



Expand Your Fempire Podcast #8 Feng Shui for Entrepreneurs with Linda Lenore

Welcome to Expand your Fempire with Caterina Rando, the podcast for women in business on a mission. Sharing ideas to support you to grow and thrive. Now here's your host, Caterina Rando.

[00:00:00] **Caterina Rando:** My friends, welcome back again to Expand Your Fempire. I'm Caterina Rando. Today, I am so excited. We have the most fabulous, amazing, super smart, wonderful-in-every-way guest, Linda Lenore.

[00:00:19] Linda Lenore is a Feng Shui Master. I have had the privilege of knowing her for many years. She is a lifetime member of our Thriving Women in Business Community.

[00:00:34] She has brought massive value to many of our events. She is my Feng Shui mentor extraordinaire. I have learned so much from her. You may or may not know that I am a Feng Shui enthusiast. Linda, so happy to have you with us today.

[00:00:51] **Linda Lenore:** Oh, I'm so excited to be with you as well, Caterina. We've had so many fun things together, we'll just have another one here today.

[00:00:57] **Caterina Rando:** Exactly. Exactly. Linda, you have been in business for many years. I know that you used to do interior design, you have 50 certifications on all different kinds of things. Before we dive into Feng Shui - cause you know, I want to talk about that - **I want to hear a little bit about your entrepreneurial journey and perhaps something that you've learned along the way.**

[00:01:25] **Linda Lenore:** It has definitely been a journey and we go way, way, way back to National Speakers Association. And even before I started in National Speakers Association, I think I've been a member for that 30 years now. My background was interior design and then I happened to hear a program on Feng Shui, I started to study that. Was not a comfortable situation in any way, shape or form just because of my background and the background of Feng Shui there was conflict.

[00:01:53] **Caterina Rando:** Because you were non-Asian studying Feng Shui?

[00:01:56] **Linda Lenore:** Non-Asian. I have a Judeo-Christian background.

[00:01:59] **Caterina Rando:** OK

[00:02:00] **Linda Lenore:** The first exposure was a Buddhist background. The Master only spoke Mandarin, so couldn't understand what was being said. A translator was a wonderful person I'm sure. But there were a lot of challenges learning what he was even trying to talk about. I mean, I'd never heard of Chi. I mean, I didn't hang out with people that did Tai Chi at that point.

[00:02:24] And I'm not sure that it was being done much around here... even in California. So, there were a lot of challenges that were involved with that, and I really didn't start out having a business, wanting to have a business. I was just doing interior design so that I could buy my furniture at the wholesale prices.

[00:02:42] **Caterina Rando:** So, you were more of a hobbyist in the beginning, my friend?

[00:02:45] **Linda Lenore:** Absolutely a hobbyist.

[00:02:46] **Caterina Rando:** That's probably the truth. Okay.

[00:02:48] **Linda Lenore:** And that's probably upgrading it a few levels. So, yeah, it was, interesting to learn about Feng Shui and then to kind of go out there and start doing some of the Feng Shui.

[00:03:02] I was blessed to be selected to be in a networking group. And I actually started, ultimately, I started about a hundred different chapters from this particular organization on networking.

[00:03:14] My friend, okay. Maybe we should be talking about networking, cause that is pretty amazing. A hundred. You started 100 different groups? Wow!

[00:03:24] I learned a lot and I made a lot of great connections. That's why I know so many of the people in your community.

[00:03:30] **Caterina Rando:** I know, everyone knows who you are. That's good. **Well, you built a lot of social capital for sure. And professional capital and expanded your network significantly.** And Linda, that is definitely something, you know, everybody knows who you are for sure. My friend, so good. You did that. You learned a lot. **So, at this point, you're admittedly not all in necessarily with your business, then when did you decide to get all in?**

[00:03:56] Let's ask that because, you know, I'm, I'm somebody that I've always been all in, but I'm imagining that **we probably have some listeners that are not all in, in their business that maybe would like to hear what words do you have for them and how did you decide to get all in?**

[00:04:12] **Linda Lenore:** I would say that I never really was all in for a long, long time. There was always the necessity to make money and making money was usually through being an admin assistant or someone else with some other group, organization, company. And so Feng Shui I was kind of part time. Until I met this lady, um, you may know her, her name's Caterina. And I started taking some programs with her.

