

Ep #294: What It Really Means to Have It All with Binie Klein



Full Episode Transcript

With Your Host

Lindsay Dotzlaf

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Lindsay Dotzlaf: Hey, this is Lindsay Dotzlaf, and you are listening to Mastering Coaching Skills, episode 294.

To really compete in the coaching industry, you have to be great at coaching. That's why every week, I will be answering your questions, sharing my stories, and offering tips and advice so you can be the best at what you do. Let's get to work.

Hey, coach. As always, I am so happy you're here today, especially because I have the best conversation coming up for you with my incredible colleague and client, Binie Klein. And she has so, so much goodness to share with you. We talk all about what does it mean to have it all, which is something she helps her clients with, how she thinks about her schedule and organizes it in a way that it matches her priorities, also something she helps her clients with, and so much incredible advice on how to make sure that everything that you are putting on your calendar aligns with what you want most.

She's going to teach us so much goodness. Plus, we talk about so many other things. This episode is packed full of things that you are going to want to remember, to write down, to share with friends.

So, one quick note before we start the conversation. I am currently enrolling for the Reimagine Mastermind, which is something that we talk about several times in this episode because Binie had such incredible results during her time in the mastermind. And I'm enrolling by invitation only right now.

So, if you want an invitation, you need to be on the waitlist. I will put the waitlist link in the show notes. And if you go sign up right now, because you're interested, you will get information soon about when it starts, which is in August, by the way, what the support looks like, and how to know if you're a great fit. So, do that now and then listen to this amazing conversation with Binie.

Ep #294: What It Really Means to Have It All with Binie Klein

Hello. I am so happy you are here today. This interview is going to be so much fun. Tell everybody who you are and what you do.

Binie Klein: Thank you for having me. My name is Binie Klein. I am a life and leadership coach and a speaker, and I help ambitious people build success without sacrificing the rest of their lives.

Lindsay Dotzlaf: I love that. And I love your business. It's so fun. You've recently been in my mastermind, so I've gotten to kind of work with you on it, talk with you all about it. And one thing that you help your clients with, we're just going to like get straight to it. One thing you help your clients with or that you talk about is like how to have it all. And I'm just so curious, like what does that mean to you?

Binie Klein: So let me take you back a little bit where the concept of have it all even started. When I was newly working, graduated from college and I got my first job, I realized quickly that I was very ambitious. I knew I wanted to grow, I wanted to make more money, I wanted to reach that next level. And I quickly realized that the job that I was at was not going to be the place for me to reach those goals. But I remember thinking, I'm really ambitious. I want to succeed, I want to make money, I want to have an impact, I want to use my skills for good.

But at the same time, my life is important to me. So at that point, I was newly married and I knew that I wanted to be a mom, and my health has always been important to me and my relationships. I remember thinking, how am I going to be able to do the two? I feel like wherever I look, there's really great examples of people on one side or the other. I did have my mom who worked and like she had a nonprofit and she had many children, and so she was an example for me.

But because I wasn't going to be in the nonprofit space, I really was looking for, where are there examples of people doing both? And it was very hard to find. Like I didn't want to go all in on my ambition and create a business or be super successful in a career and then turn around and have a

Ep #294: What It Really Means to Have It All with Binie Klein

crumbling marriage or miss out on all those moments with my family or not be in great shape. That just wasn't what I want.

So as I was trying to figure out how can I really have both? That's when I found life coaching and that became my answer to creating both for myself. And then now I go out and help people find that intersection. Because a lot of my clients, they are successful on paper. Maybe they're not exactly where they want to be at. They're still in the newer stages of their careers, maybe in their 20s, their 30s, their 40s. They've had some success, they want more of it.

But at the same time, they're like, one second, I want to be present at home, I want to have a great marriage, I want to feel really good in my body and it feels like I can't have all those things. And that's what I want for my clients because I think more than anything, more than having lots of money or all of those check marks and check boxes, we want to turn around at the end of the day, at the end of the week, at the end of the year and say, oh my God, I love my life. And that's what having it all means.

And people get having it all really twisted. I see all the time on my people say like, you can't have it all and you can't have it all and as moms, we think we can have it all and we can't. And I completely disagree because having it all doesn't mean having everything. It means having the things that matter most to you. And the analogy that I always love to give is like a suitcase. When you're going on a trip, you don't pack your entire home or your entire wardrobe. But when you pack intentionally and you think what's happening on this trip, what clothes do I need most and you pack well, you go on the trip feeling like you have everything you need. And that's what having it all means.

Lindsay Dotzlaf: That is such a good analogy. I love that. It's such a good visual. Yes, sometimes I do try to actually pack everything I own, I'm pretty sure when I travel, but, you know, I've learned to pair it down and to just have the essentials. So I love that analogy. It's perfect. Let's go back. This was going to be, we're going to get to this, but you already brought it up. So

Ep #294: What It Really Means to Have It All with Binie Klein

when you say you found coaching, does that mean did you hire a coach? Did you just see coaching and you were like, I want to have that business? Like how, what was that? What do you mean by found coaching?

