

Ep #219: Allowing Yourself to be Seen with Julie Solomon



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Tobi Fairley

[The Design You Podcast](#) with Tobi Fairley

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You are listening to the *Design You* podcast with Tobi Fairley, episode number 219.

Welcome to the *Design You* podcast. A show where interior designers and creatives learn to say no to busy and say yes to more health, wealth and joy, here's your host, Tobi Fairley.

Hey, hey friends, happy summer. I am so happy to be bringing you a group of interviews this summer with some badass women that I have been waiting to get on the podcast. I've been doing solo shows all year but it's time to bring you a few guests starting this week with Julie Solomon. So, Julie is a speaker, she's a business coach. She is the host of the top rated podcast called The Influencer Podcast, definitely one you should listen to.

And the author of a book that came out this week called Get What You Want. The subtitle is How to Go from Unseen to Unstoppable. Julie has been helping people do that for years. She is from Nashville, Tennessee, she is married to an actor husband who is very accomplished. She has two beautiful children, an adorable Pomeranian and she is really making a difference in the lives of so many people who want to live into their dreams and be seen, and show up, and really make things happen.

So, I think you're going to love this interview. I know you're going to love Julie's book. I was really blown away by it. I expected it to be good. I've followed Julie for a while. I know all the things she creates, and leads, and does are amazing. But this book really surprised me. It was better than I even expected. And I got some huge just not even nuggets, some – I don't know, bombs, truth bombs out of this book that have already helped me uplevel some things in my business, and the way I'm showing up. And I know you're going to love it too.

But first before you even get the book I want you to hear from Julie. I want you to hear our incredible conversation. So, enjoy this interview with Julie Solomon.

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Tobi: Hey, Julie, welcome to *The Design You Podcast*. I'm really excited you're here today.

Julie: I am so excited to be here. Thank you so much for having me.

Tobi: You're welcome. Well, I'm thrilled you've wrote a book because I've wanted you on my podcast forever. And now that you've wrote a book I can actually get you on my podcast. So, win/win for you and me. But why don't you, in case people haven't heard of you before, or don't know you, they soon will but why don't you just give us a little bit of the story of who you are, and who you work with and how you've kind of come to this place of writing this fantastic book.

Julie: Thank you, yeah. So, Julie Solomon is my name. I am a lot of things but I think that really what I do is I help people build brands, build personal brands and build and influence. I believe that influence is all of our superpowers, whether we believe it or not, whether we realize it yet or not. And I help bring that out of people. I talk a lot about shining, as you can see in my background. I have a mastermind called Shine. I talk a lot about shining and what that really means. And to me, shining and influence are kind of one and the same.

The way that we show up and we influence the world around us is by allowing ourselves to be seen. And by allowing our hearts and our souls to shine. And so that is really kind of at a deeper core level what I do. And then the way that I do that. It's kind of like – I don't know if you've ever heard this Tobi, where people will say, "You sell them what they want but you give them what they need." And so, I tend to kind of sell people on what they want which is marketing strategy, and pitching, and learning how to negotiate for yourself, and learning how to build a brand, and build a business.

But what I hope to really give them is what they need which is that confidence piece and believing in themselves, and really starting to own and empower themselves to be someone of massive influence and to really become the absolute biggest and best that they want to be. So, with that I

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do, I work with a lot of thought leaders. I work with a lot of people who, they may be kind of – they've gotten a lot of success but they don't have that larger impact.

And so, they come to me when they're like, "Okay, I've done everything that I can. I've laid the groundwork but I need that next level of visibility. And I don't know why I keep getting in my way and I need help with that." And that's where I come in.

Tobi: Yeah, so good. Okay, so I told you quickly before we started that I read your book cover to cover. When we're recording this, it's not out yet. It will be by the time everybody hears this interview. But such a treat and so good. So, I will say, I told you, and I mean this in the nicest way. It's so much better than I expected it to be which says a lot because I did expect it to be good. I wasn't going and going, "This lady, what else does she have to say?" But I was really blown away I think by the depth but also by the innovation or freshness of a lot of your ideas.

