

Episode 14: From Finance to Meditation: Recognizing your calling

[00:00:00] **Elyse:** Marissa, thank you so much for joining me on the show today. I'm really excited to talk to you and find out more about your career.

Marissa: Hey Elyse, I'm really excited to be here. Thank you so much for having me.

Elyse: You began your career in finance and private equity. Can you tell me a little bit about what got you interested in that area and the beginning part of your career?

Marissa: Yeah, of course. So it's really a funny story. Finance is not something I ever thought I'd be involved in. In college I actually studied marketing and have always sort of had more of a creative aspect to me.

But I knew that I wanted to come to New York . So when I was first looking for jobs, I really sort of fell into this position with Blackstone and I was fresh out of college and I was looking for something where I could really just get a lot of experience working in corporate life, you know, understanding how a company actually runs.

It was, it was one of those things that was really too good to pass up. I interviewed with the group I had heard of them before [00:01:00] obviously. And it just seemed like such a great fit at the time. I think that oftentimes finance in particular gets such a bad rap in thinking that, it's just all about money and that, there's just so many different stigmas around it.

And what I recognized interviewing with this group in particular, I think because they're recruiting, there is so competitive. It was a group of such well-rounded incredible individuals, which, were not only focused on the finance side of things and creating wealth for themselves, but then also were just really diverse and interesting and had so many creative outlets and like really down to earth, wonderful people. So it was really such a blessing because it really transformed my understanding of the whole finance industry in general.

Elyse: You said you originally wanted to go into marketing and how did you find that that translated into what you were doing at Blackstone?

Marissa: Yeah. Great question. So when I was [00:02:00] there, I was basically doing a lot of administrative work and also doing some recruiting and working directly with the COO, doing some management and staffing and that sort of thing. And what I found was that, particularly in larger companies, I think anyone who's worked in a bigger company can attest to this, it requires a certain amount of entrepreneurialship to make yourself stand out.

You know, so almost like marketing yourself which I found to be incredibly valuable and really just finding myself, making myself stand out in those ways. So, reaching out and taking on projects wherever I could, learning as much as I could and sort of marketing my skills and my abilities, the best I could so that I was unable to learn and grow while I was actually in my time there.

So I was there for about three years and pretty much in the last two years of my time there, I would say I spent half of my time, trying to think about what I wanted to do with my life. I knew this wasn't the end all be all.

I knew that there was something [00:03:00] else out there that I wanted to be doing. And so just constantly really tapping into that creative part of my brain of like, what could I be doing? The opportunities are limitless, especially in a place like New York city, people do anything under the sun. So I was really just like, Trying to figure out what it was that I wanted to be doing.

And that to me was an incredibly creative time in my life where I was, coming up with business ideas and and doing art and thinking about selling art and just running the whole gamut of things and seeing what felt right.

Elyse: So how did you explore that? Because I feel like that question of what do I want to do with my life? What do I want my life to be? It can be really fraught for some people and really intimidating to think about, especially if you're thinking about it so often. It sounds kind of stressful. Was that stressful for you? Or how did you go about, structuring your thinking?

Marissa: Yeah, I really appreciate that question. It really was not stressful at all. It was actually the exact [00:04:00] opposite. It was incredibly exciting. I'm a big believer that you can think your way through something all day long, but it's not until you actually take action that you learn from something or you recognize if it's something that's good for you or not.

So I'm really all about taking action. So if I would come up with a business idea, I would just go for it. So at one point I had this idea for a bakery and so I started baking and I put together some marketing materials for that. I put together an Instagram page. I even created a website for it and I, you know, it was really just investigating all these different ideas.

I pretty quickly realized that, selling cookies for \$5 and shipping them to people was not my life calling. But I'm so glad that I had that experience. For anyone out there who's really trying to like figure out what their calling is, I would say, just try things, whatever feels right for you in that moment.

