

## RCC 116: Anti-Hustle with Zoha Abbas



### Full Episode Transcript

With Your Host

**Susan Hyatt**

[Susan Hyatt's Rich Coach Club](#)

## RCC 116: Anti-Hustle with Zoha Abbas

Welcome to the *Rich Coach Club*, the podcast that teaches you how to build your dream coaching practice and how to significantly increase your income. If you're a coach and you're determined to start making more money, this show is for you. I'm master certified life coach Susan Hyatt, and I'm psyched for you to join me on this journey.

Hey, coaches. Today's episode is all about hustling less and resting more. We're going to talk about how to achieve your business goals and be a top performer in your field, and earn the money you want to make without running yourself ragged, as my momma used to say.

On today's show, you'll hear from my very special guest, Zoha Abbas, founder of the Ownership Method. Zoha's got a hashtag that she loves using on Instagram: #deathtothehustle. I love that. Clearly, she's the perfect guest for today's show. Are you ready to join the anti-hustle club? Keep listening. So much goodness ahead.

Years ago, there was a moment that really shook me awake. And it all happened in a minivan. This was probably 15 years ago. And back then, I was working as a real estate agent, residential real estate. And I was a hard worker; the hardest.

I was ferocious. I would work anyone under the table. I was a HUSTLER, capital letters there, and proud of it. I slept with my phone next to my bed every night just in case a client called so I could reply immediately. I checked my email seven days a week and replied instantaneously.

I was glued to my work. I put work first and everything else came second. My marriage, my kids, my health, joy, pleasure, fun, second tier. Then one day, I picked Ryan and Cora up from school and they were really little at the time. And I strapped them into the back seats of the minivan and I got in the car, started driving home. And then my phone rang.

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And it was basically another realtor telling me there was a termite issue at the house I was trying to sell. And I don't totally remember the exact details of this situation. But it was something like a contractor had promised that it would be handled by a certain date and it wasn't.

And I was so tense and so exhausted and so overworked that I just completely lost my cool. So, I'm driving along with the call on speakerphone and I raised my voice and started barking orders and raging at this poor guy.

And my face was all flushed and I probably sounded like a complete maniac. And that's when I just happened to glance in the rearview mirror and I saw my sweet little kids faces. And they both looked scared. They both had this look on their face like, "Uh-oh, mom is in a really bad mood today."

And seeing the expressions on their faces, they each had these little Tupperware containers of snacks and their little hands. And I just looked at them and my heart sank into my stomach. And so, after we got out of the van, I had a come-to-Jesus moment with myself.

I thought, what have I become? This is not how I want my kids to remember their mom; raving like a lunatic and screaming at a colleague about termites. No this is not how I want to be remembered. It was a wakeup call. And I realized, I'd been hustling so hard and working so much that I'm losing myself and I'm turning into a person that I don't even want to be.

I want to pause and ask you, lovely listener listening right now, is this story resonating with you? Maybe lately, you've been feeling like, "I've been working way too much and my priorities are out of whack. Something's just not right." Maybe you're not screaming at contractors and colleagues like I was. But maybe this pattern of overworking is manifesting in some other way.

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Maybe you're having health issues, no sex drive, feeling disconnected from your family, or just feeling bone tired all the time. So, let this podcast be a wakeup call and a PSA, a public service announcement. This is a PSA to remind you that it's okay to turn off your phone. Yes, really. It's okay to take a real weekend. It's okay to read an email and consider the request, sleep on it, and then reply a few days later once you've had time to consider things.

Not everything needs to be immediate. It's okay to rest more and slow the fuck down. You don't have to buy into hustle culture that tells you you've got to be plugged in 24/7, you've got to reply instantly to every request. You've got to go faster and harder and rest when you're dead. That does not have to be your life or how you do business.

You can do high-caliber work, be an engaged citizen, make great money, and make a difference without running yourself into the ground. It's possible. The great irony is that slowing down, not speeding up is the key to doing our best work and creating a beautiful life.