Binie Klein: I found coaching very intentionally. I feel like when I speak to a lot of coaches, they say they just fell into it and that very much wasn't me. So if I go back to that job that I didn't love, that was kind of like paying the bills and doing the basics. At that point, I remember thinking, I could stay here or stay at another type of job and I could continue to pay the bills and lead like a mediocre fine life. But I knew that there was more out there for me, so I wanted to challenge myself and figure out how can I make my career amazing?

Because I think for a lot of us, we could do many different types of jobs. So when I decided that I was going to leave that role, I started looking for other jobs, jobs that involve people because I'm a people's person. And I remember interviewing for roles and being like, I could do this, but is this a job that I'm going to want to leave my kids for? Because I knew that I wanted to be a mom. I was young, I want to be a mom, will I want to leave my kids to do this job? A lot of the jobs that I was interviewing for, I'm like the answer is no.

So I remember I actually spoke to somebody, this is funny. I spoke to somebody who was maybe going to hire me for a job, so he wanted me to take an assessment. And I took the DISC assessment if you're familiar. And I scored like the highest possible score for motivating and inspiring people. So when I read that, I decided not to take the job, but that interview gave me everything because I remember thinking, if I find a career or business centering around motivating and inspiring people, that will be the jackpot for me because that is my skill and I'm also most passionate about it.

So when passion and skill intersect, the sky's the limit. So that's when I started really researching. Like literally crazy, this is before AI, crazy Googling, like what are careers that motivate and inspire people? And I kept coming up with the same things. Teacher, nurse, life coach. Teacher,

Ep #294: What It Really Means to Have It All with Binie Klein

nurse, life coach. And I'm like, I don't like medicine, teachers are underpaid and undervalued, even though I'd be a good teacher. I'm like, life coach, what is a life coach? And that's like I started researching, I started asking people, do you know any life coaches?

And then I realized like one second, this is a real thing. And when I learned about it, I'm like, one second, this is what I was always looking for. Because I had my bachelor's in psychology, I knew a lot about the world of therapy, but coaching, helping someone get from where they are now to where they want to be, I'm like, ooh, this is what I want to do. So I hired a life coach and also enrolled in iPEC because I'm like, I want all the tools and all the skills to really do this right, and I never looked back.

Lindsay Dotzlaf: This makes so much sense. And I did not know this about you, but it makes so much sense that you're like, and then I was just all in. This is very you, it feels like. That's part of your maybe I'm wrong, but like that feels kind of like part of your personality. And I, you might be the first person that I've ever heard say that you kind of like you said, like that you didn't kind of fall into it that you were like, I'm going to be a life coach and then you made it happen just from the jump without like working with a coach or like that's usually what I hear and that's my story. I like worked with a coach and I was like, what is this magic? Yes, please.

And have the same, like a similar background to you education-wise, and it was like, this is such a good fit. Like let's go. Let's be all in. But I had to have that introduction to it first. So, when you got in, when you started and you were like, okay, I'm like having a business, was it what you thought it would be? Was it like, yeah, I was right. This is great.

Binie Klein: Yes and no. So I like similar to you, I have had so many clients now who come to me working in one role and then love coaching and then I've helped them transition into becoming a coach. But I agree. I think my story is kind of unique, but that's my personality, making a quick decision and then being all in. When I, it's funny, when I got certified in that process, I remember being in the room in my certification class and I remember

Ep #294: What It Really Means to Have It All with Binie Klein

looking around and feeling like I hit the jackpot because I was one of the youngest in the room and there were people in their 40s, 50s, 60s. And I'm like, how lucky am I to find my passion and find my calling at this age? Like what a gift.

Lindsay Dotzlaf: And how long ago? How long for context? Like what year, how many years ago?

Binie Klein: This was in 2020, right in the beginning of 2020. Like right in the beginning of COVID, it was all virtual. And I remember thinking, how lucky am I to have hit the jackpot and to be doing what I love every single day. So as I'm going through the certification, I am like on cloud nine all in, loving everything. Like everything is like yes, yes, this is what I'm meant to be doing.

And then when I started, I say yes and no because as I got those first few clients, I loved it. I loved helping them and like using those tools and seeing them get results. Like I have amazing testimonials that I still use from my first ever and second client. And those first two clients worked with me for a long time and both had incredible business success and personal success.

But I think what I didn't love so much and I totally didn't realize is how hard building the business was going to be. And I felt like I was great at what I was doing, but how do I get people to believe in me? How do I explain it? Putting myself out there online. I never really used social media until then. So that was very difficult and not very fun.