I'm also a very strong believer that there's no accidents. And so if you really just try things and investigate, then eventually you'll find something that feels right. It's, it's sort [00:05:00] of like I created this list of attributes that I wanted in my life. Like, what did I want my life and my career to look like?

And with each new business idea that I tried, I was like, okay, does this check the boxes? Yeah. But there's this one part that I don't love and it's not necessarily about finding the perfect end all be all career, but just what feels the most aligned with what you love to do. So it's all about just trying things.

Elyse: That's such a great point and I really liked the way you phrase that about trying what feels right for you in the moment, because I think that it's really important to take stock of

where we are at a particular place in time. And I think that we tend to get caught up in, well, what am I going to want to do 20 years from now, or 10 years from now, and trying to go after that rather than trying to go after what really resonates with us right now.

Marissa: I totally agree. There's this quote. I love that, it's [00:06:00] something along the lines of "humans underestimate what they can do in a year and overestimate what they can do in a day." So just taking those small steps, and that's why, as we're going to talk about, meditation has been such a crucial aspect of my life, is being as present as you can.

We get so lost in anxiety and thinking about the future and just recognizing the only thing that is real for you right now is in this very moment, what can I do today to work towards that goal?

Elyse: I just want to reemphasize before we move on, your point about trying things, if you decide you want to start a bakery, you don't necessarily have to start a bakery.

But you can talk to bakery owners. You can create a website or a marketing plan, cookies or a sales plan and see if it's something that is exciting to you. So I, I love that and it's, it's this whole, which I've mentioned a million times on the show, but it's this whole idea of getting out from behind a desk. And getting out from behind your computer and like actually taking action on something.

Marissa: Right. And out of your own thoughts and [00:07:00] actually being out in the world.

Elyse: So I want to go back because we had started to transition into your career in meditation. And I know you run your own company now, but can you tell me a little bit about how did you come to be interested in meditation and what led to this career shift?

Marissa: I am incredibly fortunate that I actually, I grew up meditating with my mom from a very young age. I remember doing body scans with her and really sort of developing my own practice. I've never been much into yoga, which is interesting and have definitely gotten more into it as I've gotten more into meditation, but have always been very interested in this, the power of the mind and like the ability for the mind to really create our reality. I think I recognize that from a very young age. I really lost the practice as I, I think I entered my teenage years and went into college, just wasn't as interested in it, it was something that mom did kind of thing.

Which I think is very normal and [00:08:00] it wasn't until I was back in the city experiencing some, I think pretty common overwhelm of just being in such a crowded environment. Not really feeling sure about what I was doing, if the corporate life was for me, that kind of thing that I actually picked up the practice again.

And I actually was again, very fortunate to have at the company Blackstone, they had a meditation program in house, and so they basically hired someone to come in once a week and teach us how to meditate. So it was once I was back there that I thought like, Oh, Hey, you know, this is something that I used to do as a kid.

I haven't done it for years. Let me, let me try it. Maybe you get a new perspective from a new teacher. And so that was when I started going to the sessions and everything changed. It just transformed every aspect of my life. I get emotional even talking about it. It was the first time in my adult life that I recognized the power of my own mind.

And [00:09:00] very quickly after one or two sessions, I began to see changes in the way that not only I relate to myself, but I related to my environment, the stress around me when people would, bump into on the street or if there were cars honking outside, I, I didn't have that reactivity that I so often have considered normal. And then just saw it as I continued to go to these weekly sessions, transform every other part of my life. So, you know, in my relationships with my partner, just being much more understanding and compassionate, just being happier, more excited. I'd wake up in the morning and just be like pumped about the day.

And that was such a invaluable feeling. And meanwhile, I think it was a 500 person company at the time. I was one of maybe four or five people who were going to these sessions every week. And I was surrounded by people who were some of the smartest, most brilliant minds I've ever met in my life.