[00:04:44] **Caterina Rando:** My friend, I did not know that you were not all in until I had that nice chat with you at the National Speakers Association?

[00:04:52] **Linda Lenore:** I definitely was not all in. I was busy. I was doing things.

[00:04:58] **Caterina Rando:** Okay.

[00:04:58] **Linda Lenore:** But I had no idea how to run a business. And how to run a speaking business, which is what I was trying to do.

[00:05:05] **And so this whole running a speaking business was something totally foreign to me. And I was not in the right groups at that time to learn how to talk about a subject that wasn't in corporate America.** Most of my training was, you know, "This is how you do the presentations; this is how you do your speeches." And it would be great if it was a topic for corporate America.

[00:05:28] **Caterina Rando:** [Right.

[00:05:28] **Linda Lenore:** And so, you actually were the one that showed me why I wasn't getting the clients or the follow through - the "yeses" in my

business that I needed. I thank you, and I praise you, and I wouldn't be where I am if it weren't for you. So.

[00:05:43] **Caterina Rando:** Thank you. Well, I do...

[00:05:44] **Linda Lenore:** Take it in, take it in.

[00:05:45] **Caterina Rando:** I'll take it in. Because I remember that day, my friend, and you can remember the numbers better cause they were very impressive. That I sat in your workshop and your first workshop that you had done your own workshop, not speaking for someone else. And I did feel like a proud mama on that day because you were so masterful in the room and then you earned some massive revenue that day.

[00:06:14] And then we had a conversation at the end of the day. And you earned more the next day. Refresh me on those numbers, if you would.

[00:06:22] **Linda Lenore:** I just remember that, I think I had 26 people in the room and at least half of them were my guests, you know they had paid for just because we needed to get people in there to get the experience.

[00:06:38] The upsell or the easy yes offer that I had, I think brought me in something like about a thousand dollars...

[00:06:45] **Caterina Rando:** Ok.

[00:06:45] **Linda Lenore:** ...to begin with on that first day. And then the second day, it was closer to \$4,000.

[00:06:52] **Caterina Rando:** That's great. Now that was all "insta," that was all in the room?

[00:06:55] **Linda Lenore:** That was in the room.

[00:06:56] **Caterina Rando:** That doesn't count the revenue that came after with your follow-up, et cetera. That's beautiful, Linda. That was a beautiful day. That was a beautiful weekend. So, after that, then, you were all in.

[00:07:07] **Linda Lenore:** Yes, I "burned the boat." I was in.

[00:07:12] **Caterina Rando:** Hey, my friend, when you make \$4,000 in one day. And I know it wasn't just one day, because there was a lot of preparation, et cetera, but then you were able to rinse and repeat it. And, I remember that one year you had like 86 speeches or some amazing number. Was that right? Was it 86? Something like that?

[00:07:31] **Linda Lenore:** Yeah. It was 86, great memory!

[00:07:33] **Caterina Rando:** Okay. And you have kept your party moving. Now, you're living your dream. **Before we talk about that, what did it show you, that year that you did 86? Well, 86.** You probably thought, "Okay, I'm not going to do that many next year", But **what did you learn about you?**

[00:07:50] **Linda Lenore:** One of the things about speaking as much as I was doing, is it becomes second nature. You're not having to think about it.

[00:07:58] **Caterina Rando:** Right.

[00:07:59] **Linda Lenore:** And my greatest fear when I was out there, and I think that most people have is, "What if they ask me a question I don't know?"

[00:08:07] **Caterina Rando:** Right.

[00:08:07] **Linda Lenore:** When you speak that much, you pretty much know all the questions that they're going to ask, you know? So that you're not saying, "Well, gee I don't know the answer to that one." Because you have had all that experience.

[00:08:16] **So, in doing that number of presentations, I was able to tighten up the stories. I found where the laughs were. I saw where the limiting beliefs were. I learned where people didn't get it, that I had to clear things up for.**

[00:08:33] **Caterina Rando:** Ok.

[00:08:34] **Linda Lenore:** I found out where I lost them, because it was too long. **So, all these things help to make for a tighter presentation.** About a quarter of the presentations, I think, were my own events. So that was really wonderful, because then I was able to really express what it was that I wanted to.