Lindsay Dotzlaf: Okay. Have you learned to like that part more now? Or is this still how you feel about it?

Binie Klein: I've definitely learned to like it more. I wouldn't say that I love it. I wouldn't say it's my favorite part. Like if I could wave a magic wand, I'd be coaching and speaking all day. I think posting on social media has gotten a lot better and I always get comments from people like, oh my God, I see you on social media, you post so many talking reels. Like how do you do

Ep #294: What It Really Means to Have It All with Binie Klein

that? How are you not embarrassed? I think I just think about it very differently.

Now I think about social media like, how lucky are we to be in 2026 and have this opportunity to be in front of so many people? What a gift that I don't have to go put flyers on people's cars. So I really think that this is a gift and we are so lucky to have it and we have so much opportunity as women today. I feel so grateful.

I also feel like this is just, I know I want to help people. So this is a way for me to help people and nobody's looking and nobody cares. And people probably laughed at me in the beginning. People might still laugh at me now. I don't care. I am going for my dreams and I have a dream of helping as many ambitious women as possible to have the success that they want to have in their career or business and also love their life. And if people want to laugh, I think those people are often just not very happy with their own life and looking for, looking for something to do and make fun of someone else. Do people make fun of me? Maybe. I don't care.

Lindsay Dotzlaf: This is so good. I want everyone to just pause and then rewind what like one minute or hit that like rewind button what four times and listen again to what you just said because those are such useful thoughts to have about social media. So different than what most people say. And I couldn't agree more. Like even I am not a person who loves social media. I'm not quite bad about posting all the time. I don't even really, I'm not a huge consumer of it either. Like I'm not a huge like just be on it and scroll and scroll.

But I think all the time like, how lucky are we though? Like we can just for free, for I will say free in quotes, post whatever we want. We can talk about what we do, we can help people, and how in the world would we have done it? I don't know, 20 years ago or even less than that. Yeah, I couldn't agree more. So I love that. Thank you. Thank you for sharing that.

Ep #294: What It Really Means to Have It All with Binie Klein

Binie Klein: I love that. And the other side, by the way, of like the business, I don't love a lot of those things. I think as time has gone and my business has grown, now I've hired people to do a lot of that. But before I was able to do that, it was just like, this is part of it. This is part of running a business. I think I'm just very real about it. Like everybody who has a business has parts they don't like.

And in the beginning when you don't have a lot of money, you do it all on your own and not everything has to be great. But I think when I'm in those parts of my business that I don't love as much, I remind myself why am I doing it? I'm doing it so that I can help more people, reminding myself that I am in the best career, the best business for me. And I think like bringing it back to that helps those other parts feel a little bit more manageable.

Lindsay Dotzlaf: Yeah, so good. Thank you for sharing that. Seriously, I think you just helped so many people. They're probably like, I know there are people listening right now that are like, I never in my life would have had that thought about posting on social media. And so if that's you and you're listening, just like let it sink in. It really is okay to be like, this thing is great. Okay. Well thank you for sharing that.

When you, so when you joined Reimagine, you had just had a baby. And you kind of said like one of the reasons I'm here is to kind of figure out what my business looks like now and how this is all going to work. And so I'm curious just to bring it back to the having it all. What does that look like in your life now? How do you think about that personally?

Binie Klein: So when I joined Reimagine, I was newly post-partum with my third. So I have three kids, six, four, and one. And in that period, just to go back to that time, in that period, like to fast forward from where we started before, starting the business, then my business has grown, more success, more clients. I also started speaking. I now go into companies and lead workshops, I go to events and I speak on leadership, on sustainable success, a couple topics that I speak on and I love it.

Ep #294: What It Really Means to Have It All with Binie Klein

Now, as I was pregnant and getting closer into maternity leave with my third, I was feeling pretty burned out because the way that my business, just the way things turned and the opportunities, like I was just kind of saying yes to things and it was things that were aligned with my skill set, but I think it was opportunities, clients, engagements that weren't really lighting me up.

And I think between that and being very pregnant, it was a harder pregnancy. I just went into maternity leave feeling like, okay, I need a break. I'm taking a break from everything. I don't know when I'm returning to business. I said kind of like goodbye. I knew, I knew deep down that it wasn't really goodbye, but I was like joking with my husband like, if I never go back to work, will we be okay? And he was like, yeah, we're fine. Like, take do what you need. And he was laughing because obviously I'd made those jokes before. But anyway.

Lindsay Dotzlaf: He's like, yeah, well that's not happening, but we'll see. Yeah, we'll be fine.

Binie Klein: We're fine. We're fine. He just wanted to say we're fine because he knew that it wasn't going to happen. But anyway, a couple months later, I'm feeling that itch to help people, to feel fulfilled in that way. And that's when I started to see your messaging around Reimagine. I was like, oh my God, this is speaking to me because I want to go back to work, but I want to reimagine the types of work, the way that I'm doing it because something wasn't fully working right before I had the baby. And that's what prompted me to join the group.

