**Episode #40**

**Speaker 1** [00:00:01] Welcome to the Cabrera Lab podcast. Hello

**Speaker 2** [00:00:07] How are you?

**Speaker 1** [00:00:07] I'm great, as Tony the Tiger used to say.

**Speaker 2** [00:00:12] That was my favorite cereal as a child, Frosted Flakes.

**Speaker 1** [00:00:16] Oh really?

**Speaker 2** [00:00:16] Yes, 100%. I was a child. It's still good. People fed it to me and it was delicious. All right, I have been thinking about something this week, obviously. It's the holidays. So first and foremost, happy holidays to everyone. Whatever holiday you're celebrating.

**Speaker 1** [00:00:35] It's a ballerina.

**Speaker 2** [00:00:36] about whatever holiday you're celebrating. We hope it's happy. Well, here's what I was thinking about, which I think about every year in the holiday season. And I think it's an interesting thing that we've talked about a little bit. Holiday stress.

**Speaker 1** [00:00:50] stress.

**Speaker 2** [00:00:51] how stressful the holidays can seem to people, even though it's supposed to be a time of no stress, right? So, and we've talked a lot about that everything is a mental model, which means stress is a mentor model.

**Speaker 1** [00:01:04] Well, stress is the reaction to a mental model.

**Speaker 2** [00:01:09] Yeah, so.

**Speaker 1** [00:01:10] Press itself is not a mental model.

**Speaker 2** [00:01:12] Yes, that's right. It's a feeling that comes from a thought.

**Speaker 1** [00:01:14] which is a mental model. And the thought could be completely subconscious. Yes. Because people make that mistake a lot. They go, oh, thinking is just conscious.

**Speaker 2** [00:01:23] That is right. So let me set the scene for you a little bit, and then we can riff on it.

**Speaker 1** [00:01:27] Yeah, I'm not sure where this is going.

**Speaker 2** [00:01:29] So we've talked a lot about expectations, the Norman Rockwell painting of how things should be. And I know we as parents want the holiday to be perfect for our children. And we put a lot of pressure on ourselves, probably unnecessarily. So I thought it would be timely to talk about how we manage those kinds of thoughts, feelings, mental models, how we could think differently about them. Like how do we challenge? A, how do we identify what the mental model is that's leading to the stressful feeling? And then once we know what that mental model is what can we do to change it maybe? Yeah. And increase our joy.

**Speaker 1** [00:02:10] Yeah, I mean, I sometimes call this the Norman Rockwell effect, but for new generations that don't know who Norman Rockwall is, he was like a classic Americana painter. He would paint classic American, you know, Thanksgiving dinner on the street with the mailman, the kid hanging out or something like that. but ideally American life, basically, portraits. But I also call it the wedding effect. Mostly because, you know, as an example, weddings are, especially for women, you know, there's something that you think about as a young girl. It's part of, like, what you think about.

**Speaker 2** [00:03:04] we're indoctrinated in.

**Speaker 1** [00:03:05] Maybe you're indoctrinated to think about it. I don't think it necessarily has to do with gender or anything like that, but we're indolectrinated to think our wedding and I think young girls think about their wedding and they think about it so much that when they actually get to their wedding day, nothing can compare to the image. And when we say image, I mean a mental model that has images associated with it. The mental model or the image that they have in their head of what their wedding day is supposed to be and it ideally will be. inevitably fall short of what it is because reality is messy and you know the caterer doesn't show up and you know we had a hurricane on our wedding so you know in the northeast so which is not a common

**Speaker 2** [00:03:55] So our beautiful outdoor wedding became a very quick wet indoor wedding.

**Speaker 1** [00:03:59] Indoor wedding, yeah. And our tent blew away and all that. So when our expectations or our mental model of some idyllic Norman Rockwell-esque or this kind of wedding effect, when those don't match with reality, you can have things like stress, you can have things like disappointment, you can having all kinds of different emotions, even anger, things like that. As a result of the mismatch, now here's the important part. You're comparing reality to fiction. Yes. So you can say, well, I'm disappointed because this is not like this. Right. But you have to follow up with, and this isn't real. And this is. So you're comparing something that is real to something that is not real.

**Speaker 2** [00:04:57] It's kind of like the Barbie effect for young women, right, where we think we all should have disproportionately long, thin legs that aren't humanly possible.