[00:08:53] I have spoken to probably 30 to 40 Home and Garden shows throughout North America. And when you're doing that many presentations. Minimum is going to be two a day and sometimes it's four a day, and then you're talking with people afterwards. You get to find out what people are doing, what they want, what they want to hear, what story they really loved. Plus, there's the marketing aspect for the Home and Garden shows, and so I was on a number of radio shows and television shows as well, which was lots of fun.

[00:09:28] And the challenge for me personally, is so many people were skeptics about Feng Shui. And I did not take joking about it lightly. I became offended easily and you can tell by my face what's going on and I would not play poker.

[00:09:44] So when I'm talking about, about something and someone's making fun of it, it hurt me. It really hurt me. And so, it got to the point where, when I was able to do it in my own presentations, in my own program, I wasn't having someone saying something to me that actually bothered me.

[00:10:00] **I was able to create the program, knew what my clients, potential clients wanted to hear - plus what they needed to hear - in order to be able to make this a tight program and something that was beneficial that would actually have the transformation in it that they were seeking and I wanted to provide for them.**

[00:10:18] **Caterina Rando:** That's awesome. Linda, and let's just pause here because I do want our listeners to know, well, know, you have done a ton of speaking. I've done a ton of speaking. **Everybody talks about speak to grow your business. What they don't talk about as much is do your own thing.**

[00:10:33] You know, do your own workshops. And what I'm teaching my clients these days is have a thing and then invite them to your next thing. Have a one-hour thing and invite them to your three-hour thing or your all-day thing. And the other thing is when you're out speaking so much, then **you always have something to invite them to if you have a thing.** But if you don't have a thing, then you don't have a place to keep inviting people.

[00:10:58] I love that you did that, Linda. I love that you did all of that. **And how did that impact your business and your life?**

[00:11:07] **Linda Lenore:** Everything within my business really started to grow. I didn't have as many systems in place that I needed to have, which was one of the things that I learned very quickly, which also another one of your programs helped me to learn how to do that.

[00:11:20] **In speaking, I was able to share my heart, not my head.**

[00:11:24] **Caterina Rando:** Right.

[00:11:25] **Linda Lenore:** And I think that that's one of the biggest things that many of the entrepreneurial women that I have seen have not had the opportunity to do is, they're speaking about something that they've either experienced, but there's a disconnect that, that 12 inches between their heart and their head is the hardest gap to close.

[00:11:45] **When I learned how to speak and give my presentations, that's when the joy of speaking really came through. It also profited me just because people could see my passion and could see my joy.**

[00:11:59] **Caterina Rando:** Right, right. And that's attractive and alluring.

[00:12:03] **Linda Lenore:** Absolutely.

[00:12:04] **Caterina Rando:** Yeah.

[00:12:05] **Linda Lenore:** **So that's one of the main things that I would say is that the head, heart connection, and doing what you really love to do is going to catapult your business.**

[00:12:13] And what has happened is, it did catapult my business. One of the other things that you have done, I really want to thank you publicly - I've thanked you privately - is that compelling vision that you had us do.

[00:12:25] I remember the first couple of times I said it and I was still formulating it. **And finally, I got to the point where the dream that I had was so strong and I could visualize it so readily.** And it was emotional for me to say it. It also incorporated my husband. And it was a dream that I really, really wanted to do with him. Doing that, creating that compelling vision, helped me to get through some places that may not have been quite as easy or not the type of business or type of situation I wanted to be in.

[00:13:02] And the energy around that compelling vision kept growing and growing and growing, until I actually did reach that compelling vision, which immediately shared with you.

[00:13:13] **Caterina Rando:** My friend, tell our listeners what your compelling vision was. Cause they're probably wondering.

[00:13:16] **Linda Lenore:** The short version, with some of the emotion, was there was a location that my husband and I had gone to about a year after he had recovered from radiation treatment for base of tongue cancer. And it was a vacation that we had not had for 10 years, plus it was a celebration of his life because they had, at one point, had only given him two months to live. I'm very, very grateful to say that we are now at the 22-year mark. So, you know, we don't have to worry about any of those.

[00:13:49] It was going to this location, which is on Vancouver Island on the West coast, by the water. Able to see the whales, see the eagles, kick back, relax, just be with nature and enjoy ourselves and our lives.

[00:14:06] Well, that compelling vision was so strong that not only did we make it there, we made it there multiple times. And then when we decided to retire, we seriously were looking at that location. We decided to stay in the United States rather than in Canada. And I've got like the next best thing - I'm on the water, with the eagles, the whales and the ships.