And now when I think about having it all, it really is having a really clear vision, real clarity on what those most important essentials are to me and the rest are extra. And not only having that clarity but having the discipline to make the decisions to do that. And it's actually funny that we're recording this podcast today because I'll share a quick story. The house that I'm in right now, my husband and I bought almost four years ago. So my second was like a baby when we bought this house.

Ep #294: What It Really Means to Have It All with Binie Klein

And I remember we moved into this house like anybody else, you want to furnish your home, you want your home to look beautiful. But going back to having it all, at that point, I said, okay, my health is always number one for me personally. Like that's always the first one. I feel when I take care of my health, I go to the gym every single morning, I feel really good that helps me show up for everything else. So health, then family, really being present for my children in the evenings and like doesn't mean that we're spending more time in health and family than business, but in that order, and then business is next.

And at that point when I moved into the house, like health, family, business took care of all of my time. Like I had nothing left. So like for 11 months, there were boxes in my dining room that I didn't unpack. And I think people like might say, oh, Binie, you don't care. No, obviously I care. And obviously I wanted my house to look nice. But I had the discipline to say, one second, I'm going to have the boxes sit there, even though it doesn't look great, even though sometimes I have guests over and yeah, I don't feel the best having guests in my dining room with boxes, but figuring out what I'm going to do with a smaller house. So what bookshelf, what's going to be the best use of the space, that's just not a priority right now.

So 11 months later, I got the bookshelves. Now, we've been in the house almost four years and just yesterday, I got a painting for the dining room. Huge painting. And when my husband hung up the painting yesterday, I just want to say that I felt so proud of myself because I remember thinking, not I remember thinking, it was yesterday, but I thought, I waited to figure out what the right painting for this room was and had an empty wall when it didn't look the best, but I waited because this just wasn't the top priority.

And so when I think about having it all now, it is still health, family, business, and then a beautiful home and extended family relationships and friends come next. And I didn't have the time and that head space and the bandwidth and maybe you'd say the money, but the money not as much for this one, to think about that right now. And now is the time where I have the time and now finally the painting is up. So that made me really proud.

Ep #294: What It Really Means to Have It All with Binie Klein

Lindsay Dotzlaf: I have to say, I did not realize how similar we are. I could not relate to this more. Like I am this person too. I'm like, that is just going to have to wait. And I'm really good at just separating it and being like, yeah, that is a later thing because it's not a priority right now. And we did move into our house in 2020. So I also had some leeway where it was like, no one's coming over for a while.

But there are still we've now been here six years and some of the rooms still I'm like, yeah, like I just painted since Reimagine or maybe right before it started this last round, just painted my office, just haven't even actually like hung the stuff I want to hang behind me here on the screen, but I am okay with it just like taking time because I have other priorities. That's such a good example of what having it all means and looks like. I think that's like the healthy version of it and not the version that people are thinking of when they're maybe criticizing it or saying like, that's not a thing.

Binie Klein: Yeah. Because I felt all of this time that I have it all because when I look at those things, I'm like my health's in an amazing spot. I feel very good in my body, especially after having three kids. My three kids, like I spend time with them, you know, obviously as moms, we could always improve, but I feel good there. My marriage is in a really great spot, my business is in a good spot.

So all the things that matter most to me are doing amazing. And so now I have a little bit more time and space to think of those things. So that's what having it all means. It's like having the clarity of, hmm, what matters to me and then making those decisions. And if you build your weeks that way, then you'll feel super proud.

Lindsay Dotzlaf: Yes. So great. So over our time of our work together in Reimagine, one of the other things that you've done is you created a planner, you've launched a planner, and I think it ties into what you're saying perfectly because, okay, my experience of coaching you is that you have 1 million incredible ideas. You want to execute on every one of them

Ep #294: What It Really Means to Have It All with Binie Klein

at the same time. You have like this endless energy and you don't compromise on these things.

Like the things that you're saying, this is legit. You're like, nope, I'm like cooking dinner for my family. I'm with my kids in the evening. So like here are the hours I have. This is when the stuff has to get done. And so part of that is we have coached on a lot of it to like, well, let's slow down a little, like let's pick one thing at a time, which we can talk about that in a minute. But I'm also just so curious how you think about time. Let's just talk about that. How you, what do you teach because your planner isn't just like a, oh, Monday through, you know, isn't just like here's the week, write your stuff in it. It has more content to it. So let's dig into that.

Binie Klein: Yeah. So when I came back from maternity leave, I had the idea to create this planner and I was really thinking about what I wanted to include because my clients are always asking me for the best planner. And I find for myself, I use a mix of Google calendar, I love having a little pen and paper, I have a note. So I have places to keep track of my tasks.