**Speaker 1** [00:05:06] Yeah, Barbie's actually anatomically impossible. She's not just rare. Yeah. She's anatomical physically impossible. If you actually were a human that had Barbie's features, your head would be so heavy that it would snap your neck. Your neck would be thin and your head would be large that your head just break off. your torso wouldn't have enough. room to contain your organs.

**Speaker 2** [00:05:41] Kind of a problem.

**Speaker 1** [00:05:41] You would snap at the ankles and the knees because your knees were so bio-mechanically. Exactly. So we can put that image up. We've done an image, I think, in our book or something about just the fiction of Barbie. And yet that mental model is influential to young girls, young boys.

**Speaker 3** [00:06:05] Everyone

**Speaker 1** [00:06:05] everybody. But it's a mental model, it's not real. It's not it and a lot of people make the mistake of like Barbie is, is an unrealistic expectation, but but they think like not many people can, can aspire to this positive zero number of people can aspire To that it is physiologically biomechanically impossible.

**Speaker 2** [00:06:29] I mean, I think maybe a contemporary example is Martha Stewart. You know, Martha Stewart magazine. Everything is perfect. Like, the holiday table is perfect, the tree is perfectly decorated, the lights are equally distanced.

**Speaker 1** [00:06:41] Yes.

**Speaker 2** [00:06:41] There's color themes. I was talking.

**Speaker 1** [00:06:43] And she has a staff of, like, hundreds, right?

**Speaker 2** [00:06:45] and a bazillion.

**Speaker 1** [00:06:46] You'd have a bazillion dollars to put it together, right?

**Speaker 2** [00:06:48] But that's what we all look at. We look at these magazines and I was like, you know, and I think about our holiday table and I talking to my very good friend Tommy yesterday and she had just put up her tree. And we were talking about basically tree envy, like that other people have beautiful tree. And she said, you what? She said, at some point, if it's up, it's got lights on it and my kid's favorite ornaments are on it. She's like, I'm good. Like, I am good and think about that. Part of that is like loving the reality of what matters to her kids is that their ornaments from over the years are on it. She doesn't care.

**Speaker 1** [00:07:21] Think about your own memories of holidays. You don't remember whether everything was perfect. You remember whether it felt good. It felt good to be in the comfort of your home with your family or something like that.

**Speaker 2** [00:07:36] or that rare year where you got a bicycle that you'd wanted for a whole year, you remember those kinds of things. But we set ourselves up.

**Speaker 1** [00:07:43] Yeah, I mean, the other piece is, and this probably won't be popular, and I'm sure a lot of people just think I'm insane, I don't even believe in holidays.

**Speaker 2** [00:07:57] Well, we should elaborate on what you mean by that.

**Speaker 1** [00:08:00] I just think that holidays are good reminders of doing stuff that you should do every day. But the problem is they start to replace the things that you shouldn't be doing every day. So like I really don't believe in Valentine's Day, you know, like I think you should do that kind of stuff every day, you should make sure that your behavior is loving every day. And we talked about that.

**Speaker 2** [00:08:23] We talked about that before we got married, actually. Do you remember that? We had a conversation about Valentine's Day, and I said, look, I'll trade chocolates once a year for loving each other every day. In the moment? Great. People think we're a little crazy.

**Speaker 1** [00:08:39] I think it's saying I think I think the the alternative the a lot of times the norm is what's insane It's true. And and so we have to you just be careful that you know, the appreciation the thanks that we have on Thanksgiving Maybe we should have that every day. Maybe we shouldn't appreciate things every day, you know the the newness that we on new years, maybe we should add that every family orientation that we have on Christmas or the holidays or Thanksgiving.

**Speaker 2** [00:09:14] or Mother's Day.

**Speaker 1** [00:09:15] or Mother's Day, Father's Day. Appreciate your parents every day. Appreciate your parent's every day, that would be good. And birthdays are the worst. First of all, you didn't do anything on your birthday, your mother did, right? So you should really send your mother flowers because she's the one that did all the work and you just kind of sat there. So there's a really nice.