Because I think when I read a lot of self-help I'm used to hearing maybe just a slightly different version of the same thing. And yeah, you do talk about some things we've heard of like perfectionism, and visibility, and all of these things. But there is just a whole other, I don't know, a level of how you spoke about things that I was really delighted by.

And I'd love to talk about some of those things starting even with a lot of what you touched on of just this willingness to be seen. Because I think with a lot of the creatives that I work with, it's easier to hide behind our work than to show up. But our audiences want to work with us, not just our work. So, can you talk a little bit about that and what you've seen that's really helpful and how we can start to think about, what's the first step maybe, the really showing up?

Julie: Yeah. And I think the best way to explain this is kind of through my own version of being afraid to show up for a very long time. And in the beginning of the book, I talk about how there was a woman that I really admire, still do and had admired for a long time, that had a book coming

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out. And I was so excited to read her book because she is a businesswoman and so I felt like I knew a lot about her business but I didn't know a lot about her.

And I wanted to get to know more of her and her challenges, and trials, and tribulations, and really kind of what made her tick and what made her who she was. With the hopes that I could see a little bit of myself in her. And with that book I actually kind of ended up leaving very underwhelmed because a lot of what was in her book was just kind of a regurgitation of the courses, and her programs, and her strategies and stuff. And so, it really kind of lit something in me at that moment. This was years ago.

But I remember thinking to myself, if I'm ever given the gift to be able to write a book and actually have people care enough to read the dang thing no less, I want to be able to go there. And I want to be able to finally really show the world more of who I am. And this kind of leans into what you were saying. I share a lot that I've never shared before because I tend to be a little bit more of a vault when it comes to showing myself online. I'm very kind of put together and type A. And I like things to look a certain way.

And I don't want things to feel icky, or gross, presentation is very important to me. But I tend to kind of believe now through my own journey that the ones of us who are so focused on being the most put together are usually the ones of us who are so terrified of falling apart behind the scenes. And that was me for a very long time. And so, I knew that with this book and one of my favorite quotes in the book is 'you can't hide yourself and expect to be seen'.

And I had been hiding myself for a very long time, even when I was a little girl, when I'd go through a lot of those stories about why I hid myself. And my survival mechanisms, and my scarcity mindset, and all of those things. But really it came to and how I show up in the world today is that idea of perfectionism and really how I did show up in the world for a very long time in that way. And still can, it's still there, I have to check myself a lot. But it's

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this idea of perfectionism, it's just a mask that we use to fall victim to whatever it is that we want to fall victim to.

It's so easy to focus on being perfect because then we don't have to focus on all the other stuff that is really not working out in our favor and not going our way. I also have found with my own journey that perfectionism is just, it's also control. It's our way of trying to control something so deeply and so rigidly because we feel that if we're out of control that the world's going to fall apart. And I am and have been in a lot of ways, a massive perfectionist.

And I think in some ways it can really serve someone well. In a lot of ways being a perfectionist has been able to allow me to grow the business that I have grown and be able to multitask, and be able to grow a business full-time while raising a family. And I'm a mom, and also doing all the mom things, it's the school, it's the sports, it's all of those things, and smiling while I do it, and looking the part. But it can get to a place a lot of times that it no longer does serve you. And that's when you really have to start to take stock as to what am I really hiding from?

Why am I so afraid to be seen? Why do I keep hiding behind these ideas, or these beliefs, or these stories, or these masks of people pleasing, perfectionism, codependency, control, boundary? I mean I talk about all of that.

Tobi: It's so good too. It is so freaking good you all. I mean seriously, you all know me and you all know I read 50 books a year and this is so good. Everything you're saying, I'm sure every person in my audience that's listening is like, "She's talking directly to me." Yes, check all the boxes. And I was really thinking about, I've thought a lot lately about how everything you just said, all those, the people pleasing, the perfectionism. It's so easy for us in an industry and you're kind of like this.