And they were suffering in such a big way, just [00:10:00] suffering from so much stress and very commonly working, a hundred, 120 hour week work weeks. And I knew what an incredibly valuable tool meditation was and how it could not only make them happier, but make them better at their jobs, make them more efficient, help them to relieve a lot of that stress and that burnout that was so common, especially among the young investment bankers that I worked with.

And so that was when I really stopped and I took a look at it, I was like, why is it that these incredibly smart people who understand the power of their own brain aren't taking the time to actually take care of their minds? And so that's when I recognize that there was such an opportunity there, that if we could somehow bring them meditation and explain it to them in a way that shows them the science behind it, the research behind it, that their analytical brains could wrap [00:11:00] around that we would be able to bring these people into this practice and it would, it would completely transform their lives.

Elyse: What kind of meditation was it at your company? Was it guided? Was it self guided?

And the reason I ask is I think that there are so many kinds of meditation now that it's so hard. When you say, you got into meditation, what, like what kind of meditation?

Marissa: Yeah, that's a great question. And what I call the practice now is very purposefully, a modern secular research-based practice for that very reason.

It can be so confusing. The practice that we were officially taught, we were never told this, but it's really ayurvedic style. So if you're familiar with ayurveda, really very basic practice where they would guide us through the beginning, some mindfulness setting an intention, and then we would take I think it was about 15 minutes to basically just focus on our breath and they would do a little bit of an intro, explain how your mind is going to wander during

the [00:12:00] practice. It's not a hindrance. It's just about noticing when your mind wanders and bringing it back to the breath.

And then we would take those 15 minutes to practice that. And it was being in a group setting like that, surrounded by other people who I knew were also doing this really helped me to quiet a lot of those thoughts that were just like, so disruptive, you know, the impulses and urges like, Oh, I should get up and stop doing this, that sort of thing.

Elyse: I think that, especially in professions that really require a lot of intellectual engagement like finance, we don't necessarily take the time to care for our minds and just like if people get really busy, they tend to fall off on exercise.

I think it's the same kind of principle where we tend to prioritize ourselves last or we don't realize what we need. And I think it goes back to what you were saying before about people sort of overestimating what they can do in a day.

How are you able to sort of bring this down to earth for people? That seems like the main [00:13:00] issue. And obviously that's something that you really focus on now with your company is really making it approachable and really bringing the science into it and showing people that like, this is not woo. This is a real science base, right? Yeah, exactly.

Marissa: Exactly. Yeah. So basically what happened after that realization that you know, this, we needed to explain to people what it was doing to your minds. I really dove into the research and so I spent days, I mean, hours and hours and hours every day, reading research articles, reading, NIH, public publications, Just diving into all of the research that has been done and is out there, you know, in the last 20 years in particular. It's amazing the amount of research that's been done on different styles of meditation and really wrapping my mind around what it actually physiologically does to our bodies and our brains. And so it was only after a couple of weeks of diving into that research that I [00:14:00] felt like I had a really good understanding.

So from there that marketing education that I had gotten really kicked in and that creative side of me and I, I thought, how can I take all of this incredibly valuable research that's out there and, and bring it to people and make it digestible and tangible. So I started to put together some marketing materials and that's when I first had the idea for this business and created a website for it and basically made it as simple as possible.

Like here is exactly what meditation does to you, and this is why you should do it. And it was from there that I was able to start the business.

Elyse: Wow. And that seems like it was really in line with all of these other things that you had been trying over the last, however many months before that, and sort of taking a few steps to starting these businesses and seeing if they resonated and they didn't.

But this one obviously really did. And you were still working at the time that you decided to start this business, right?

[00:15:00] **Marissa:** Yeah, I did. That was kind of a crazy part of my life. And actually just on that, also something I wanted to mention earlier is, I, as I mentioned, I really believe there are no accidents and I think it actually was Oprah that said this, but when she said it, I was like, yes, that's so true is that "no time goes to waste." No experience goes to waste. And so all those other quote-unquote businesses, I probably had 20 different business ideas and the marketing materials behind them, understanding how some of these tools work, like QuickBooks or how to like file for taxes or whatever, it is taught me and prepared me for this company.