**Speaker 2** [00:09:37] You did nothing, really.

**Speaker 1** [00:09:39] At the very least, I don't think we're going to say that people are going to go away from holidays. But at the very last, you can sort of think about it as holidays are reminders that we should be doing these things every day. And there's nothing really particularly special about that particular day. And so it doesn't need to be perfect. and reality is always in a way.

**Speaker 2** [00:10:08] Well, OK, so I'm going to push on that a little bit. Because I have struggled with this over the years around holidays and events, where I start out wanting everything to be perfect. I have it in my mind the way I want it. Why should my life? I just don't care. You know how it ends up.

**Speaker 3** [00:10:26] I do I do every time

**Speaker 2** [00:10:28] Every time but so part of it is undoing. I there was a moment where I you I think you helped me with it where it was a holiday and I was just whirling dervish stressed and I had not you know and the holiday is for everybody and you said you know what let's take a minute like what's going on here and I'm like well I need to have 10 types of cookies and I need you know every bow to have a matching ribbon on every present and I needed this and I just like, Whoa, like Are you sure you need all that?

**Speaker 1** [00:11:00] What's important?

**Speaker 2** [00:11:00] Do we really need 10 kinds of cookies? And it's just, so you can get yourself in these moments where you're spinning because you have, like you were saying, this expectation of something. Yes, it's real, I could bake 10 kind of cookies.

**Speaker 1** [00:11:16] Yeah, and again, if baking 10 kinds of cookies brings you joy, then bake away, you know, but if you're doing it to meet some mental model of a picture that you have that is communicating some other message to people or some other messages to yourself, it's better to love reality and be clear and be metacognitive about, well, what am I trying communicate that I'm perfect because I'm not. That's a lie. And am I trying to communicate that I just always have my shit together? Because you don't, because you're human. So we all know that's a lot. So maybe we don't have to do that. Maybe we don' have to communicate that because it's inauthentic. And maybe we do have to live to that ideal. But maybe we can just enjoy having a good conversation NERB. And two or even having a bad conversation like, you know, sometimes, sometimes I mean, we talk about our wedding, but the first thing we remember is the hurricane. We remember the tent coming down and we remember you tripping on the stairs and almost breaking your ankle.

**Speaker 2** [00:12:28] I stepped on a hornet.

**Speaker 1** [00:12:30] You know, those are the things you remember from the day, among other things. You remember those things. So, uh, you know, you don't re I don't remember whether the candles were straight or, uh you know whether the flowers were perfect.

**Speaker 2** [00:12:43] No, but here's what's interesting actually about what you just said, and I wonder if we could extrapolate it to this whole idea. So there was a moment where we were standing looking out the window and the rain was pounding down and all of a sudden a 160-foot tent flips and goes probably, I don't know, half a mile into our woods. And I think that was the moment where realized I think this happens a lot. There's a moment when reality just kind of smacks you and it's like, hey, by way there's a hurricane you might want to adjust to that.

**Speaker 1** [00:13:13] Yeah, there were trees coming down in the yard, like big trees.

**Speaker 2** [00:13:15] Right, but extrapolate him.

**Speaker 1** [00:13:17] car crushing trees coming down in our yard.

**Speaker 2** [00:13:19] people showed up to our wedding in wellies and dresses. But what I'm saying is, if we look at that in the wider picture, there's a moment, because that's the moment where you and I are like, oh, or maybe me, you were probably.

**Speaker 1** [00:13:34] This is going to change things.

**Speaker 2** [00:13:35] I should probably adapt to this fact, which is there's a hurricane.

**Speaker 1** [00:13:40] Well, I love that you said that, because adapt is the key word, and that kind of brings it home to what we do. Just the ability to adapt is just one of the most remarkable abilities. And it is an ability that you can cultivate. It's an ability you can build. It's ability, an ability, you can practice. You know, you could say that it's like, oh, well, you're gonna have higher performance and you're going to be better at your job and better as a parent and better at this, and that's all true. But you know what you're gunna be better at among all those things? You're guna be better at being happy. Yeah, yeah. You're gonna be better at being happen because you can adapt. You can. You know, and I think maybe that's something that early on as a Mountaineer I learned because, you know, Mountaineers spend a lot of time in misery and you find a way to be, to experience joy in miserable situations, otherwise you're just going to be miserable all the time because you're either cold or wet or, you know can't breathe or whatever. And things inevitably don't go exactly the way you want them to go. And so you learn that either this trip is going to be a nightmare or I'm gonna learn to enjoy by adapting to the situation. And so I think you can think about adaptation and mental fitness and thinking and all these different things we talk about as being, you know, again, you're gonna increase your performance, your speed, your whatever, but you're also gonna increase, increase your joy.

