something to be met. And so we tend not to create influence around us. Men really do this well. They create all kind of influence; all of us know men who do this. Little things and they make it seem so big and they tell everybody. And yet very often, a woman does something that is really big and she can barely take a thank you.

Dotsie: Yes, I can understand that. I know women like that, I understand that.

AnnMarie: She says oh it was nothing, I had a lot of help; instead of saying thank you, I worked hard on that and I appreciate that you noticed. And if they are in a position; let's say it's in the workplace, and somebody gives them a compliment, they could say thank you, I appreciate that you noticed, and maybe you could say something to my boss. That's part of creating influence. It's not a big deal to say, it's just not what we are use to saying.

And the final one is Leadership and that is understanding that you are teaching by your example. And taking that responsibility of leadership, we do it so often in ways that we think are not important and yet, so many women have said to me, I just wish my daughter would do these things that you're talking about. The truth of the matter is, children learn what they live. And so the most important thing then would be for mom to step out in taking that leadership role, really get into her own victory, on her own victory path, and her daughters will learn by that example.

Dotsie: Okay, you say that there is one skill that you really have to develop first. What is that?

AnnMarie: Well, that is that idea of SELF control; really getting a handle on the fact that you really need to have your own agenda.

Dotsie: Okay, and stick with it, and work at it, and journal about it, and stay on top of it, until you begin telling others and taking steps, right?

AnnMarie: Yes and the most common mistake that women make to sabotage their victory is to give away our power. And we do that first by not having SELF control.

Dotsie: Can you give us an example?

AnnMarie: A lot of times this comes up in the area of finances. Lisa Lippincott owns a group of coffee shops and she has a financing background and she worked in financial—in fact before she started the coffee shops, she was going to become a financial planner because a lot of her degree is in the sciences. But she really had that creative bend and she started to make this coffee shop and the more she—the more coffee shops she opened, and she was one of INC., 500 fastest growing companies one year, she just wanted to do all of the creative stuff, and then she didn't want to do all the mundane stuff of bookkeeping and you know, of hiring and training, she just wanted to open new stores. And so she hired someone to handle the finances and within a year, she was almost bankrupt. Her victory was pulling her company out of near bankruptcy and that is when she decided she was taking back her power because she had just given it over to somebody else because it wasn't something that was fun for her to do. And I think that so often, we just give away our power to parents, our children or friends instead of standing up for ourselves, saying no, and getting involved in a way that is meaningful for us.

Dotsie: And maybe out of the ordinary for us but something that we need to learn.

AnnMarie: Yeah, and a lot of times—as I said the area of finances is a big area that many of us need and something that I personally found very powerful is that

I keep a separate bank account that is just for, I call it running money and a couple times a year, I put some money in it and I always feel that if I just want to take off one day by myself, I have the money to do it. My spouse has one also. To tell you the truth, we never use it; we've never run away, but the only thing I've ever used my running money for was my education. But you know what? When I wanted it, it was there. And if I want to do something, just the idea that I have this whole separate personal account; it's not my business account, it's not my household, it's just my spending money that I can do whatever I want to do with it, anytime I want to do with it. And to know that I have that, ends up being very powerful. So often we mix our finances. When my spouse and I first got married and we kept separate accounts, and a joint account, people said why are you doing that? You're married. Because I worked hard to develop myself as an individual and I wasn't giving it all up. I wasn't giving my power away to anybody else.

Dotsie: Yeah, finance is a whole other teleseminar. Well what about the three tips that will help you avoid making a mistake of losing that power?

AnnMarie: Sure. Well, the first thing you want to do is a gut check. When you are in that position where a decision has to be made, most often how I find this happens is somebody else wants you to do something whether it is buy a house, or sign a home equity loan, or something like that. You have to do a gut check and you have to say, "Do I really want this?" How does it feel? We are so intuitive and have such wonderful internal resources that we very often just ignore. So it is just a matter of saying, "Do I really want this?" And then the second thing is "Am I willing to pay the price?" Because every action has a reaction, it is that whole law of cause and effect. So if you are doing something, and you can logically say this is something I want to do, that's one thing. But if you agree to do something and give that power away, that would be giving in. And if you are giving in, are you willing to pay the price for giving in. And the third thing is you look at whatever the decision is and you say will it take me closer to my big picture or further away? So if you do that gut check and you say am I willing to pay the price and is this going to take me closer to the life that I really want to live, then you're going to be very much more careful about giving away your power.

Dotsie: Okay let's see. I do have a few more questions, but we only have about twelve more minutes. All of this information that you are sharing is really mapped out in your book, is that right?

AnnMarie: It is. The way that *Victorious Woman* is set up it's, the first and last chapters, I call them the book end chapters because they—the first chapter pretty much sets the stage for what victory is and some of what I've talked about and obviously much more; and then in the last chapter I talk more about the stepping stones and the *Victorious Woman* model and the six skills for a woman to advance her life. And then the middle chapters; the nine chapters in the middle, tell stories of different women, some of them I've mentioned today; tell

those stories and the one thing that I was very careful about and really had a desire to do was not to tell snippet stories and this thing happened and “ta-da,” she’s head of a fortune-500 company. That’s not the story I told. I told the stories as we lived them. The ups, the downs, the goods, the bads, and how a woman made the decision to come out of her particular challenge. And at the end of each chapter, if you have resonated with the information in that chapter; that woman’s story, then I give you some self-help kind of questions that will take you to the next step.