And anytime I bought a planner, a daily planner, I personally have never used it. I've used it for a little bit and I stop. Like a pen and paper calendar. But something that I do every single week that is extremely helpful that I always get comments on when I post about it is I do a weekly plan. In the beginning of the week before the week starts, I personally do it on Sunday evenings. I sit down and I think about the week and I think about what's coming up.

And the reason why I think this is so helpful is because a lot of us are very busy in the day to day, reacting, the deadline, the podcast, whatever needs to get done. But then at the end of the month, or on your birthday or on New Year's, when you have a quiet moment, you sit down and you think, and you remember all of the goals and ideas and dreams that you had the last birthday or the last New Year's.

Ep #294: What It Really Means to Have It All with Binie Klein

Lindsay Dotzlaf: Yeah, like those bigger things, not the like, take the kids to horseback riding lessons and do like whatever, whatever I'm doing in my life just like these are the things that just have to get done every day.

Binie Klein: Yeah. And then you're like, one second, what happened to all those things? That's one. And two is sometimes we're scrambling, like a birthday comes or Christmas comes or Hanukkah comes and it's, oh my God, I didn't prepare for it in the way that I wanted to. I didn't like do all the beautiful family things or get the gifts. So something I do every single week is I plan out my week, but I connect it back to my bigger goals that I've set in the beginning of the year or on my birthday, whenever that time is.

So I decided I want to create a hard copy book for my clients and for anybody who wants to buy it, where in the beginning of the book, it's called *The Playbook. The Playbook, Build a Life and Career You Love*. Because not only do we want to stay busy and check off our tasks, more importantly, we want to be proud and we want to feel good about how we're spending our time and feel like we have the life and career that we want. So *The Playbook* starts off with like your next level you and thinking about like who are you working towards? What is that ideal life?

When you think about the next six months, what are your priorities? Like I said mine is health, family, business. What are yours? What are those goals that you want to achieve? What will take each of those priorities to the next level? And it helps you break down each of them. And then there is a page for the beginning of the week and the end of the week. The beginning of the week it asks you like, what are your priorities this week based on your goals? Look at your calendar, what's coming up, what do you need to prepare for? How will you fill your tank this week?

Because I believe that's a huge piece of being successful is taking care of yourself first. This is a side point. I see so many people like women like go, go, go, and then crash out and burn and say, you can't be a good mother and you can't have a business. And my opinion is they weren't taking great

Ep #294: What It Really Means to Have It All with Binie Klein

care of themselves. They were building a house on quicksand and then, oh, no wonder it collapsed.

So that's one part of *The Playbook*. And then there's a page for the end of the week to evaluate because you have to learn from what went well and what didn't to improve for the next week. So my goal, and then there's a monthly page also at the end of the month, you reset and you think, hmm, what happened last month? What am I proud of? What could be better? So it's all about bringing your big goals to life. So that's a little bit about the playbook and then your question on time. So the way I think about time and I like to give this analogy is like, I like to think of my time as, treat your time as fine wine.

Lindsay Dotzlaf: Listen. Love fine wine. So yes, I'm here for this.

Binie Klein: You're all in on the example. I think that we, a lot of us treat our time like water. And what I mean by that is when you spill a cup of water, you're not sweating. You just go back to the sink or the fridge and you get another cup of water. But what happens when you open a \$100, \$80, fill in the price bottle of wine, you better believe you're holding that glass carefully. And you're not going to spill it. And if you spill it, you're pretty pissed. And that's how I think about time.

I think a lot of us, we're scrolling, we're relaxing, not that there's a problem with relaxing. But we're lounging, we're not being as intentional and planned and thought out with our time. And then the end of the week or the end of the month or the end of the year comes and it's like, oh my goodness, I didn't accomplish, my business didn't grow, I'm not in the shape that I want, my marriage isn't in the space that I want it to be.

But if you treated your time like fine wine, you would have planned it out a little bit differently. You would have thought, hmm, I have this amazing bottle of wine. I'm not going to open it on a Tuesday when I'm going to drink three sips. I'm going to open it on a Friday night when I'm sitting with my husband and we have a whole night and we're relaxed.

Ep #294: What It Really Means to Have It All with Binie Klein

Lindsay Dotzlaf: I love that analogy for so many reasons, but because mostly because not only if you spill it, is that a bummer and you're like super sad that you wasted it and you missed out, but you also then aren't enjoying it. Like you're not savoring it. And if I think about how that applies to time, right? It's like there are all those little things that can just easily like fill up the days. And if you're not paying attention, maybe they're not really that connected to your overall goals and the things that are most important to you.

But also, it's like you're often not really savoring and like enjoying those moments and that time that you're spending because you're like, what did I even do? I just like, okay, I checked all these tasks off, but like, what do they overall, like what are they connected to?