[00:14:29] **So the compelling vision really needs to have the emotional tie and something with someone else.** I can tell you from experience being on stage with a thousand, five thousand, ten thousand people is... exuberating. But you come down from that.

[00:14:46] **Caterina Rando:** Right. Right.

[00:14:47] **Linda Lenore:** And there's the stress level associated with it. So maybe trying or **having your compelling vision being something out there that's more ego-driven might not be as long-term or as satisfying as something that is more heart-centered and involves some of the other people that you would like.**

[00:15:07] **Caterina Rando:** Right. And something that lasts.

[00:15:09] **Linda Lenore:** Exactly.

[00:15:10] **Caterina Rando: And when you bring people you love into your compelling vision; it makes it way more compelling.** Because I, I remember my first compelling vision was to have a line of people that I'm signing their books. And then I had that one day, I spoke at this place and they bought a book for everybody. And it was very exciting to have a long line with people to sign their books. But you know what, that was only one day. Right?

[00:15:36] **And your compelling vision is really talking about the life that you want to lead** - that you are now leading, which is so much more of a permanent or at least more permanent compelling vision.

[00:15:50] **Linda Lenore:** Yes.

[00:15:50] **Caterina Rando:** Now, my friend, you did use the R word in there, but I will say I don't know how long you've been up there in that exciting, beautiful place, but I know that you're not in the lifestyle anymore. What happened?

[00:16:05] **Linda Lenore:** Well, several things happened and one, I was burnt out. Trying to do all the things that I had been doing. Although I was taking care of myself on one level, I wasn't taking care of myself on all levels that I really needed.

[00:16:18] And where I was living was actually starting to drain my energy. So much that I wound up injuring my back severely and I needed to retire. The stress level was just too much. And then after moving away from the San Francisco Bay area to this area that is just very nature oriented. As I said, I'm on the water.

[00:16:39] And **let's jump into Feng Shui just briefly**. So, one of the things that you want from Feng Shui is to **have as much of a vista as you possibly can have, especially when you're leaving your front door**.

[00:16:52] And so when I leave my front door now, instead of seeing the house across the street, or as some people might be in an apartment complex where you see someone else's door when you open up your front door, I get to see water. I get to see ships, commerce coming in and out. I get to see the ships that are going in and out of Seattle. I can see Vancouver, Canada, which is international.

[00:17:15] **So the ability to see as much as possible broadens your perspective of what's possible in life**. And that's why many of the Emperors of China and many of the Fortune 100 executives, they live in places that have this incredible view so that all things are possible. Whatever you see is what is possible. But if you've got a door in front of you so that it blocks you and you can't see anything, that's going to limit your view.

[00:17:46] So then in that situation, what you're going to want to do is until you can move to the ideal location, **you need to have some pictures of expansive views over a valley, being able to see an airport, see a train station, something where you can see commerce actually coming**. That would be one thing.

[00:18:04] **Or having a mirror, so that the mirror will expand the space**. If you've got a lovely view out of it, window have a mirror that will reflect that view so that you have the expansion and that the ability to see further than what technically your eyes are seeing, so that you have the ability to see more.

[00:18:22] And that's what is known as the "Ming Tong," the wide-open spaces, the bright light. **So, you want to be able to see something that is compelling to you out there, that has to do with either your business or with the potential of business**.

[00:18:37] And one of the things that I've done with some of my clients, especially people like in the real estate industry, if they're wanting to do more business in a particular location. **What I will suggest them doing is turn their desks so that they're looking out the window towards that direction. Maybe they can't actually see that area, but at least they're facing towards that direction so that their energy is going towards that direction**.

[00:19:01] **Caterina Rando**: Okay, good. And so, Linda, it's pretty clear to me that you are out of retirement, bing, bing, bing. And you're back on it. **Let's**

actually get some Feng Shui tips now for business owners, because you have worked with so many women entrepreneurs.

[00:19:18] **What are some of the things that you see that you want to make sure our ladies have their attention on?**

[00:19:25] **Linda Lenore:** Some of the things that you want to do for yourself is **I love the idea of having some visual money where you can actually see it.** The challenge that I have seen is that many people will get the million-dollar bill.

[00:19:40] **Caterina Rando:** Okay.