And so, you know, I learned from each one of those experiences so that I was able to bring it all to, to Mind Guided Meditations, the name of the company now.

It was a really crazy time in my life. I had this idea. Actually quite literally came to me in a dream, which was pretty much I had been [00:16:00] going to these weekly sessions had realized what a need there was if we could provide the science and research and bring these people to it. And one day I was in that like kind of like half dream, half waking state at, it was probably like 6:00 AM.

I was getting up before the workday and I dreamed the thought came to me of like, Start your own business. And I even, I like had that phrase, modern, secular research based. It was just like, yes, that's what it needs to be. And I just got so excited by it. I think that that's one of the ways that our bodies show us what we're meant to be doing and what will bring us joy in our lives is just like, do you feel excited by it?

And I was just like over the moon about this idea, I thought it was a no brainer. So. It was from that moment. I, I started, as I mentioned, putting together the marketing materials started just talking about it with some friends, people I knew, I spoke with the instructor that was at Blackstone about the idea did some competitor research to see what's [00:17:00] out there.

And then it was from that day that I literally had that dream until I think it was exactly a month later I decided to quit my job. Which was incredibly scary, but the best decision I've ever made.

Elyse: What was the inflection point that made you say, okay, I'm all in let's.

Marissa: Yeah.

So another incredible blessing. My parents are architects and they run an architecture firm based in New York city. So not only did I grow up around entrepreneurship and just hearing them talk about it, but they knew that I had been talking about starting this company and had wanted to dip my toe into teaching and, and meanwhile, I had never taught meditation before, I had only practiced it myself. So they're always looking to add new wellness programs and they asked me, would I be interested in teaching meditation to their employees? And I thought like, Oh, what a cool opportunity. So we set up a session and I think it was all 30, their employees crammed into this conference [00:18:00] room.

And that was my first time teaching. And after that session, it's, it's still lights me up talking about it. It was, it was just like, yes, this is what I need to be doing. I felt more alive and fulfilled than I had in the past three years put together. And it was just the most amazing experience. And the people that attended the sessions, seeing their reaction and how much they appreciated it and enjoyed it.

And then, we started doing weekly sessions and seeing people come back week after week, and I was just like, there's really something here. So, so that's what I knew.

Elyse: As you mentioned, it was really scary. You left a salary behind, you were sort of starting this budding business.

How did you, go about this and what was your mindset when you decided to make that jump?

Marissa: So that's one of the other things that I've learned along this whole journey is doing what scares me. And every [00:19:00] time I've done, what scares me, in a way that equally scares me and excites me, the reward has just been beyond amazing.

It's just like the best feeling in the world. And so it was terrifying leaving a six figure salary to go work for myself, doing something that I'd never done before. But I just really focused on the excitement of it, there would definitely be days when I would be down about it or, you know, somehow feel like, Oh, I'm not going anywhere with this, but, but I really didn't focus on that.

And I really believe that where your focus goes, your energy goes. And so really just staying as not necessarily as positive as I can, but as open as I can. And recognizing that there was such a need for this and thinking about my previous coworkers and, and just keeping that in mind of how much it benefited them and keeping in mind how much people were benefiting from it from my parents' office, that was like, all of those put together [00:20:00] really gave me the courage to then go about it.

Elyse: And how, how, how did you manage the financial implications of it? Because you, you left a salary, had you set up a safety net? What did that look like?

Marissa: I've always been really great about saving money. It's just come naturally to me. I remember when I was a kid, my brother and I would go to the local toy store and we'd each have \$10 and I would walk around and be like, nothing ever seems that great.