Dotsie: Okay, let’s see if anybody on the call is brave enough to share something that they might be going through that perhaps you could help them figure out what the next step is. Does that work for you?

AnnMarie: Yes, that’s fine.

Dotsie: Okay, let’s see if anybody has a question. Is anybody going to be brave enough to ask a question?

Caller No. 1: Hi my name is Julie and I’m from Montana.

AnnMarie: Hi Julie.

Caller No. 1: Hi. I was invited to participate in this teleseminar by a member and she said you know you need to check out this group and you might be interested in this so I thought okay, I’ll take a listen. I’m 48 years old, I lost my job about six months ago and I live in a college town in Montana where the pay scale is very low. And there are two other women who are middle-age women, in their forties, also still looking for jobs here and we were basically talking the other day and we’re basically being forced to go back into the workforce at entry level positions and it’s very hard. I listen to you talk about you know, not giving away your power and I know so many women who have, you know, settled for less. They’ve taken pay cuts of 5, 6, 7 dollars an hour. I’m fighting really hard not to do that but I’m not finding anything. I know I would eventually like to be a professional speaker and I wrote a book six years ago but I’ve not gotten it published. It is just a little children’s book.

Dotsie: Ah, did you hear that? It is just a little children’s book!

Caller No. 1: No, no, no. What I mean is that I don’t know if that is the direction I want to go in. My background is in marketing and public relations end. I do love so many aspects of the media and helping people and that kind of thing and I’m just in a quandary; I just don’t know what my next step is. I’m writing down these things going yes, SELF control, passionate persistence, and I’ve really been going around the whole globe going what do I want to do? What do I really want to do with my life? I’m forty-eight years old; what do I want to do? There are a lot of things that I’m interested in, I’m kind of a Jane of all trades, master of none,

and I just don't know what step I want to go to next.

AnnMarie: Well I think the first thing Julie, if I could tell you this, there are three things. You have to know what you want to do, you have to know how to do it, and then you have to do it. It sounds like to me you probably have the initiative and the courage to do it, it is just that you are—a lot of women are like this. What do I want to do? Because we are so resourceful, we have a lot of things that we can do. You have to pick one.

Caller No. 1: It's hard.

AnnMarie: It is hard. But it doesn't mean that you have to pick one forever. But it does mean that you have to pick one that you are really passionate about and really go through and take the steps. I think it is the difference between men and women in that men pick something and they go after it. I see it with my spouse. He is a muscle therapist; he is really good at massage. That's his passion; he has no other thought but to do it and he just soars, he is at the top of his field. And he has a waiting list, he has so many good things and at one point I looked at him and thought, "How is he doing that?" And I thought you know, it is the only one thing that he wants to do. He has a true passion for it. What are you passionate about, Julie?

Caller No. 1: Oh, you know...photos. I love photos and I love telling stories. That's pretty much what I've done my entire life but I would have to create that niche for me. I'm trying to find out how I can use those skills to make a living; that would be a good thing. Having an income is a good thing. Got to pay the bills. And you know, I've been mulling over some of those ideas.

Dotsie: Can I make a recommendation because I know we're not going to solve this on the call, but I would recommend journaling. Do you journal?

Caller No. 1: Sometimes, not every day.

Dotsie: Okay, but if you get in the habit of journaling every day, what comes to mind basically ask yourself what do I want to be when I grow up; is basically what you are asking yourself and just start playing with a bunch of ideas and start following them through on paper. What I would need to do this; and this would be my next step and then work it out for a few things and then figure out which one feels best to you; which one you really are jazzed about; start talking to friends about it and just make it grow. Tap into the forums at www.boomerwomenspeak.com and there are a lot of articles at www.nabbw.com, if you are not a member consider joining; there's lots of great articles there and teleseminars that can help you maybe put your finger on it or even if you are just reading what other women are doing and seeing how they are going about it, that's helpful. But I think that the fact that you are on the call and that you're talking about it, means you're heading in the right direction.

AnnMarie: And I would add something to that. If you have a Toastmasters group locally?

Caller No. 1: I am an area governor of Toastmaster's right now and I agree with you in that I think it is a great resource. In fact, a fellow Toastmaster invited me on this call.

Dotsie: Oh good!

AnnMarie: And then, of course, there is also you local chapter of the National Speaker's Association.

Dotsie: Photojournalist sounds good to me for you. You said you like photos, didn't you?

Caller No. 1: Yeah, I mean I've worked in radio, television, and newspaper, I've just worked for a conservation organization; I was an editor. You know, I enjoy that aspect of it; I need to find a niche. The problem is in this community, you know, writers, editors, artist, photographers, are a dime a dozen because it is Montana.

Dotsie: Right.

Caller No. 1: And so I have to find that niche and I guess I'm just trying to—I don't know, I'm talking to a lot of people, I'm on this call, I'm just trying to feel things out and see what direction I want to head in.