I'm the first to admit that I used to be addicted to the hustle. Back in the day, I was convinced that hustling my ass off and working relentlessly was the secret to success. I even bought a silver spoon that has the words, "My hustle is strong," engraved on it. And I would use this spoon to serve my tea and take pride in being such a hard worker.

And look, I love my work. I love commitment, discipline, mastery, excellence, all those qualities and values. I love getting things done and I love creating miracles. However, what I've learned over the last 15 years is that there's a big difference between doing courageous work to reach your goals versus running on fumes and checking email on weekends and never allowing yourself to rest. Big difference, people.

You can achieve big things and you can rest. These two things can coexist. The tragedy about human beings is that we typically wait until the situation

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is dire before we'll make a change. Most people wait until they have a heart attack or a stroke or a marriage crisis before they're willing to slow down and live differently.

I'm urging you not to wait until a crisis arises. Get ahead of things and make a change now. And if you're wondering how to change the way you live and work, keep listening because the rest of this podcast is filled with beautiful ideas for you to try.

This is the part of the show where I share wins, victories, brave action steps from my clients and from members of the Rich Coach Club Facebook group. This week, I want to highlight one particular client of one named Veronique Vaillancourt. I lovingly refer to her as V.V. and she's a member of my On the Six mastermind.

And she had a goal to fill a new program. So, she helps people get clear on their niches and she launched a niche clarity intensive and reported back to us that, boom, she had her best month financially in her career ever. And she had an additional three to four people still to invoice for her new program.

So, she is so thrilled with her results, not only to reach her financial goal and exceed it, but to just be celebrating bringing her gifts into the world. I'm so proud of her.

Okay, so all of you coaches out there, everyone listening to this, what has been your biggest win from last week. Take a moment to acknowledge what it was. I don't care if it was getting through election week. But maybe you had a great call with a client that went very, very well. Maybe you promised yourself you'd take Friday off and you kept that promise. Celebrate your favorite win of the week and, over time, all of those wins add up to big results.

Alright, it's interview time. Who's ready to stop hustling and stop overworking and stop feeling so damn tired? Coaches, you're going to love

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meeting today's guest, Zoha Abbas. She's a coach and she helps clients to achieve the things that really matter with less pain and less hustle. Here's my conversation with this creative and brilliant woman.

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Susan: Welcome to *Rich Coach Club*, Zoha.

Zoha: Hello, hello.

Susan: So, I'm so stoked to have you here. You are a mastermind client, but I'm also a superfan of yours for a multitude of reasons. Number one, you're an amazing writer. Number two, you're a singer and blessed these internet streets with your voice during Finish Strong.

Zoha: I did. I did indeed.

Susan: Thank you for that. I mean, how many talents can one woman have? I'm just like, what? But one of the things that we share in common, we share many things in common. A good singing voice is not one of those things. But one of the things that we share in common is a devotion to smashing the patriarchy and hustle culture. And you have some unique insights into it. And I think a lot about it and I find ways in which I'm continuing to unwind, like, "Oh, wow, I fell for that again," or, "I'm doing that thing again." Talk to us a little bit about hustle culture and what you see that doing, particularly to female entrepreneurs.

Zoha: It is so insidious, like you're saying. It's such an easy thing to fall into because it has been programmed into us. Like, we have been beaten over the heads with this hustle culture mentality from almost birth. And I think especially for women, and especially for women of culture, it is absolutely just stripping us of our power and stripping us of our autonomy.

Because really, the definition of autonomy is the right or condition of self-government. And it takes that away from you immediately because you are

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having to fit yourself into somebody else's box and take away everything about you that makes you special.

Susan: And so, if somebody listening is like, "Holy crap, what are the signs that this is happening to me?" What do you think is most common? What do you notice?

Zoha: Oh, goodness. The first thing I notice is exhaustion. I just feel a deep, deep, like in my bones sense of tiredness. And I'll also notice it even in just clutter around my space, which immediately tells me, when I see those two things, me being tired all the time and clutter popping up everywhere, it makes me realize something on my insides is misaligned with something on my outsides. And there's a disconnect there that's creating this lack of harmony in my environment. Those are two of the biggest things I see.