**Speaker 2** [00:15:21] Because you're going to reduce your disappointment in yourself, in the situation, and whatever you blame it on or think about, adaptation happened the moment the mental model changed. Totally.

**Speaker 1** [00:15:33] And this, by the way, this is not a new thing. This is, I mean, the Buddha talked about this. You know, all life is suffering and that suffering comes from our mental models. It comes from the disappointment that you're talking about. It comes form this mismatch. That's what it comes from. It comes the mismatch, it doesn't come from reality. It comes from the mismatched of how things are and how you want them to be. or how you think they should be ideally. This episode is sponsored by Training Camp, the ultimate online spot for building the mental fitness that drives personal and professional change and success. At Training Camp you'll have access to the science and practice of thinking with personalized thinking assessments, tiered training and best of all, practice that improves skill. Go to CabreraLab.org to learn more. And now, back to the episode. We always have a saying, which is if you have one foot in yesterday, one foot in tomorrow, you're gonna piss all over today. Or another one, another one is stop shitting over everything, you know, don't, don'

**Speaker 2** [00:16:49] Well, because it sets up those expectations that are unrealistic, which I mean unrealistic meaning they're not based in reality.

**Speaker 1** [00:16:55] They're not real, yeah.

**Speaker 2** [00:16:56] not based in reality, which then sets you up for this constant cycle of disappointment and then thinking something's wrong with you. I'm not speaking from personal experience, obviously. But, you know, there's a moment where, I don't know, there's moment where you can start to see, I think part of it is knowing that there's a thought that precedes a feeling, and then going back and thinking, well, what am I thinking? Like, I'm a not a good enough mom if I don' make 10 cookies on Christmas. Just say that out loud.

**Speaker 1** [00:17:24] Say it out loud. That's absolutely right. Like be metacognitive about what it is your communicate, what your internal voice is saying. Because if you say it out loud, you're going to be like, okay, that's nuts.

**Speaker 2** [00:17:35] Or just picture your friend saying it and you'd be like, are you crazy? Are you crazy?

**Speaker 1** [00:17:37] Yeah, are you nuts? And the thing is we often don't say those things out loud, but we keep saying them quietly. And so we live by them. We get disappointed by them, we get stressed by them we get anxious by them and we get grumpy by them you know.

**Speaker 2** [00:17:58] behave.

**Speaker 1** [00:17:59] We behave by them and if you just set them out loud like what am I I'm trying to be perfect You know, then you're like what what is that? Perfection really why is that what we're looking for?

**Speaker 2** [00:18:11] I don't know, it's a little nuts. I mean, I remember I told you this story. I was part of a book club and we had just read The Book Flow.

**Speaker 3** [00:18:18] Yeah, by Jigsail Behan.

**Speaker 2** [00:18:20] my recommendation. And Chick Set Me High has a great passage about stress and how it's like, we make, we create it. We create it and it was ironic because I was driving to the book club meeting about that book, which had that passage about stressed. And I remember I'm trying to put on eyeliner, I'm driving like 80 miles an hour down a 40 mile an hour road, trying to be on time for this book club. And, I was remembering that passage because I wanted to talk about in the book. I'm like, oh shit, like I'm actually doing this right now. So, I let's slow down, let's maybe pull over if we're going to be putting things in our eyes as we're driving. I had a moment and it just sort of gelled at that moment that like you're saying we behave it, we behave it, it becomes our behavior over time. All of these mismatches become disappointments and expectations and