[00:19:41] **Linda Lenore:** The logical mind looks at that and says, "That's not real." So, there's low connection to it. So, what I would do, the largest bill that the United States makes right now is a hundred-dollar bill. I would get a hundred-dollar bill and I would have it on your computer or right by your phone or something that, where you're using it every single day, seeing it every single day.

[00:20:03] And because of my spiritual, religious background, I like to turn the side up that says, "In God We Trust." And so, **I'm actually bringing in the source of a higher power to work with me.** To manifest.

[00:20:15] So it's great to have a goal of achieving a million dollars, but write that down as a goal, not as something that you visualize a million-dollar bill, because your brain is not going to work on this one, it doesn't jive.

[00:20:29] So that's one of the things. Some of the things that I've done before is I've shown people and given people their red envelope.

[00:20:33] **Caterina Rando:** I love my red envelopes!

[00:20:35] **Linda Lenore:** Well, this is one that someone had given me, which I absolutely love. It's very, very playful. And having that with some money in it and I put it underneath my phone so that it's attracting.

[00:20:47] So **having an attractor of what it is that you want.** Now, if it is fame and fortune, then let's have a picture of what it is that you want in the way of fame and fortune. Do you want to be in front of a thousand people speaking? [00:21:00] Do you want to be on an Oprah show or on a particular show? **Have that, have a picture of what you want within this realm of where you're sitting. So you see it every day.**

[00:21:11] **That's another thing. Because like energy attracts like energy.** And so, every time that you see that, it's going to stimulate the parts of the

brain and I'll let you talk about the different parts of the brain. **It stimulates the brain so that the brain wants to achieve what it sees. So, by having money by your phone,** it wants to have those phone calls come.

[00:21:34] **Caterina Rando: Energy flows, where energy goes,** meaning that where you put your thoughts, that's where you're putting your energy. And that's what you're going to get more of. And that's where, what you're going to create more of.

[00:21:46] **Linda Lenore:** Yes. And so along that line, and we talk about this as just something for you to do within Feng Shui, **having clutter, your attention goes to the clutter.**

[00:21:58] **Caterina Rando: Right.**

[00:21:59] **Linda Lenore: And so, you're not going to get things done as easily.** You're not going to find things; your energy is going to get drained by that. So, one of the things, and there is a freebie at the end of this that you can go and get. One of the things that I talk about in this eBook is just a little bit about what does clutter actually do? How does it affect you?

[00:22:18] **Caterina Rando:** Linda, why don't we pause here? I want to get a few more Feng Shui tips. Why don't we tell everyone your eBook for them, that they can get for free just because they're listening, and we want to support them in their businesses.

[00:22:30] **Linda Lenore: Well, the book is "Feng Shui for Business Success."** The eBook is about 15 pages long of actual information, and there's just like a half a page or something like that on clutter. So just to let you know that there's a number of things that will affect the energy in your space.

[00:22:45] And once COVID hit, a lot of people did start working at home, so it became even more important to look at the home environment. And in spending time at home, **more and more people started to realize that their home didn't work for them or there were some energies within it that are not supporting them.**

[00:23:03] **Let me go back just a little bit and give a little bit of background about Feng Shui.** Not so much about the story, what it is, other than Feng Shui is something that works within your environment. And it's specifically around the home.

[00:23:16] So the words Feng Shui actually refer to wind and water, which are the two elements that we need to live. We need air to breathe. That's why doing breathing exercises when you get stressed out, it's really important to take a deep breath and go [deep breath sound].

[00:23:32] So we need wind or air, and then we need water. We're 70% water, and our organs need that water. **So, we're talking about the vital necessities of life when we're talking about this.** And Feng Shui itself is addressing the home environment mainly. If you're spending a lot of time in other locations, an office building or in a brick and mortar store, you're going to want to address Feng Shui as well with that because you're spending so much time there.

[00:24:04] And when we look at the Chinese healing modalities, they have what is known as the "eight branches." The inner ones are doing meditation and things like Qi Gong or Tai Chi, where you're bringing that breath of life in. So, you're doing inner work with them. And then some of the outer focus forms of Chinese healing modalities are acupuncture and Chinese herbs.

[00:24:30] Well, Feng Shui is in the middle because it's where we take who we are, we're in a building, and that building is now supporting us. Like Maslow's hierarchy. We need that safety, that security, that home first.