Susan: And so, when you say that hustle culture strips us of our autonomy, this conversation, I'm always bringing up my kids, and Cora Hyatt, we were having this very deep philosophical conversation about – she's in college and she technically could be a senior because of the AP credits that she earned in high school.

She did that and may decide to be a senior in the fall and do some things, maybe get an MFA. She may – I'm not allowed to say some of the things she may do because she's like, "Don't be telling my business." But there's something really big and exciting that would make a momma proud.

But she was basically saying though, "I am not sure what I would like to do that brings me joy will be a high-earning life for me." And we were having this real conversation about capitalism and the patriarchy. And she was like, "Isn't it a shame that I feel, at 20 years old, that there's a choice to be made?"

And of course, I'm like, "Who are you talking to? Your momma is going to help you bridge that..." But I think that most people walking around are

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unconscious to the fact that we've bought into this lifestyle that we need to always be productive and always be efficient and always – it's the whole reason I'm a life coach. Like, lost the quest for – it's looked down upon if you say, "I want to do something that makes me happy."

Zoha: Yeah, I mean, it's looked down upon even if you say, "I want to stop for a minute and take a rest," you know what I mean. And I think that is full bullshit, just to be totally clear about...

Susan: Not half bullshit, y'all, full bullshit.

Zoha: Full bullshit, okay. And I think it is due to your influence, the fact that Cora is even aware of the fact that she has to make a choice here and that it is her choice to make. Most people don't have an example and they are just walking around blindly, step by step, going along a path that has already been laid for them without even questioning whether or not they can step outside that and do something different.

And I notice this hardcore in my past life as an advertising copywriter. The ad industry is, also, for the record, anybody in the ad industry listening to this, any of my past colleagues, y'all, the industry is broken because there is one way to do things and it involves working all hours of the night. It involves working weekends. It involves turning things over to clients without questioning whether this is even the best thing for the project.

So, it is this blind grueling sort of aspect. And I notice that when I moved into entrepreneurship, there is a whole school of thought here that also subscribes to this, "You need to hustle, hustle, hustle, you need to never quit, you need to never rest because your clients aren't resting and your competition isn't resting so you better not sit down." It's absolute baloney. It's complete and utter nonsense. But it creates this sense of panic that allows that kind of brainwashing to control you.

And I feel like in every situation, when you give in to panic and when you give in to fear and you go into that scarcity place, whether it is with your

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time, whether it is the fact that you don't have as many, quote unquote as many talents as somebody else. Whether it is that there are not enough clients. You will always go to a place that sort of strips you of that autonomy again because you're not making choices anymore. You're just following this preprogrammed path that is going to lead you into complete burnout, in my opinion.

Susan: I agree. And I think about me prior to this work, I can remember, like, looking in my rearview mirror and my kids were really little. They were strapped into car seats with their afterschool little snacks. And I was on my BlackBerry, remember those? And I had real estate signs in the back rattling and I'm like... about some termite report with another realtor.

And I remember looking in the rearview mirror and seeing their little faces and being like, "This is not how I want to be remembered. This is not okay. This zooming across town, throwing Cheerios at my kids in the back seat and yelling. And you going from advertising into entrepreneurship, I was a realtor entrepreneur, which prepared me for this business in many ways I'm grateful for. But coming from that into the life coaching universe, there's just a different flavor of it over here.

And I noticed my first year in this business, I got into it – and I shared this with Cora. I'm like, hey, when I started this company, I honestly did not – I was choosing what made me happy over money at that point. And I ended up learning how to do both. But I did notice some of my old hustle culture from real estate stuff reborn in a new way over here and having to be like, "Whoa, whoa. I got into this to love your life. Life is delicious. And I'm not going to choke down a shit sandwich over here too." That's a Yoko No-oh.

And so, it is really interesting to pay attention to the messages that we receive. And also, as women, and you being a woman of color receiving different messages as well. What do you think – so, the two of us, what do you think, are the messages for you are more damaging or different than me for a white woman in this industry?