**Speaker 1** [00:19:09] Yeah, that's something that I think folks have a difficult time getting their head around, ironically, because it's their head that's doing it, but that there are these mental models and not all of them are conscious. A lot of them or subconscious. A lot them we have, but we don't even know we have them. And they directly drive behavior, right? And if we change those mental models, the behavior changes. The trick is, one... Expose those mental models to the light of metacognition, of awareness, and two, then you can kind of think about, oh, do I really want to hold onto this thing? Because it's kind of a, this one's kind of, you know, not so, so let's change it. And then when you change it, the behavior changes. So if you want to change behavior, we have to look at the mental model that's driving the behavior. And often, when I say look at the mental model. That makes it sound like it's there to be looked at. And a lot of times, the problem is it's subconscious. We don't even know the mental model exists. And that's why metacognition is so important, is that you've got to kind of shine a light on it, expose it to the light of day. And then you go, oh, yeah, this is weird. I can't believe it. This is what's driving my thinking, right? And then let's change that mental model and change the behavior. And that behavior could be anxiety, could be stress, it could be, you know. General craziness. Craziness, whatever.

**Speaker 2** [00:20:41] And when I said, say it out loud, I'm being literal, like, if you say it out loud to yourself, and if that doesn't do it, then say it out loud. To another human who would say, that is insane. Why would you think that, right? And I have friends that I, we talk about self-talk and all of this a lot. Um, so then, okay. So how do we manage our holiday stress?

**Speaker 1** [00:21:01] Yeah, I mean, I feel like this is kind of the enjoy your shitty holiday episode, right? Like, like

**Speaker 2** [00:21:07] expected.

**Speaker 1** [00:21:09] I don't expect it, but, you know, again, if it brings you joy to to try to reach like a tree that is beautiful and has, you know, like every year I try to put more lights on the tree, because I think the number of light lights is pretty. Trees like, but you know I enjoy the look of it, but I don t get stressed out about you know so if if it's a If it's an enjoyment goal, great, you know, enjoy the heck out of it. But if it's causing you stress and, like, negative talk and you're barking at the dog and, you, know, the children or whatever, you question that mental model and just think about what's really important, what really matters in this holiday or in this day. in your life. In your life, every day. What really matters? Let's look at it from the perspective of what really matters. And what do I care about? And do I about looking like I have my shit together all the time and being perfect when I'm not? Or do I just like those moments where we're just hanging out and having a great conversation and maybe there's a plate of Twinkies next to the.

**Speaker 2** [00:22:32] Twinkies are the worst cake on the planet. Why would you say Twinkie?

**Speaker 1** [00:22:37] I'm just saying like what if what if like you couldn't get dessert or the dessert the souffle Exploded or what? I don't know the house who plays explode But let's say it exploded don't someplace explode or something. They fall they collapse, right? Say this souffle. I don' even know a supply is souffle something people serve on Christmas

**Speaker 2** [00:22:59] No, not unless you're, like, working with me.

**Speaker 1** [00:23:00] Let's say it's to play was like it's something that you.

**Speaker 2** [00:23:03] made regularly.

**Speaker 1** [00:23:03] made regularly and it collapsed and you were forced to go down to like the quick mart and all they had on the morning of the 25th was Twinkies. You know what? You would remember that. You'd remember the beautiful ham or the beautiful turkey and then the beautiful platter of Twinkys that or serve like.

**Speaker 2** [00:23:29] It'd be a fun story.

**Speaker 1** [00:23:30] It'd be a fun story, you know?

**Speaker 2** [00:23:31] It'd be a story of endurance.

**Speaker 1** [00:23:33] It's okay. And you might even serve them in the plastic bag just for the effect of ripping open that plastic bag.

**Speaker 2** [00:23:41] But you know, if you take them out of plastic, it doesn't make a difference. They're so preserved.

**Speaker 1** [00:23:44] Yeah, they're not gonna go rotten.

**Speaker 2** [00:23:46] There's not a single natural ingredient.

**Speaker 1** [00:23:48] No, I think they would survive a, you know, like a...

**Speaker 2** [00:23:51] They're like the cockroaches of food.

**Speaker 1** [00:23:53] They are, the conquerors disapproved, they will survive everything by who, the Twinkie Confederation.