Binie Klein: Not just staying busy but actually moving forward. And I want to add because I know somebody listening is going to be like, oh my God, Binie, you can probably never relax. No, no, no. That's not what we're saying. Having really specific buckets being on when I'm on and off when I'm off. Like I am off on the weekends. I'm not exercising, I'm not working. Saturday and Sunday is for family and friends.

Every evening like from 4ish until I put my kids to bed at like 7, 7:30 is family time. Very rarely I'll have an event or something or a speaking engagement that goes longer, but almost always. But it's really about those buckets. Work time is actually work time. There's no laundry, there's no dishes, there's no calling my mom. Like I am all in when I'm working and with my kids when I'm with my kids. I have all of those different buckets so that I can have it all in all those areas.

Lindsay Dotzlaf: Okay, two questions about time. When you, so one thing I noticed that I love is that you are like, here are my three priorities. And sometimes, I notice that my clients will, if we're talking about this, they'll be like, here are my priorities. And they'll list basically ten things, right? And it's basically, it's not really what's most important to them always. It's more the like, what are all the things I think I should be amazing at?

Ep #294: What It Really Means to Have It All with Binie Klein

And probably include things like, well, I need to get this house decorated and I need to, right? Like all of those other things that are more of like a, maybe they aren't actually that connected to it. It's not their value, but it's just like, this is what society maybe thinks I should be doing, whatever. So is that actually something you teach? Like do you specifically say like we narrow it to a certain number? Or is that just kind of happened naturally for you over time?

Binie Klein: It's less about a certain number, but a lot of times, I will have clients like that. Like, well, I just have to. This is just important, this is the other. But then at the same time, they're telling me that they're overwhelmed. At the same time, they're saying my business isn't exactly where I want it to be or my relationships or my health.

So once I help them see that you're saying you have all these things that you have to do, but also it doesn't feel like there's enough time to do all those things. Let's break it down. Let's put everything on the table and let's before we get into those exact details, I always bring it back to who are you trying to be? If your life was 10 out of 10 in all of the ways, what would that look like? How would you feel day to day? What's your schedule like? What is your future you telling you is important or isn't important? Then we start to look at values. Are a lot of those things? Are they coming from the ego or from the soul? Like what really matters to you?

Lindsay Dotzlaf: That's a great question. I love that.

Binie Klein: Yeah, we look at that. Like the ego is like up here and it's like that and the soul is like something that's nourishing and deeply fulfilling. And so often we talk about that, my clients have breakthroughs of like, yeah, I thought this was important, like let's say having the beautiful house, but really like what's more important to me is this, that and the other. And helping them make decision, hard decisions. I think being able to make decisions without how you spend your time, what you prioritize is such an underrated skill because if you can make those decisions, you're going to get so much further instead of like being half in, half out to so many things.

Ep #294: What It Really Means to Have It All with Binie Klein

So, I help them figure out what actually matters to them and why and then rank those in order of importance. And then I help them look at their schedule. If there's time for a little bit more, that's great. But what needs to go in first, second and third and then to be able to do more, it's not just having a great schedule, it's capacity. So that means like taking better care of your mental health, your physical health, how you speak to yourself.

Sometimes we have time on the schedule, let's just say to network. But if you're like scared of putting yourself out there or if you're delaying on comfortable things, then the schedule doesn't work. So there are so many pieces that go into time. Once I help somebody figure out like what you want and why it's not working, we can figure out what to coach on to help them get to their goal.

Lindsay Dotzlaf: Okay. And what do you do when a client comes to you with, okay, Binie, give me an example. Like I've had networking on my schedule, like I really want to do it. I put it on my schedule every week. It is like I know that it's important to me. It's connected, let's say like it's connected to my business or whatever. And that is one of my highest priorities. It's connected to a goal and I just cannot get myself to do it. Or like every time I see it there, I just don't want to do it. What do you say to that?

Binie Klein: So I literally just had this happen with a client, so I'll share what happened with her. She wanted to start networking and posting on social media about a new business that she wanted to start and she just wasn't doing it. So she came to me for help. So we said, great. We first had to figure out, is it a time issue? Does she not have the time? Because a lot of us say that we don't have the time, but it's not really about the time.

So once we realized that it wasn't about the time, she had the time, then we had to figure out, does she know the plan? Sometimes it's a lack of clarity on the plan. What does it actually mean to network or put yourself out there? Okay, we had that piece. But still it was still feeling difficult. So for her, what we realized it was, it was being uncomfortable putting herself out

Ep #294: What It Really Means to Have It All with Binie Klein

there. She was very focused on the effort. So I always say that in life, without us realizing, we're often weighing two things. We're weighing the effort it's going to take us, the perceived effort it's going to take us to do the thing versus the perceived impact that the thing will have on our life.