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Zoha: I think there is, from my experience, it's almost like a heightened version of that stay in your lane or stay in your place kind of thing. Where in a corporate environment, if I'm speaking up, you can feel this slow head turning toward your seat of like, "Who in the actual fuck does this woman thing she is to be speaking to me in that way and asking me questions that make me uncomfortable?"

So, it's very much this thing of, like, stay quiet, do your job, do what we tell you, stay in your place. If you put a toe out of line, you are going to be chastised. You're going to be punished in some way.

In the advertising environment, it was like this aspect of you're going to get more work than your white counterparts. You're going to get paid less than your white counterparts. You're also going to be punished in almost like a more public way where we'll take projects away from you and say that it was because you were difficult. So, it's very much this thing of, like, stay in your corner and don't come out unless we tell you to. And then, when we tell you to, you go where we say.

Susan: I love the way you said, like, a heightened version of stay in your lane. Because I think all women experience that but you experience a heightened version of it. the head's slowly turning.

I was at – I'm not ready to totally out this person yet. But I was at a dinner once upon a time with a very powerful man and it was a whole table full of women and this very powerful man. And he made a statement about the Me Too movement that was not okay with me. And I was looking around the table like, "Am I going to be the one who has to say something?"

And so, I finally did and the slow head turned, the way you described it. he slowly turned his head like, "Who the fuck..." Well, he learned who the fuck because dinner was kind of over. It was like my risotto got real cold and so did everybody else's.

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But I think that in terms of that stay in your lane piece, how is it – I know you have a framework and a process that can be really helpful for your clients and our listeners to not stay in your fucking lane. There is no lane.

Zoha: There's no lane. You can literally go – think about even being in a pool where there are lane lines. You can go under those things. You can go over those things. You can go to the end of the pool and unhook those things. They have been put there to keep you in your lane.

Psychologically, you know when you get in a pool, “I need to stay in my lane.” But if you wanted to go rogue and just go unhook the thing or go under it or go over it or whatever, you could totally do that. You could absolutely do that.

So, I'll kind of walk you through this framework. I think about it like plugging in and turning on a lamp in a house. And the first part of the framework is passion where we talk all about your values and what makes you tick as a person. I think of that as the source of electricity.

You go into a house and there is electricity running. It is somewhere. But you need something to, sort of, you can't actually see electricity. You see the result of electricity. So, you move onto the next part of the framework which is purpose. What are you here to do? And why does that matter? How are you here to help your clients?

I think of that as the plug that you put into the outlet because now you have something that can direct that direct that energy, that raw powerful energy. You have something that can direct it somewhere.

Then I think of the wire that that plug is attached to as the next part of the framework, which is process. So, what is that wire made of that allows it to conduct electricity up to that light bulb. And that light bulb is the final piece, which is power. And that is like, what is your actual plan? What are you trying to do in your business right now to shine that light?

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So, you can have all those separate pieces. But if they're not working together, that lamp is not turning on. If the electricity is not wired properly and you don't know where it's coming from, you have no idea where to put that plug. It's not going to run.

If the plug is broken and you just have a frayed wire, there's nothing that's going to be able to direct the electricity into the wire so that you can turn the light bulb on. And if you don't have a light bulb that is the right wattage, if the light bulb is already burned out, that shit's not going to turn on. It's just not going to go.

So, having all those pieces of, like, what are your values, what are you here to do, what's your unique way of doing it and what's your frigging plan? Having all those pieces work together is what makes the lamp turn on, which is how you get to shine your light as a business owner.

Susan: I love that. It's so beautifully articulated. And I think, while you were explaining it and I was thinking through it, each piece of that – I have clients who struggle – and we all do – in each part of that. And so, it's like people will see a beautifully lit room and say, "Why is my room not like that?" And it's like, you can have a beautifully lit room too.

Zoha: Absolutely.

Susan: So, what do you think smashes out the light faster than anything?

Zoha: Oh my gosh, hustle culture. It's going to kill you. We'll just go around in circles on this because it literally is a cycle. That mentality is going to smash the light bulb every time. Every time.