**Speaker 2** [00:23:59] The Twinkie people come after us for talking badly about Twinkies.

**Speaker 1** [00:24:02] If Twinkies are my enemy, then I'm doing something right.

**Speaker 2** [00:24:07] Well, I don't know. I mean, I will tell you, we've solved the cookie problem.

**Speaker 1** [00:24:11] What's the cookie, bro?

**Speaker 2** [00:24:12] Well, if you think about it.

**Speaker 1** [00:24:15] I don't know if you remember...

**Speaker 2** [00:24:16] I don't know if you remember but in the very beginning I used to make like 12 types of cookies for Christmas and it because my mother I realized I the origin part my mother would make like 15 types of cookies and they were

**Speaker 1** [00:24:27] and they were beautiful. You brought it down to 12.

**Speaker 2** [00:24:29] So I so in my first stage of crazy as a younger mother I was 17 12. No, that's

**Speaker 1** [00:24:36] She made 15

**Speaker 2** [00:24:37] Yeah, I went lower because I had babies and yeah, but she would have these beautiful cookies all different shapes and sizes with different frostings

**Speaker 1** [00:24:46] So your mother was more perfect than you? No. Because she made fifteen.

**Speaker 2** [00:24:51] I'm saying I had that faulty mental model.

**Speaker 1** [00:24:53] But you brought it down

**Speaker 2** [00:24:56] But then I evolved my mental model as we should. No, no, no. Then I brought it down to like eight and I thought eight was good except one year. I was finishing up something really late and I was like eight, and I had this panic and sense of dread. And I'm going to go ahead and turn it back over to you,

**Speaker 3** [00:25:18] Over.

**Speaker 2** [00:25:18] And then I did what you said. Take a minute, think about the thought that precedes that feeling. And I was like, we don't need eight types of cookies.

**Speaker 1** [00:25:26] What's the thought is the thought?

**Speaker 2** [00:25:30] that I would disappoint people, know that I will disappoint people and look like I'm not, what's the word, festive enough.

**Speaker 1** [00:25:38] So you thought like if people come to the house, they walk in, they see the cookie butter, they count the number of cookies. She sucks. Anything less than eight. She sucks I'm out of here.

**Speaker 2** [00:25:52] It's, that's why I say you say it out loud because then you know it's crazy.

**Speaker 1** [00:25:57] This place is bullshit. There's only seven cookies.

**Speaker 2** [00:26:01] No, that's 7.7 types.

**Speaker 1** [00:26:03] Seven types of cookies, right? Very different.

**Speaker 2** [00:26:05] Because you make a dozen or two of each type that's how nuts it is you make like a thousand like no What's seven times 12 96? It is 96. No, it's not 96 84

**Speaker 1** [00:26:15] Maybe four, sorry.

**Speaker 2** [00:26:16] I thought I was so good at math, see? Another one of those. But here's the point. Now we had a conversation, we had a family meeting about the cookie problem a few years ago, if you remember. And I... I don't.

**Speaker 3** [00:26:28] I said look

**Speaker 2** [00:26:29] I said look I don't think we need to make eight types of cookies and you know what it we landed on? Everybody chose their favorite cookie and we made five types of cookies and that was it and so everybody had the cookie that they associated with Christmas which made me feel like I fulfilled their obligations and then five types cookies I can do. That's easy.

**Speaker 1** [00:26:50] If I was in charge of Christmas, I would make a tortilla.

**Speaker 2** [00:26:55] Oh god, not that.

**Speaker 1** [00:26:56] with cheese, ketchup, and oregano.

**Speaker 2** [00:26:58] No, those are t-

**Speaker 1** [00:26:59] Those are those are mountain pizzas.

**Speaker 2** [00:27:03] Tortillas are good.

**Speaker 1** [00:27:04] Yeah, no, they are. I'm not advocating tortillas, but I'm just saying that's what I used to eat in college, because I could make it. I could cook that.

**Speaker 2** [00:27:13] It's a good thing that we met, because I can cook and you help me with the crazy. So we solved the cookie problem, and I'm very proud of us for that, mostly me because I was the problem.

**Speaker 1** [00:27:25] I didn't know. Yeah, we solved the Laura problem. It was really a cookie problem.

**Speaker 2** [00:27:30] No, that's not-

**Speaker 1** [00:27:31] There's a Laura mental model problem. That's not a Laura problem. No, it's a laura mental model probably. Yeah, you should. Distinctions matter.

**Speaker 2** [00:27:38] I know they do and then we solve the wrapping paper problem.

**Speaker 1** [00:27:42] Do you remember that? Oh, yeah, that. That's a problem.

**Speaker 2** [00:27:47] It was a problem.

**Speaker 1** [00:27:48] That's a problem because we need, like, another house for the wrapping paper. There's so much of it.