In fact, what I think my audience will love is that you even give examples of some of the pitching you did was to get your own home done because you care about how your home looks. So, all my interior designers will love that. But I think when you live in a world or a job that your role every day is to

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make things look perfect for everybody else, and the images. We always joke, it's all smoking mirrors to the Instagram world and it's a train wreck over in the other corner that you're not looking at. But it's such a true analogy.

And where I've also seen this come in is a couple of things I'd love to talk about. One is comparison which you talk about in the book and then I think you also talk about, you'll have to remind me which parts. There was so much there that was so good about even the – I know you do, the hustling, and overworking and that kind of stuff. But let's start with comparison, because there was a part in the book where I was so impressed that you even unfollowed some of the people that you loved to follow the most that would have been examples for you.

What you said while you were growing, so that you wouldn't, is that right? Or you stopped looking at people so that you would kind of be your own version of success?

Julie: Yeah. For a very long time I would aspire, or look to, or follow literally or figuratively these people that because of my own insecurities, it's nothing that they were doing wrong. It was because of my own stuff, my own insecurities, my own disbelief in myself, my own lack of feeling worthy of what it is that I wanted, that I would start to get, it was just making me feel worse and worse about myself. And so, I had to make the conscious decision in that moment, I actually – I've gone through phases that I've literally unfollowed everyone, even my mom.

And then I'll start to slowly but surely bring people back because not only is it a gateway to the comparison rat race but it's just also a gateway to just massive consumption and exhausting all day long. And so, there were some people, and I talk about in the book that one of my challenges is that I used to really put a lot of people on a pedestal. And I would make up these things about, this person's so amazing.

And if they thought I was cool or if they would invite me to their club, or if they would want to be friends with me, if they would just validate my human

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existence. Then that would mean that I'm worthy and that would mean that I'm lovable. And that would mean that I'm enough. And so, I kept putting my worth and value in the hands of these other people that didn't even know that I was doing it. But it made my own worthiness contingent on those other people.

And then life would happen and things like that would crash. I mean I share stories like when I was a young girl, things that would happen. And then even when I was starting my business today there was this woman that I admired deeply. And I got a really harsh email from her and it just rocked me because I had made up an told myself that this woman was perfect. And when I saw her name come through my inbox I went into fantasy mode and I was like, "Oh my gosh, she wants to be my friend. She knows who I am."

I kind of went crazy and delusional in this fantasy of this girl is going to tell me how much she thinks of how amazing I am. And then we're going to be best friends and then that's going to mean something. And instead, I got the exact opposite email from this person. And the reason for that and I kind of share in the book, the lead up to what happened. And her feelings were just as valid as mine and whatnot.

But it gave me this really amazing gift that told myself in that moment that the only way that I'm going to be able to truly love and accept other women and the only way that other women are going to be able to truly love and accept me is if I love and accept myself first. And it has to start with me. And furthermore, if I truly love and accept myself then it would be nice to have the love and acceptance from the people that I care about. But I'm not going to care if this random woman on the internet that I don't know, loves me.

And so that's where really a lot of the comparison came from. To me the comparison was more, it came from more of this self-critical place that I would see someone, not that I was like, "Who does she think she is?" It was more that I would see someone and want to be that person. I aspired

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to have the life that they had. I aspired to have the business that they had. I would become their number one fan and really root for them. But then in turn I would start to then compare to be like why can't I ever get to that level? Or why am I not enough?

Or why can't I have the business, or the life, or the husband, or the cat, or whatever it was that I would tell myself. And so that's where the comparison would really get to me. And I would start to be very, very, very hard on myself.

Tobi: I think this is so important. And this is what I mean, everybody listening, about how fresh an approach and how honest an approach that you come from in the book that I think is so – I don't know. I mean I can't think of another word other than just refreshing or honest. But it hits at a different level because I think we've all heard the comparison thing forever. And we hear the cliched, comparison is the thief of joy, blah, blah, blah. But what you're saying is we can all see ourselves in that and we've done that.