So I would pocket my \$10 and he would spend his. And, you know, five years later I would have \$10,000 in the bank, which was like really exciting for me as a 13 year old, you know? So thankfully I had a safety net from that which I was able to, I basically looked at it and I said, you know, if I'm paying rent, like what are my expenses and how long if I make \$0, can I live this way not changing my lifestyle at all? So I gave myself this timeline. And then I, again, didn't really focus so much on the not making money aspects, but I was like, how much money do I [00:21:00] need to make? And how often do I want to be working in a day to maintain this lifestyle? And so the culmination of those things really allowed me to start the business. And not only that, but there was very little overhead, you know, I hired a couple of

other instructors, but they would be paid per session that we would teach. So there's money coming in as money was going out, besides that I needed a laptop and a cell phone.

Elyse: I love how you phrase that in terms of the things that you needed to do and also how much you wanted to be working during the day, because it sounds like you also really went into it with this focus on kind of your lifestyle and what you wanted your life to look like. Not just this new business that you were starting.

Marissa: I very, very strongly in my heart believe that each one of us has a purpose. Each one of us has a special, unique gift that only we are capable of bringing to the world and you don't have to suffer, you don't have to push yourself so hard that you're in [00:22:00] pain to, to make that a reality.

It's all about following what lights you up and not really allowing the negative self-beliefs and the self doubt and, any beliefs that we've created for ourselves to hold you back. So that was something that I recognized very early on is like, it's very possible for me to make the amount of money I want to be making and live the life that I want to live. And I wasn't willing to compromise on that. And again, just like setting that as my goal and recognizing that quite literally, anything is possible, really allowed me to achieve it.

Elyse: So what did people think? Like what do people say when you said, yep, I'm leaving my job. I'm starting this company and I'm building a new career focused on meditation.

Marissa: So I am incredibly grateful to have super supportive parents, they're entrepreneurs themselves, so they understand how it can be in the beginning of the [00:23:00] business.

And they were so excited about me, so excited about it, I should say. And it's funny. I actually vividly remember something. My mom said one time when I was first starting out where she was like, basically the smart ones wake up one day and recognize you'll always make more money working for yourself than you will for someone else.

And I was like, wow. You know, I never really thought about that. You can determine your own life if you work for yourself. So they were incredibly supportive and my friends were awesome. And I mean, I've really chosen to surround myself by people who are, who lift me up, you know, and who are encouraging and optimistic and also know that anything is possible.

And so that was great. But. There are also people who give me a really hard time about it. And actually my boyfriend at the time was not only unsupportive, but actually made me feel really bad about leaving my, my steady job. He really [00:24:00] projected a lot of his own insecurity onto me at the time, and that was incredibly difficult.

And so, That actually was another huge blessing in disguise because it really woke me up to the fact that this relationship that I had been in for five years, wasn't helping me grow. Here I was doing something that I felt more excited about, more passionate, about, more fulfilled by than I ever have in my life.

Everyone around me is so supportive and the person who I spend all day every day with is the only one who is telling me I can't do it. So for whatever reason, that was the straw that broke the camel's back and actually I think that same month that I quit my job was then when we ended this five-year relationship.

So that was incredibly difficult, but at the same time, so freeing, because it wasn't a relationship that I was meant to be in, and, and that was really what finally woke me up to it.

Elyse: It's so interesting how I think realizing something fundamental about ourselves helps us realize [00:25:00] that who we surround ourselves with obviously has a huge impact on what we do and who we are. And so making these big fundamental changes, it's almost like you came across this passion. It didn't change who you were, but I think, it connected you to some part of yourself that you hadn't been in touch with before that changed you in a really fundamental way.

And because it changed you in a fundamental way, it meant that other aspects of your life, like your relationship, just weren't working for you anymore. And I've seen that a couple times now over the course of this show.

I mean, it happened for me specifically also. I made a huge career change, right as I was getting divorced. I've talked to other people on this show who have made changes following the death of a loved one or anything along those lines.