Susan: Mallory on my team, who does a lot of work on my social media, we were talking in Slack about – this is so interesting, Zoha. So, I have had – and I never have had. I've had some TMJ pain. And I have been super-impatient and I've had all these symptoms. Actually, a former – I coached her to come out of the closet as an intuitive. And now, I guess it's been six

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months later since that watershed of realization that she channels. So, she reached out to me and said, “As a thank you, I would love to offer you a reading.” And I’m like, really?

Zoha: This is exciting.

Susan: So, I messaged. She goes, “Just send me a question and I’ll talk to your spirit guide about it.” And I’m like, alright. And I sent her a question. And she comes back and she was laughing and she said, “Okay, so this has never happened. But I literally started speaking like you, like, “Bitch, your throat chakra is blocked as fuck.” She was like, it was your higher self.

And so, she had all of this information for me. She’s like, “Here’s what you need to do to unblock your throat chakra.” It was all upper-limiting stuff. And so, I go do this YouTube throat chakra meditation. In 60 seconds, the TMJ is gone. This happened right before I talked to you. So, I’m doing this throat chakra thing. I ordered this blue stone she told me to get. I can’t divulge all the stuff she said, but I’m like, I keep touching my face, like, “Oh my god, I think it’s gone.” Like, how is that possible?

Zoha: Isn’t that fascinating? Oh my gosh. I so believe in that. That just tells you something is misaligned...

Susan: I’m off track a little bit. Totally, because the body, when I went through life coach training in ‘07, I initially trained with Martha Beck. And one of her biggest teachings is that your essential self speaks to you through the physical body and through dream time.

And so, the mind-body connection is something that I teach all the time as well. And I knew, I’m like, what is this about? What is this jaw thing? Why am...

Zoha: When it’s something where you haven’t run into a coffee table or fallen down the stairs or something. And it’s just like this random pain that

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just happens to show up. I really think it is your body telling you, like, “Hey, friend...”

Susan: Hey, friends, hustle culture is getting to you. So, this framework is so powerful. What do you think, for your own self, has happened for you since you figured out how to plug and light yourself up? What are the things you’re devoted to, to keep yourself lit?

Zoha: Oh my gosh, rest, rest, rest. Big time rest. And you talk about this all the time, but just joyful movement. I saw myself in times where I have not been bringing myself joyful movement and allowing myself to rest and putting myself through this grueling thing of, like, you should be able to do this, or you should be moving in order to shrink yourself. Seeing that misalignment show up everywhere. Those pains in my body showing up everywhere. Me just winding up, curled in a ball in the middle of the kitchen sobbing, you know, for no reason. Because I just wasn’t allowing myself to be. I kept fighting myself.

So, keeping that light bulb lit, rest if a big one. If it’s past bedtime, I’m not doing anything late. You know, I’m just not. And if it’s even something like there’s an event and sometime post-COVID we go out and we’re partying the next day I’m like, “Nobody talk to me. Nobody look at me. Nobody even breathe at me. I am busy resting.” I think that’s one of the biggest ways, actually. It might be the main way. It might be the only way, Susan.

Susan: I agree. And I mean, people laugh at me when I tell my Ryan stories. But the latest Ryan story is like...

Zoha: I love the Ryan stories.

Susan: Well, he comes over every day now and has figured out that his mom knows some things. And so, he wants coaching. He wants real estate advice, because he’s selling real estate. And he’ll have, like – it’s such a reminder for me of why it is difficult to manage your thoughts and emotions

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in that industry. Because there is so much coming at you that you can't control all the time.

And so, I'm like, "Oh, my god, my central nervous system cannot handle another thing." But I literally, because he's 22, he'll come over at like 8:45 and I'm like, "Leave. I'm going to bed."

Zoha: We are not playing this game right now...

Susan: Like, you can go grab whatever snack you wanted to steal. The other day, he left with snacks, toilet paper, and my towels. I'm like, get your freeloading but out of here.

Zoha: He robbed you blind.