[00:24:45] **And if the home is out of balance, then you're going to be out of balance.** And so, no matter what else you do, there's going to be some challenges there. **So, what we're really trying to do with Feng Shui is to clear out negative energy, raise any so-so energy, and enhance the good energies so that you have to work less** when you're in your home, in that safe, secure location. And that you have more vitality to be able to do things out in the world.

[00:25:11] That's what we're looking at with Feng Shui. **And it has to do with things that might stagnate the energy.** Things like clutter, it may be something that makes you feel very attacked. There may be sharp objects within your home. Even the corner of the 90-degree edges of furniture can be something that's attacking when it's coming towards you.

[00:25:33] And so we look at that and how can we soften it? How can we move it? Can we put something in front of it? **So, we're looking at feeling safe in a home and how the energy moves without getting stuck or blocked.**

[00:25:46] **Caterina Rando:** Wonderful. So that's why it's important to not have clutter in your house and also to pay attention to those sharp edges. In fact, Linda, you know, you've been in my home, my home was built by an Asian builder and that means, like I'm looking around right now, there are no points like all the edges are round.

[00:26:08] **Linda Lenore:** Yes.

[00:26:08] **Caterina Rando:** The walls and the door and everything, it's all round so that there are no points. It's very, very interesting. Now, Linda, this is important because a lot of our listeners are working from home. **What is something else that we want to make sure they have their attention on?**

[00:26:26] **Linda Lenore:** **We want to feel comfortable in the location that we actually are working so that we can really focus in on where we need to focus, rather than having our subconscious start worrying about what's going on around us.**

[00:26:41] Very often you will see that I have a curtain behind me and that's to block out the light because otherwise all you see is this halo right around my head.

[00:26:52] In an ideal situation, you probably do not want a window behind you, if it goes down low. What I have is a high window, so my back is protected. I've got support behind me. And we want to have that solid backing. This is the second thing in Feng Shui. **The first thing would be to have a good view of things coming at you. But the second thing is to feel supported.**

[00:27:15] So if you're working on a tabletop and you've got your back to the sliding glass door, you probably are not going to feel as comfortable...

[00:27:23] **Caterina Rando:** Right.

[00:27:23] **Linda Lenore:** ...because someone might come in that sliding glass door, might come up to the door and peek in at you.

[00:27:28] I was on a zoom call with someone. And I was delighted to see, although she had her back to the door, she had a bell on the door. So, when the door was open, you could hear that the door was being opened. So, you would not be startled.

[00:27:42] **So we do want to have that solid wall because it's called solid backing.** When we don't have that, then you don't feel like you're supported in life as well as possibly being startled by someone coming towards you from behind.

[00:27:56] So that's something that we really want to work on. What can we do to make you feel like you are protected? It may be that you have a bookcase. We don't want it to be a tall bookcase filled with books that are going to fall over on you. **You want something that is beautiful, but solid.**

[00:28:13] Having those screens behind you, that lot of people are putting up. They will hide what's going on behind you. They still can be knocked

over very easily. So, it's not a sturdy solid backing that we would like to have.

[00:28:27] **Caterina Rando:** A lot of people are, as you said, using Zoom now and I know people that are doing Zoom makeovers and they're saying like what to do. And I keep saying, make sure you have your solid wall behind us, which a lot of people don't do. **The other thing I've learned from you is to not have an abstract art, but have nice, like a landscape or something like that, that people know what it is.**

[00:28:57] **Linda Lenore:** Yes.

[00:28:58] **Caterina Rando:** Because otherwise the brain is trying to figure out what the abstract is. And look, I even have my fresh flowers to make it more aesthetically pleasing. These are things I've learned from you.

[00:29:09] **Linda Lenore:** And **not only is it aesthetically pleasing, but that's also a way of bringing in abundance because what you're doing is you're bringing in nature, you're bringing in something that's beautiful.**

[00:29:18] And so our bodies react to that because it is nature and it is beautiful. And so, we relax a little bit. Plus, **we're also stimulated a little bit more to focus in on what we want, because we've got something beautiful by us and we want more of that beauty in our lives.** So, you're doing beautifully.

[00:29:38] **Caterina Rando:** Thank you. Thank you. I've learned from the master. Yay! Linda. You know, we could talk all day about Feng Shui. You know I love Feng Shui and I'm a Feng Shui enthusiast. I've learned a lot. You have presented at several of our events about Feng Shui for speakers. Which is a whole another topic we haven't gotten into today. We'll have to save that next time. When you come back again, we will talk about Feng Shui for speakers. Because I know that you have a whole awesome presentation on that because I heard it a few times.