How many times I have created an imaginary club that all these people are in but I'm not in it. Just like you're saying, Julie's in a club and she must be in the club with so and so. And they live in the same town. But you're thinking you're on the outside. And I watch creatives all the time but we're always having this belief that we're outside the club and that people don't get us. And that we don't relate to people. It's so interesting.

But the way you're telling that story just kind of reinforces that we are the ones disconnecting ourselves in that process of trying to aspire to be them instead of aspiring to be ourselves. We disconnect from our own self and from everybody else too, right?

Julie: Yeah. I mean we're the ones putting ourselves in a box. They're not. No one else is. And even if life happens and sometimes you may not get the result that you wanted or get the result that you thought, and that's what I was explaining in that. It doesn't make this thing, or this person, or this situation bad. It just means that we need to start taking stock of why am I putting so much worthiness and validation into the hands of these other

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people. And that was really my goal with this book. It's kind of what you were saying, Tobi.

I'm a reader. I mean I've read so many books. And a lot of times with these kind of personal development or self-help books, they would do a really good job at helping me align my goals with my actions, or helping me get that motivation that I needed to go for it. But a lot of times they would leave me feeling more overwhelmed, and just kind of more empty because I would actually leave feeling worse about myself because I didn't feel worthy enough in the first place to go and get it and to go after it, and to do that thing.

And so, to me I really wanted to lay the foundation this book as to, well, it's great to have goals and to set those goals, and we'll get there. But what's keeping you from even believing in the possibility of that goal in the first place? Let's get to the root of the worthiness and the self-love, and the lack of validation issues that we can have. That way we can lay a stronger foundation and then go from there.

Tobi: Well, yeah, because if you don't have the foundation, you just keep not hitting the goals, and then just keep reinforcing why you're so unworthy. You're like, "Yeah, I didn't hit this one either." Yeah, so interesting. And I'd love to add what you were saying, it's apparent how thoughtful you were about what results you wanted people to be able to create. And I really love, and I'm reading an advanced copy so I don't know if it's exactly like the one. So, if this is not something that comes out in the final, final, I can't wait to get that one too.

But I'm assuming that you still have the exercises and the questions and stuff at the end of every chapter. And they're really good questions. I mean they are like not fluff, they are like, I literally was pulling out my journal and answering these myself. And I really had some huge aha moments around it. So, I really appreciate. I don't know if my learning style is similar to yours or whatever. But I felt a real connection to the process that you created, which was really good.

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So, well, let's talk a little bit about pitching because that's kind of like your sweet spot, and putting yourself out in the world to be seen. And you do go into in one of the chapters, a portion of your system for pitching. But mainly what I think you do so well in this book is really the – I mean I almost call it the life coaching piece of what it takes to get ready to show up and pitch ourselves all the time. So, if there was one part or piece in this whole idea of putting ourselves out in the world, and when you pitch you're usually having somebody pitch to a partner, or a vendor.

That happens a lot for people in my industry, get into a magazine, or get a product line, or whatever. But it's not that far different even from selling to a client in a lot of ways, right?

Julie: Not at all, yeah. And actually, I'll have a lot of students that go through my Pitch It Perfect program, that they'll say that. They're like, "I thought I was coming in here to learn how to get a media placement or to learn how to collaborate with a brand. But I've actually gotten five clients from learning the framework that you teach." And that really is to me, I feel like pitching is an art form. But to even make that less ethereal and to simplify that even more, it's a recipe that is needed for us to show up and serve in the way that it's going to be the most impactful.

And I think the biggest challenge that people find when they go into pitching is first they don't want to come across as being sleazy or slimy. They're so afraid to sell, even though if you have a business, we are in sales, pitching is sales. Whether we want to admit it or not, or believe it or not, we are in the world of sales. And we need to start loving it, honoring it, embracing it, being confident in it. And so, a lot of my deeper work with that comes into the confidence of selling yourself, and being your own publicist, and tooting your own horn.

And the way that I love to kind of think about it and I think that your audience will get this, and this just goes to show the complete difference between me and my husband. Let's say we bought a lot and we were going to build a house on it. And my husband would be like, "Okay, we've bought

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the lot, the hard work is done, let's build the house." And it's like, okay, well, we're going to need plans. And he's like, "No, it's fine, we'll hire a contractor, we'll tell them to put some wood up and they can get some windows and maybe some of this."