Susan: I mean, he told me – he came up to me while I was crawling into bed and he's like, "I'm taking towels and toilet paper too, okay." I'm like, just go. Just get out of here. But it is so precious to me getting the right amount of rest and sleep. I agree with you. And also, I think it's valuable for everyone listening to really ask yourself, what is authentic rest for you?

Because it might not be – I love me a good Netflix binge. And it is genuinely restful for me. But it isn't for everybody. So, you know, you have to really think about what is actually restorative for you and what's not.

Zoha: Yeah, and I think there's – it's like the thing with eating dessert. Like, absolutely, eat dessert whenever you want to. But there's a certain point where your body realizes, like, "Okay, I'm done now." And it's like that with Netflix. It's like that with forced napping. It's like that with, "I'm going to go and get a massage," because massages are a way that you relax. Even though if you're like my mom, she's like, "I don't like people touching me." I'm the total opposite. I'm like please, massages...

Susan: Me too.

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Zoha: But it's like, even that stuff, you need to be listening to your body and allowing yourself to tap into your intuition and not sort of just going with, "Well somebody told me that this is a relaxing thing to do, so I'm going to do that thing because I am going to, quote unquote relax." So, it's very much an internal listening and an internal knowing that you're kind of tapping into, even for the stuff that is as simple as rest.

Susan: It's simple and, like, you know me. My clients, when I challenge them with something that's rest, it's like, "What? You're a crazy lady. What are you talking about?" Because it's anti-hustle culture. They think I'm going to assign – which sometimes I do, if they're not doing what they should be doing. Like if you say this is what you want and you're like, "I'm a professional rester," you might get different homework from me. But a lot of the time it's like, "Your job is to enjoy your weekend, you know, something that is truly joyful for you." So, my question is, what do you experience that makes you feel rich that's free or almost free?

Zoha: Oh my gosh, I have a couple of things that are like emergency measures and a couple of things that are, like, plan ahead things. So, plan ahead things are having my pantry stocked with snacks. Because for some reason, when it's only the things that I need for meals, I go, "Oh no, you're only just getting by." But when there's stuff, even a simple box of crackers, just nice snacks. And that's something I have to plan for on grocery day.

But the emergency measures are moisturizer, hand cream, just something that smells nice and feels nice. And I just have a little Burt's Bees thing by my desk that I'll just intermittently put over my hands. And then scented candles. Give me a good scented candle.

Susan: Speaking of hand cream, I recently purchased from Glossier, they have a spray – it's body oil, but you can also use it on your hands. And it smells, oh my god – it was only like \$12. I am obsessed. It's like this combination of scents that is ridiculous.

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Because I'm kind of a lazy lotion applier, and so this, I get out of the shower and I can spray. And I do, I'll also be like, "I'm rubbing in love. I'm rubbing in." Like, I'll come up with some shit to tell myself. But I am with you on all of those. Like, I'll actually post a picture in the show notes – you've seen me drink these energy drinks. I'm obsessed. And I swear to god, I have like 10 cases of it right now because I'm like, I need – I was a toilet paper hoarder before COVID. And I never ran out. I've got all the Charmin in the world. But toilet paper, Nespresso pods, my amino energy, my scented candles. I'm with you. That kind of stuff, I'm like, "I am feeling rich to get rich."

Zoha: Yes, and I love having it right next to my workstation too because then I'm just like, "Yeah, I can make money. I can make money no problem. I've got money."

Susan: I moisturized for god's sake... So, we of course have all your info in the show notes, but where can people go to find you?

Zoha: Yes, okay, come hang out with me on Instagram because I love chatting with everybody on Instagram. I'm @theownershipmethod. And you can check out my website at theownershipmethod.com.

Susan: I just think you're such a delight. Perfectly splendid, if you get that reference. Did you see The Haunting of – what was it? Hill House was season one.

Zoha: That was season one. I haven't seen season two yet...

Susan: The Haunting of whatever it is. It will scare your pants off and the little girl always says, "It's perfectly splendid." And so, now I'm like, "Perfectly splendid is my new word."

Zoha: I just got chills.

Susan: You've got to go watch. Okay, thank you, Zoha.

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Zoha: Thank you do much, Susan.