**Speaker 2** [00:27:56] because I would have a different wrapping paper, ribbon and bows, and tag covers for each person so they could tell which gift was theirs. That was crazy.

**Speaker 1** [00:28:05] Because the little card that says their name on it isn't enough.

**Speaker 2** [00:28:09] Well, I'm just saying if you can uncover these things and have a conversation with somebody.

**Speaker 1** [00:28:13] If you can unwrap them.

**Speaker 2** [00:28:15] As it were. You don't have to feel super stressed all the time because you can think about the reality of, like you said, what matters. Nobody actually cares what wrapping paper they have.

**Speaker 1** [00:28:27] Well, there's systemic knock-on effects to the wrapping problem because, I mean, that knock-off is like a, you know, systems idea.

**Speaker 3** [00:28:35] Yeah.

**Speaker 1** [00:28:36] which is that because you need so many different wrapping papers, you have to buy them whenever they're available and all year long. And you have have hundreds of rolls at any given time of wrapping paper, which then means that you need a storage facility for the wrapping paper. And organizing systems for all the things that you need for each individual type of person's present, which is a logistical nightmare that is not necessary.

**Speaker 2** [00:29:11] But in my defense, 75% off four days after Christmas. Why wouldn't you buy them? 75%!

**Speaker 1** [00:29:20] because it's 25% on.

**Speaker 2** [00:29:22] and you have to store them.

**Speaker 1** [00:29:24] Yeah. We're paying for storage. We are playing for square footage.

**Speaker 2** [00:29:29] Okay, but we've solved that problem now too.

**Speaker 1** [00:29:31] Yes.

**Speaker 2** [00:29:32] We just buy what we need, and it's one paper, and everybody's fine because we can all read the text.

**Speaker 3** [00:29:39] Right.

**Speaker 2** [00:29:40] Just saying, if you bring these things out and you change, you know, you make sure you check when you're having that moment where you're feeling that, oh, something's not working, check your mental model because that's usually the problem that's causing the behavior they're having in that feeling. That's how you have a happy holiday.

**Speaker 1** [00:29:56] So...

**Speaker 2** [00:29:57] Yes.

**Speaker 1** [00:29:58] I think we covered it. We did. And this will be the enjoy your shitty holiday episode now.

**Speaker 2** [00:30:04] No!

**Speaker 1** [00:30:05] I just mean that as like a...

**Speaker 2** [00:30:07] Embrace reality.

**Speaker 1** [00:30:08] Brace your...

**Speaker 2** [00:30:09] during the holiday season.

**Speaker 1** [00:30:09] reality holiday.

**Speaker 2** [00:30:12] Yes, that's better.

**Speaker 1** [00:30:13] That's a wrap. Oh wait. We're back. What are you wearing?

**Speaker 2** [00:30:21] What do you mean, what am I wearing? What is that? That's my special holiday crown.

**Speaker 1** [00:30:25] holiday crown

**Speaker 2** [00:30:27] Well, it's time to be festive, it is time to start thinking about celebrating the end of the year.

**Speaker 3** [00:30:32] Nice.

**Speaker 2** [00:30:32] and the holidays. And so I've dressed for it, as always. I do this for everyone.

**Speaker 3** [00:30:38] I love it.

**Speaker 2** [00:30:39] You know what it means.

**Speaker 3** [00:30:40] What does it mean?

**Speaker 2** [00:30:41] We really need to thank, from the bottom of our hearts, all of the people who have been listening and commenting to the podcast. So we have a gift for them. We want to give them the gift of thinking.

**Speaker 1** [00:31:00] the gift of things.

**Speaker 2** [00:31:00] Which means there will be a special QR code and a discount code available to podcast viewers only Which gives them a significant discount off of the blue belt course, which is a big course

**Speaker 1** [00:31:14] Yeah, that is a bit-

**Speaker 2** [00:31:15] So they're going to save a lot of money.

**Speaker 1** [00:31:18] And that's a great course that really, you'll develop really top-notch skills in that course. So they can give it as a gift to anybody.

**Speaker 2** [00:31:29] You can share the discount code, share the QR code. We want to spread the love of faking.

**Speaker 3** [00:31:44] You