And I'm like, "What's some?" "Let's get a few doors." "Well, where, where do the doors go?" You need a blueprint. And so, pitching is, in the way that I teach it, that is the blueprint. You're not going to bake a cake unless you have the recipe. Or you may have it memorized, or you could bake it but it's probably not going to be that good. If you want to bake a good quality cake, you're going to need that recipe. You want to make sure that the cake rise at the level it's supposed to, it has the right kind of flour versus the sugar.

The same thing with building a house, you don't want to just throw a bunch of wood up there and then hopefully it doesn't get blown over by a tornado or a hurricane if that ever happens. And so, the way that my brain works is that I always need a roadmap. I need a step by step. I need a plan. I need a framework. And so over the years, my background is in publicity. I was a book and music publicist for years before I went into the online coaching world.

And I learned some really foundational tried and true traditional frameworks that have been working since the beginning of the advertising era on how to pitch yourself. And really how to do it in a way that is not self-serving, that's really in service of the other person that you're pitching to and yourself. And then of course the greater purpose and vision that you have for what it is that you're pitching.

Tobi: Yeah, it's so good.

Julie: Thank you. I share a great story about how I got my whole house decorated, and renovated, and personal design stories. And I walk you through literally exactly how that happened. And give some really strong frameworks about that. But I think the biggest thing that I would want listeners to take away with today is that whether you learn it from me or somebody else, I want you to really start to deepen your idea and your

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mindset around the fact that pitching is a service. It's not sleazy, it's not slimy. It's part of sales.

And sales is a service. And the way in which you are going to be able to share your gifts with the world, the way in which you're going to be able to truly be a service to your clients is by pitching them the best possible outcome imaginable. And you're only going to be doing yourself and/or your clients a disservice by holding back from them.

Tobi: Yeah, that's so good. I mean you say it just super simply in the book. You must understand that pitching is how you serve. And that's what you were just saying. And I love hearing it both ways. Pitching is how you serve and pitching is a service. Because when people are thinking about their menu of services they're not thinking that pitching has anything to do – I mean they're like, "Yeah, I have to at least tell someone or they won't know." And that's uncomfortable, and weird, and awkward.

But I love that you're saying, "No, this is an important piece of how you serve and how much opportunity we're taking away from the customer if we're not willing to show up and serve in this way." Because they just won't even know it's possible, right?

Julie: Right. And then we're also limiting ourselves by not giving ourselves the option to see what's possible. And the biggest reason I think that I have noticed why people don't want to pitch, it even goes beyond that fear of I don't want to come off as sleazy or slimy. It's really we don't want to hear no because if we hear no then that must mean that something's wrong with us or about us, or we got it wrong. But I have actually learned to embrace and learn from my no's.

I always tell my clients, "I want you to be getting dozens of no's, because if you're getting dozens of no's, that's telling me that you are pitching a lot." Because you're going to have to get a lot of no's, before you get a yes. So, to me if you're not getting any no's, that means that you're not pitching. You're just standing in the corner. You're not showing up. You're not really serving and being of service in a way that you need to be.

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So, my goal is to get all the no's, because that means that you're actually pitching going out there, learning, getting feedback, learn from your no's, and then you can tweak and refine your pitch over time. And then finally get that yes. And it only takes one yes.

Tobi: I love that so much. And I say the same thing a lot about getting a lot of no's. And the interesting thing even in the selling piece of interior design, yes, if you're not getting no's, you're not pitching. Or you're pitching but you're constantly compromising. You're underselling, you're undercharging. So, you're getting all of the wrong clients, which I always remind them is way more miserable sometimes than not getting a client at all. So, I even think there's two sides to that.

Because you can be pitching at some level and be like, "Yeah, I'm doing it." But are you really being true to yourself? And you talk about that in the book. You're like, "Be willing to negotiate even of what you're getting out of this." And I think that is such a dirty word especially for women. We are socialized not to (a) not to get no's, we're supposed to please everyone and (b) certainly we would never negotiate, or speak up, or say what we needed.