So, I really think that Making a big shift, like this has real effects on our entire lives, not just our careers.

[00:26:00] **Marissa:** I could not agree more. I say all the time that your work and every aspect of your life is an extension of who you are. And I also believe that we learn and grow from every situation, so I have absolutely no regrets about that relationship. I learned so much about it and that it served its purpose for that time in my life. But yeah, sometimes we just like a snake you gotta shuck the skin, right?

Elyse: A hundred percent. And like Oprah said, there's no wasted time.

What other help did you get as you were trying to start this business? Did you work with coaches? Did you have mentors ?

Marissa: Yeah, that's a great question. And I think actually, Two and a half years into the business is something that I'm only just now embracing, to be totally honest with you, is I can't do it alone and I don't want to do it alone.

So because of that whole breakup that I was going through, I actually also had started going to therapy for the first time in my life, right around when I was starting the business. And [00:27:00] that was a huge help, like just helping me to recognize my own unconscious patterns. And as I mentioned, then how that extends into the rest of my life, including my business.

I would say there's probably like five decisions in my life that have been the best I've ever made. That was totally one of them. And now these days to answer your question, yes, I do

work with a life coach who's been also a huge, huge help. And besides that, it was a lot of talking to people, understanding what their needs were in particular, talking to clients and, and not trying to sell what we're doing so much, but just like really listening to what it was that they needed.

I obviously talked to my parents all the time. We were also very close. And so I talked to them all the time about how it was starting their business. My mom runs all the finances for their company, so understanding how to open a separate bank account and file taxes for it. And just all these things that like I was never interested in.

And she's just been [00:28:00] incredibly helpful there. And obviously talking to some of the coaches or the instructors that I had worked with in the past, who had taught me. And then, you know, people just would come into my life all the time that I could never plan for, I would never expect, but ended up being again, such a blessing.

So, you know, at one point in choosing how I wanted to live my life, I decided I wanted to start traveling and run my business while I travel. And so doing that required hiring instructors. And so then, you know, reaching out to people and hiring people as contract employees to then go and teach these sessions So it's just like, sort of asking for help in ways that I had not expected in the past.

And just not something that I'm still learning is to recognize my greatest skills and my weaknesses. And to know that whatever weaknesses I have, there's someone out there who is a rockstar at that. And how [00:29:00] can I hire those people? So, just recently we hired a advertising platform who has helped us increase our sales, like a tremendous amount. So just little things like that.

Elyse: So what do you think was the most difficult thing about changing careers? Like what was, what was the hardest thing about it for you?

Marissa: I think one of the hardest parts in the beginning at least was the solidarity of it. I was running this company on my own and really thought I was going to be a one woman show and I was used to going into an office and just having those little interactions that then I wouldn't have when I would wake up and go to work in the same apartment that I had just gone to sleep in, you know So that was definitely difficult, but it also pushed me to adjust.

So I would go to coworking spaces and go to cafes and, make lunch plans with people and, and just figure out other ways to have that sort of like social connection. One of the other [00:30:00] most challenging parts for sure was as I mentioned before, my ex just being so unsupportive and also some, some other people in my life who would just be like really critical and who hadn't started their own business, didn't understand what it takes to start your own business and would say things that in the very early stages of where I was at was very normal to be in, in that place as a company, but then hearing their criticism.

And just recognizing that they are saying that because of themselves, it is not an expression of my business and what I'm doing. It's, it's an expression of how they feel and how they feel about the world.

So just so many sort of like mental shifts like that, that frankly therapy was, and life coaching has been an incredible, incredible help with.

Elyse: Yeah. The mindset is the most important thing. It's the ability to not only get super excited about the idea, but then to maintain that idea and [00:31:00] build it out through criticism through obstacles through having to learn a whole new set of skills and build out, a tax system and a filing system. And you know, all of these things that come with entrepreneurship.