[00:30:09] And sometimes I tell the ladies some of your Feng Shui tips. And, of course it gives them value, but I remember when I hired a meeting planner to help me find a meeting space for my large event. And she sent me this picture of this beautiful room. But, you know, we wanted to have 100 people and the ceiling wasn't very high and she was very deflated when I said to her, "My friend, that ceiling is way too low. The people are not going to feel comfortable being there for two days."

[00:30:44] And of course I told her that was a **Feng Shui tip that for a large group of people you don't want very low ceiling.** So that's one speaker Feng

Shui tip that I've learned from my friend, Linda, but on this particular day, the meeting planner was not very happy about that. That's okay. Because you know, **in terms of speaking and for business, it is a lot about environment and those things that sometimes we may not be consciously aware of**, but we're like, well, that room doesn't really feel good and it's impacting our business and our speaking in terms of presentations. **So, this is very important stuff, everybody, to learn not just for prosperity. But also, for your speaking and your workshops and your trainings.**

[00:31:30] **Linda Lenore:** Let me give out another two quick tips...

[00:31:33] **Caterina Rando:** Please.

[00:31:35] **Linda Lenore:** **Think of your home as a brick and mortar store.** Especially if you're working from home now, because we want to make sure that the chi, not only do you have this great view to see as much as possible, but you also need to help the energy get from the street to your front door. So how are we going to do that?

[00:31:53] And so again, think of a brick and mortar store. If they have like a sandwich board out there, or if they've got something that moves with the wind, these flags that move. Something that will attract the attention so that it gets to the front door. And then you **want to bring that energy inside.**

[00:32:08] **And one of the best things, especially around prosperity and health, is water.** So, if you can do a water feature outside and then have a water feature inside, fantastic. If not, can you have a bird bath outside? Close by the door, doesn't have to be right in front of it. And in fact, you don't want it in front of it. You want to the side a little bit but bring some water in outside the front door and then have water inside. Whether that's a fountain or that's landscape picture that has water or it's a vase with some flowers in it. Although you're going to need to change that out regularly to make sure that the water is clean and fresh. **Because water has to do with both health and wealth. You're like energy attracts like energy.** You're attracting the health and wealth from the street to your front door and on into your house.

[00:32:57] **Caterina Rando:** Also, Linda, I have chimes outside my front door. Is that a good thing?

[00:33:02] **Linda Lenore:** Absolutely. Chimes are wonderful. The only reservation is if you live in a windy area or if you've got neighbors real close by and those wind chimes might irritate them, then that may not be the best thing, but we'll find another place inside the house to put that windchime.

[00:33:17] **Caterina Rando:** Wonderful. Linda, you are so wonderful. You have such a big heart. You bring such massive value. It's always so wonderful to be with you. I love that we are living the Zoom lifestyle, because we get to hang out a lot more than before. Everyone check out Linda's free eBook. I know her, so I know its info-packed and take a look at her website.

[00:33:41] Embrace Feng Shui. It's really fun and enhancing and things that will have you say, "Oh, that makes a lot of sense," to grow your business and grow your speaking.

[00:33:53] Okay. My friends, this is Caterina Rando with Expand Your Fempire, reminding you to be yourself, do your thing, bring your massive value to serve your people. And of course, massively monetize your mastery. Because when you are earning well, you can uplift other women as well. Thanks, Linda. Thanks so much. Thanks everybody.

[00:34:21] **Linda Lenore:** Thank you.

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Linda Lenore

Creating spaces of vitality and prosperity

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Linda Lenore is a Feng Shui Master, Certified Green Building Professional/Designer and Vital Office/Home consultant whose clients include Adobe, Bank of the West, Ritz-Carlton and international personalities. She has been featured on the Hallmark Channel and Lifetime media, in the Wall Street Journal, Christian Science Monitor, San Jose Mercury News (front page), Better Homes & Gardens publications, and European documentaries. She's known for creating corporate and home environments that stimulate success and soothe the soul. A best-selling/award-winning author, international columnist, and former University of California faculty member, her presentations have inspired audiences through design, ancient wisdoms, spirituality, and stories.

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