Julie: Right. We're not supposed to ever get a no and we're supposed to get all the yeses. And my other thing too, which would be a great takeaway for your client. If they're going out and offering services and they're immediately getting a yes, then they need to raise their prices.

Tobi: Yes, for sure.

Julie: You want the back and forth, for someone just to be able to say, "Yeah, I'll do that." It should kind of – I don't want to say, hurt a little bit. But it's like when you put out your rates, they should be like, "Oh. Okay, well, let's talk about that." Because the reason why someone is saying no to you is not because it's too expensive. It's because they don't see the value in what it is that you're offering. And so, the more expensive it is, essentially the more valuable that it should be. And if it has more value then there should be questions to ask. There should be back and forth.

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There should be, dare I say, negotiations to take place because there's a lot of value on the table. And so, if you're pitching yourself out and over-compromising, you're probably hearing a lot of yeses without anyone even taking a break before you're done and taking a breath. And so, if that's the case, you need to reevaluate, am I selling myself too short?

Tobi: That is so good. Even just that shift to think, and like you said, maybe it's not pain but at least a little bit of work. I'm going to have to work a little bit for this yes. And a lot of us want it to have no work associated with it. We want it to just be so easy. But you do such a good job I think.

Julie: And, Tobi, how many clients have you had, and I'm sure your listeners [inaudible]. It's usually the ones that don't see the value in what it is that you're offering that say yes immediately that are the biggest pains in the behinds. It's the ones that expect the sun, and the moon, and the stars.

Tobi: Yes, totally, and for free, or cheap, or whatever. And then a lot of times when I think back to the ones that I've even had maybe a little bit of a challenge with, or we had to overcome something that was really uncomfortable. Those people become my clients for the rest of our lives. In fact, they get where they like, we laugh about it, they're like, "I was not going to be one of those people who couldn't pick out their own towels or toilet paper but could you pick out my towels?"

And you're like, how funny, I thought we were not even going to like each other at one point in this process. But I love that you also, you don't just break down the framework for the pitching but you also break down a lot of the mindsets and the obstacles, and the ways. I mean there's a lot in this book that I would say is very much, in the best sort of way, a life coaching mindset of how we have to think and who we have to become to create the life we want to live.

Julie: Yeah. And I mention that in the book, that I think it's really by default the way that our brains are wired is that we believe that, it's like we have to see it to believe it first. And then we can become it. So, it's like, well, once I have the client, once I have the this, once I have the whatever, then I can

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make a lot of money. Or once I have the beach house then I'll be happy. Once I have this then this will happen. But it's actually, it's in that state of being that we actually get what it is that we think we need to have.

It's like no, in order to get the clients that I want, I have to start becoming that person that gets those clients. What do they think? Who do they surround themselves with? What are their rates? How do they show up in the world? What is their level of confidence? What is their level of resilience? I have to start becoming the person that I need to be tomorrow today in order to get the results that I want.

Tobi: Yeah, so good. Oh my gosh, you all. I mean I know you can tell just from this interview how fantastic this book is. Everybody's going to run out and get it. Anything else that is really important that you would like to share before we wrap up? I mean we've talked about some really highlights, but you all, there's so much more in this book than what we've even talked about. But yeah, anything else that you'd like to share?

Julie: Yeah. I would just encourage, if there's any woman out there that they're just so sick and tired or being so sick and tired. Maybe they have spent the better part of the last decade plus building their business, being a great partner to their spouse, raising their kids, doing all of those things. And now we're at this new chapter, not only you may be at a new chapter in your life, maybe your kids are grown or they're at least out of the stages that we're in the weeds with them. But we're also past this kind of this pandemic stage.