Marissa: And I think that comes too when a business is constantly growing and changing, like I think one thing that I've heard a lot from just like friends who have started their own business and stuff is it's like, is this what I want to be doing for the rest of my life? And every day is different, you know?

And every day, you know, month to month, you might have different goals and different like things that you're looking to achieve. And so it was like constantly challenging myself and learning and growing has been the most exciting part of the whole process.

Elyse: And I think that the key point to that also is that it's not something you have to do for the rest of your life. Yeah. You can start this company. You can run this company for as long as you want to run this company, and then you can go get a job if that's what [00:32:00] you want to do, or you can start a new company or you can write a book. Like there's so many options for things that you could be doing. And it goes back to what we were talking about in the beginning, where it's like, when you think about what you want to be doing, it's really coming back to the present and centering yourself on the now. This is what I want to be doing now, but a few years down the line, that could change.

Marissa: And a few years down the line, what I want and what I need and what I'm looking for and what motivates me is going to be completely different.

We can't possibly plan for what's going to be. It's funny, like I think there's definitely merit in asking, what do you want your life to look like in five years? But at the same time, you can't possibly know what you're going to want in five years, what the world is going to bring you in five years.

So just recognizing what is it that excites me today.

Elyse: I was listening to, Oh, actually another podcast last night. And they were talking about decisions and how, when we make decisions, [00:33:00] we tend to almost like escalate our commitment to those decisions, even if they're bad decisions.

It was really his Adam Grant. It was his worklife podcast, which is absolutely incredible. And what he and the lady he was interviewing were talking about was this idea that you almost need to build in a process for evaluating your decisions every so often, like you need to have a set of principles that guides your decision-making and then at certain milestones, you go back and you say, okay, have I met my original criteria? Is this something that's still resonating with me? Is this what I want to do? And like, just really take stock at certain points.

And so you almost set up a system for evaluating where you are in your life and what you want to be doing.

Marissa: Yeah, that is a great, great point. And reminds me of, I don't know if you've read the book principles by Ray Daleo, but that's basically exactly what he talks about. It's a great book, [00:34:00] like one of my top, for sure.

And I don't know if you're familiar with Ray Daleo but he basically, I believe is now the Founder and CEO of, I think it's the world's most successful hedge fund, like 20 years running called Bridgewater associates. And he wrote this book basically about how he operates by a certain number of principles that he constantly refers back to.

And it's, it's sort of the idea also of having like values and understanding what are your values and referring back to those. And whenever you feel a little bit lost or stuck or depressed, it's coming back to what is it that you value and, and are you behaving that way in your everyday life?

Elyse: So I know we're almost out of time here. I wish I could just keep asking you more questions, but my last couple questions for you as we wrap up, are, is there any other advice we've talked about so much today, but is there any other advice you would have for someone who's looking to make a career shift?

Marissa: Just do it, [00:35:00] you know, I think so often we think that we need to have everything in place and everything lined up and, and we think through things. And as I mentioned in the beginning, it's just trying it. My dad always said growing up is jump and a net will appear.

Elyse: What is your definition of success?

Marissa: Wow. That is a great question. My definition of success is living my life on purpose. It's living the life that I want to live, not living a life that I feel like I should be living or that I think other people want me to be living, but truly every day doing what lights me up.

And that doesn't mean there's not hard times, right. But, or challenges I should say, but doing what lights me up and, and following that excitement. And that is what I consider success.

Elyse: I love that. Well, Marissa, it's been wonderful to have you on the show. [00:36:00] Where can people find you and Mind Guided Meditation?

Marissa: Of course. So our website is the best place. It's mindguidedmeditation.com. Other than that, we are on Instagram, but not really updated that frequently. It's also, @mindguidedmeditation and. Yeah, that's the best place for sure.

Elyse: Well, thank you again for being on the show and sharing your wisdom and advice with us. It's been great to have you.

Marissa: Thank you so much. This was so much fun.