So when she was thinking about putting herself out there for this business, she kept thinking so uncomfortable. I've never showed up on social media. I don't want people to think that I'm like this fancy person who has it all figured out. I don't want people to think I'm rich. Like she had all of these thoughts, how cringey it was going to be and how her friends would be talking about her. So that was, she was completely focused on the effort. So what I did with her is I told her, you are super focused on the effort. I hear you. Let's talk about the impact. Remind me, like why are you even thinking about this business?

And so she started to tell me all about why she was like uniquely positioned to start this business and how amazing it would be. And she's already kind of done this for herself and it's worked and she wants to help more people. And then I asked her, what would it mean if it succeeded? Like I got her to really think about the impact. And she was like, oh, well like there's a lot of money that could be made here. Like this not a lot of people are doing this opportunity. There could be millions of dollars here. I'm like, what would it mean to make millions of dollars?

And she started to like tell me like paying for my kid's sleepaway camp and like my husband not having to stress about the bills and so many different things. And as she's saying it, I didn't even have to say anything. She was like, oh my God, let's go. I don't care anymore about people's opinions. I want to do this. And this was by the way, just a few weeks ago, and she's already now like been posting and she's got two people like for the two, like she's been trying to do these real estate deals. And she's done two deals already and made a lot of money in these last two weeks because of that shift.

Ep #294: What It Really Means to Have It All with Binie Klein

Lindsay Dotzlaf: How sweet is that? Like how sweet is it that her first, I don't know if it was actually her first answer, but at least one of her answers was like, I could pay for a sleepaway camp. Like that's not, if I say like, what are you going to do with a million dollars or like whatever, make a million dollars in your business? Usually that's not people's first answer. And I love that. That's very sweet. Also, very connected probably to her values and to her goals. I love that. So cute. Okay. Well, what else? Is there anything else when it comes to this? This is what you do. This is what you're always coaching your clients on. Is there anything that comes up consistently that you're like, we can't leave this thing out when we talk about this topic?

Binie Klein: Well one thing that comes to mind as you said that and this is something I coach on a lot is a lot of my clients are moms. Just happens to be a woman in this phase of life because I often work with people who are probably between the ages of 25 to 45. And as they start to grow in what they're doing, they really start to worry that they're doing wrong by their kids or they're looking at friends of theirs who aren't working and thinking, maybe I should take a step back. Like, I feel like I might regret this.

So that's a big piece of the work that I do is and by the way, I've had clients who have, like during my time together, it's my, like as you know, a coach, like it's never to push someone to do something. I've had plenty of clients who have decided to take a step back from their roles. Maybe they've gotten their business or their career to a certain place and want to take a pause or want to leave and that's amazing. If that feels like it's a full body yes and in line with what you want and your values for the future, that is beautiful.

But helping people feel good about what they are choosing to do and helping them realize that they can have both is a big piece of that work and helping people manage that guilt. I definitely felt that as well. I was just sharing this on my podcast but thinking about like when I put my daughter in daycare when she was young to start this business and people were like,

Ep #294: What It Really Means to Have It All with Binie Klein

are you sure you want to put your baby in a daycare? Like she's so little. Don't you want to spend that time with her?

And like we get so much mixed messaging on social media. And that's the importance of having values and having your own coach. It's like a confusing thing. Like should I hustle more? Should I be with my kids more? So helping people figure out like what really is that vision for themselves and realizing like I can have both if I want.

I like to think about it almost as like an orange. I did a photoshoot with an orange a while ago, which was kind of weird as I think about it, but whatever. There was like an orange and I was squeezing it and I was talking about having it all and like how life is like an orange and you can either like squeeze it a little bit or you can squeeze and get all the juice out. And that's how I like to think about life. Like you have one life. And there's so much more available if you let go of those fears and you raise the bar for yourself. And so many times we're scared of that, like hard work or we're scared of putting ourselves out there in that way and we just don't fully squeeze the orange.

But if you up-level your skills and how you could spend your time and taking better care of yourself, then like you can get so much more out. And like just also being able to work hard. I think maybe that's something that we talked about a little bit in the group is, you know, these days when things feel so easy and it feels like everybody is like this overnight success.

And I think also a lot of people online are not really real about where like about what they're doing and how hard it's been. It feels like it should be easy. And we all feel like I actually just got breakfast with someone and he was telling me like, you know, my girlfriend was saying about like she wants to go to Europe and I was telling her like, not everybody goes to Europe every summer. I know on social media it feels like everybody goes to Europe every summer. And maybe one day we will, but like our finances just aren't there.

Ep #294: What It Really Means to Have It All with Binie Klein

And it was funny when he said that, but I thought that was so true that you know, it just takes hard work to build anything and being able to build that muscle of working hard and knowing that business takes hard work and it takes time to build and being able to delay that gratification, whether it was like not buying a painting for my house or for me it was like not having a lot of help in my house for a while, not getting manicures all the time even though maybe a lot of people around me do because I'm like, I'd rather spend the money on other things. I know eventually that will come. So that was a little bit of like a rant, but topics that are important for me.