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Oh, hey, hey. Do you love the *Rich Coach Club* podcast? Maybe you've gotten a big boost of motivation from the show? Maybe this show shifted your attitude. Or maybe it's helped you make more money. If you love the *Rich Coach Club* podcast, please head over to Apple and post a review. For real though, do it today.

Consider this your tiny good karma deed of the day. We read every single review that gets posted and we pick reviews to read aloud on the show. And right now, I'm being super-generous, and everyone who leaves a review and emails us to show it to us, so send it to us, I'm sending out crowns. I'm not kidding. I've already mailed out several.

So, if you want a crown, leave me a review. Here's one from this last time that I love. now, this is from Catherine in DC. And she writes, "You don't need to be a coach to love this podcast. I discovered Susan about two years ago when she was interviewed on a financial podcast directed at women. That led me to read her book BARE and to start listening to this podcast. I joined her private Facebook group and participated in her Finish Strong event and I am hooked. Am I a coach? No. But the information and interviewees she features on her platforms are incredibly relevant for professional women, or those who aspire to build a career aligned with core values. I'm grateful for Susan for being such an inspiration..." thanks, "And showing other women that they can live a fulfilling life to follow their passions."

Catherine in DC, woop-woop. Crown coming your way. Thanks for the love. I love you right back.

Okay, one more thing. Coaches, all throughout this episode, we've been discussing how to achieve your business goals without grinding yourself to the bone. And I want to leave you with a couple of specific suggestions.

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Today, I want you to do something, big or small, to create less hustle and more calm in your life. So, here's a few concrete suggestions. Number one, I'm obsessed with this book. Order it. It's called Do Nothing: How to Break Away from Overworking, Overdoing, and Underliving by Celeste Headlee. Y'all, this is a brilliant book. I have highlighted it until the cows come home.

Number two, create a joy corner in your home where you can cozy up with your favorite pillows, blankets, team journal, and pens. I also call this a HOOGA corner. Google it.

Number three, take a long walk with your headphones and listen to an entire album of music in its entirety from start to finish. Number four, ask someone a deep question and listen while they answer without getting impatient and interrupting before they've had a chance to think. I just did this, this morning with my son. It produced a miracle. More on that later.

Number five, do something the slow way. Send a handwritten letter instead of email, walk to the store instead of driving, ship a framed photo to a friend instead of texting a pic. Respond thoughtfully instead of reacting. Slow down. This coming from somebody who loves speed. I'm telling you. 'm working on it.

I'll leave you with this quote from Forbes columnist Amy Blaschka, "Busy does not equal productive. Worse, constantly grinding and churning leads to burnout, anxiety, and stress-related illnesses. Our immunity weakens. We age faster and we become more susceptible to colds. Newsflash, you can't be productive if you're running on fumes and stressed out."

That's from an article Amy wrote called The Fastest Way to Be More Productive Is to Slow Down. And I honestly could not agree more.

So, as we wrap up 2020, let's all say goodbye to frenzy and hustle and say hello to working in a whole new way. That's what I'm going to focus on in 2021, even more than ever. And I hope you'll join me.

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Thank you for listening to today's episode. I hope this episode has inspired you to slow the fuck down and get off the hustle hamster wheel. Have a beautiful week and I'll see you next time.

One last thing, are you trying to grow your coaching practice? If you want more clients, more enrollments, a lot more money coming in the door, you maybe want to generate more money while working way more efficiently? Well, if that's what you want, there are six crucial steps that you need to complete.

And these steps are things that most coaches skip. And that's a shame because these six steps create the solid foundation you need to scale your business and get the deepest results from your client. So, do you want to learn those six steps? It's all inside my Quick Start program.

So, this is a Quick Start program where my team guides you through these six steps and helps you implement each one. And with Quick Start, there's no big-time commitment. You don't have to commit to working with us for six months or a whole year. It's a quicky. Quick but potent.

So, we'll drop the links in the show notes to learn more about Quick Start and sign up. So, that's where you're going to see all the info. Head on over there and I hope we see you on the other side.