And I think that a lot of us lost a lot of our zest, our hope, our excitement, our joy about the day to day. And so, if any of that resonates with you, if you're someone who's just kind of like, okay, I've checked off all my boxes. I've been a good spouse, I've been a good mom, I've been a good x, y, and z, now what? And you're just kind of sick and tired with this feeling of I know that there's something more, I just don't know how to get out of my own way. This will be a really great book for you to dive into. It's very tangible. It's very applicable.

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It's very step by step as we mentioned, that's how my brain tends to work. It goes beyond the just be yourself, if it was that easy we would all have what we wanted.

Tobi: Yeah. No, it's not easy. You tell it like it is which is the thing I'm prone to do too and be honest and direct. And you tell all the hard stuff. You even tell it about yourself where you've failed. I mean it's not necessarily an easy book to read but I think it's an inspiring book to read, yet you follow through to help us close the gap between, like you said, just being inspired and taking action which I'm so appreciative of. Because I think you don't leave us hanging. You don't just tell us the what, you tell us a little bit more of the how.

Even though everybody's how's going to be different, you at least tell us how to get to our own how I think.

Julie: Yes. And that's really the goal. It goes beyond, we can be inspired and motivated all day but if we don't have the belief systems in place to then take the next step then none of that matters. And so that's my hope for anyone that may be listening, this would be the perfect book for you if you feel connected to any of that.

Tobi: Well, thank you so much. It was the perfect book for me. I can't wait for it to come out on audio so I can listen to it again. I do that a lot when I read something and love it, I'm like, I want to program some of this into my brain. So, I'll be waiting for it to be in the world. I might just start over reading it again soon. But if people want to know where to find you or maybe they are interested in your courses or your masterminds, tell them where they can come find you.

Julie: Yeah. So, I have a podcast called The Influencer Podcast. I release episodes every single week and have been for the last five years. So obviously I know that you all love podcasts so you can dive into that wherever you listen to your podcasts. You can find me at juliesolomon.com S-O-L-O-M-O-N .net is my website which has all of my information on how I show up and serve my community and women just like you.

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And then of course get what you want, the book is out June 7th, wherever books are sold or on audible if you want to listen to it which I love to kind of do both because I'm a highlight person when I read, so I'll listen and then highlight.

Tobi: Me too, I do the same thing.

Julie: And it's a great audible. I recorded it a few weeks ago and had a blast. So, I'd definitely recommend that and yeah, and just to know that you're not alone. There's a lot more in that. I share about hiding debt from my husband and just all kinds of crazy stuff. So, I'm excited for everyone to dive into that.

Tobi: Yeah, it's so good. Well, thank you for being here. And everybody, you can also find her on Instagram, which she didn't say. And you can see her adorable family. And you're so good at also showing the real parts of life there too which I think people appreciate. So, there is some beautiful stuff there and inspirational. But then sometimes you also show the suck which is kind of fun too. Not that we want anybody of us to have pain but we're humans, so thank you for being real there. And thank you so much for being so real here and sharing so much with us.

Julie: Yes. And if you had any ahas today, I would love to know that other on Instagram, just DM me @juls – J-U-L-S Solomon S-O-L-O-M-O-N.

Tobi: Amazing. Well, thank you again and I was thrilled to be with you.

Julie: You too.

Okay, friends, I mean it, get this book, it is an easy read but it is so fresh, it is so, gosh, I don't know, enlightening, delightful, helpful, it is just really one of my favorites. I'm definitely going to listen to it now on audio. I've already read it but I'm going to listen to it because I want to imprint a few of these ideas in my brain. There's just some goodness in there that I want to make sure that I remember and that I implement in my life and my business. So, I

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hope you enjoyed this interview. Get Julie's book wherever you prefer buying books, check out her podcast, check her out on Instagram.

She's a really fun follow. She has a lot of wisdom. And I'll be back next week with another interview so be here, you're going to love it, also a gamechanger. Bye for now.

Thank you so much for listening to *The Design You Podcast*, and if you are ready to dig deep and do the important work we talk about here on the podcast of transforming your mindset and creating a scalable online business model, there has never been a more important time than right now. So, join me and the incredible creative entrepreneurs in my *Design You* coaching program today. You can get all the details at TobiFairley.com.