AnnMarie: You may need to, and I would recommend this to everybody who is in a similar position, it sounds like you have some women you already connect with, but you may need to get some kind of mastermind group going. The person that comes to mind in my head is Rachel Coleman who is one of my *Victorious Woman of the Month* women back in, I think it was February 2007. And she had children who were born with disabilities. Her first child was born deaf. And as a result of her passion of wanting her child to be able to communicate with other children, she created a company called, "*Signing Times*." It started out as something small. She went to schools and did something small there as a volunteer, and it just grew. Her shows have been on PBS, she has CD's and all kinds of things she uses to teach children and adults how to sign so that they can communicate with those who are hearing impaired.

Dotsie: You know, we're almost out of time and I want to see if anybody else on the call has a question. Also, we have discounted coaching at www.nabbw.com for women who are at midlife so that might be another thought. I really just think that a coach would be great; even if it is a friend, someone who is just holding you accountable to continue this journey to figuring out what you want to be

when you grow up. It's a fun journey.

Caller No. 1: Well I had a great job but I got laid off, so it's tuff. I'm deciding whether I want to change careers or whatever. I'll give someone else some time. I'll mute my phone so someone else can get on.

Dotsie: Thanks Julie. Anybody else want to ask a question before we sign off today? Okay, it doesn't sound as if there are any other brave souls on the call. Anything else you want to say AnnMarie before we sign off?

AnnMarie: I suppose the one thing that I really would like women to understand is that the process of becoming a Victorious Woman and creating victory, of redefining your life in midlife is, and you've said it, is really exciting; it is so worth the effort. It's so worth being more of who you are, and doing the things that satisfy your soul. It is just not always, it's like Moses, it is NOT like Moses where Moses went and the rivers parted and everybody walked across. It doesn't happen that way. It's a matter really of figuring out what it is that will really satisfy your soul. Julie made a good point. She is like so many other women; what will satisfy your soul and then how are you going to be able to make a living with that which satisfies your soul?

Dotsie: Right. And there is a lot being written about this right now because so many boomers are at this stage. So many are facing retirement and they are either going to retire and reinvent themselves, or they are just going to keep working; and so it's a good time, I think, to be in this place because there are lots of books. Do you have any recommendations of books or Web sites on this topic?

AnnMarie: I do. And the first thing I was going through of things that I had and one of the things was your journal. If you don't already journal, get a journal. And it doesn't have to be anything fancy. I have fancy ones and I have plain ones. I even keep a little spiral notebook in my handbag and when I get an idea or something, I write it down. And I go back over it because your journal will tell you so much about yourself in ways you just didn't realize that when you are writing things down, you don't always hear the tonality, or the energy behind your words until a month later when you go back and wow, I'm really excited about this or I didn't realize I was so negative about that.

Dotsie: And the other thing about journaling that I share with people is, often times we have thoughts and you know our minds are so busy we don't always carry that thought to fruition. But when you journal, you do. And you really kind of work things out on paper and I think it is really helpful because if something is playing on your mind, it doesn't just pass through and you're done with it. If you are journaling, you write it out and get to the bottom of it. So journaling is good. How about any other books, of course, other than yours.

AnnMarie: Yes, there are books I'm reading right now; the book on my nightstand right now is called *Five Wishes*, by Gay Hendricks. And the interesting part for women who are like Julie is the idea of looking back on your deathbed and saying, what did I regret not doing? If I could do it now, what would I do? And it's taking that regret and the book is so worth reading. If you can, get your hands on a copy of *Five Wishes* by Gay Hendricks. And she also has a Web site and I believe it is called www.5wishesbook.com/wishes/index.php. There's a book called, *The Art of Friendship* and we women often pride ourselves on our ability to have a lot of friendships but part of that whole piece of friendship is the ability to network effectively. And *The Art of Friendship* combines both being a good friend and knowing how to network. So those are three things, the journaling, *Five Wishes*, and *The Art of Friendship*. *The Art of Friendship* is by a father-daughter team, Roger Horchow and Sally Horchow.

Dotsie: Okay, let's see, I don't think we have anything else for the call. Let's say your Web address again.

AnnMarie: It's www.victoriouswoman.com

Dotsie: Okay and if you are on the call and you are not a member of the association, you can visit us at www.nabbw.com and also visit our forums at www.boomerwomenspeak.com. Okay, AnnMarie, thanks so much for doing our first in the series and I hope you all will tune in next week when we have Prill Boyle who has written a really great book called *Defying Gravity* where she interviews women who are at midlife and who have chosen a new passion and she shares their stories. However, she's not just going to be talking about her book; she is also going to teach us how to step out of our comfort zones and learn some techniques to really take risks and create this life we are dreaming about. So I hope that you will be on the call next week, and visit us on our sites, and feel free to use the "contact us" buttons on our sites. Okay, we're really out of time. Thanks for being on the call and have a great day.

AnnMarie: Thanks Dotsie, this was great.

Dotsie: You're welcome.

AnnMarie: Good-bye

Dotsie: Good-bye