Lindsay Dotzlaf: No, I think that is, I think that's perfect. I think whether anyone listening, whether they have young kids, whether they have kids at all, what whatever, wherever they are, just knowing sometimes like first thinking about what are you comparing yourself to? Because is it even real?

And not only is it real, like is what you're actually seeing, like is that even the reality of what's happening behind the scenes, but also is your brain filling in some information? Like everybody goes to Europe every summer, right? It's like, I get exactly what you're saying because I love Italy so much. And why? I mean, the algorithm knows, right? So it's like every time I'm on Instagram or wherever, it's like, look at Italy, right? And so I'm like, dang it, everybody's in Italy. They're not. But I could make that story up for sure. Just because I want to be there and like, uh, everybody's there but me.

Binie Klein: But by the way, I think even then, like what I like to do when that happens to me is like think about one second. I could go to Italy. Like I bet you might literally have that money in your bank account or you could put it on a credit card, which like let's be real, a lot of people are doing. And so then when you take yourself to that place like I could go, then it becomes your decision again. Like do I want to go?

Lindsay Dotzlaf: Totally. This is what I literally what I just did recently because I do, I just love to travel in general. And I would just be traveling all the time if it were left to my own devices, like with no family and whatever.

Ep #294: What It Really Means to Have It All with Binie Klein

And because I have a family and because I love them very much and because my husband is not like, let's sell our house and just move all around the world, I compromise. And so, you know, my brain just loves to like point this out. Literally just the other day I was like, okay, hold on. You could just plan a trip. Like is that, is that what you want? And it was like, no, not right now. That's not. I mean, maybe in a year or in two years or whatever. But no, right? And then it was just like it quieted right down. Just okay. But the photos are lovely and the videos are amazing.

Binie Klein: Yeah. Somebody says that I'm now blanking on who says it, but he says like, I wish everybody could experience money so that people would realize like money isn't the answer.

Lindsay Dotzlaf: Totally. Yeah like it still happens.

Binie Klein: And I think that we're all at very various phases, but it happens. But I love now, we were like at a point where like let's say I couldn't afford any vacation, it was like, oh my God. And now I could afford more of those things. It still is, firstly it's realizing that those don't fix your life. Of course, it's amazing and I love travel also, but realizing like those things don't fix your life. More important than a vacation is having a life that you're excited to come back to.

Lindsay Dotzlaf: 100%. Yes.

Binie Klein: But also realizing like now that I want to go, it feels so different. It's like, I'm not necessarily just going to go because I know that like that's going to cost X and like I could put that towards the business, I could put that towards buying a bigger house, I could put, there's so many places so it feels so different knowing that like I could do it but I'm not necessarily going to do it.

Lindsay Dotzlaf: Yeah. And actually what happened for me and this actually ties in perfectly to what you were saying earlier, the bigger thing I realized is that my kids are at an age where I am like, I think I want them to come next time I go because they're at like the perfect age. Like they're still

Ep #294: What It Really Means to Have It All with Binie Klein

impressed by things. Like they, you know, they like me. They aren't, they're like still under my roof. So our schedules are the same, you know, it's not trying to coordinate. She has to come home from college and this one has kids, like whatever, it's not like, it's going to be more complicated someday.

And again, they still like me. So, you know, I'm like, now's the time. And so then it became like a, oh, if that's what I want, that's just a little different. It takes a little more planning. I need to be more careful about the dates and the where are we going? And then I felt really excited about that. And so then it just became so aligned with my top priorities, my goals, just like you were talking about because it's so fun for me to like show them places, things, new things, experiences, all of that. So...

Binie Klein: I love that. And that could be like a good motivator to work hard for you. Like I love having those things in the back of my head because you know, on those hard days where you're like, I don't want to and especially if you maybe don't have to like pay those immediate bills, it's like what's going to get me to do that uncomfortable work, whatever that is. And so for you, maybe it's maybe that's the extra like being able to take your kids, which I think that's unbelievable. And a goal of mine as well.

Lindsay Dotzlaf: Oh, just wait. You're going to love it. If you love to travel, you are going to love it so much.

Binie Klein: Yeah. So knowing that like that could be and then when you do it in line with your values and what you want and get off social media and all the noise and do it in your way, that's when it feels the best.

Lindsay Dotzlaf: Yes, absolutely. Hopefully everybody listening just like there are so many valuable things that you're sharing. Hopefully they're just like writing them all down, saving them because these are just all so important. And I'm just really grateful that you're sharing all of them. Okay, so I feel like we've covered so much ground. Is there anything that you were like hoping I would ask that you're like, we haven't talked about this thing yet?

Ep #294: What It Really Means to Have It All with Binie Klein

Binie Klein: Well one thing that we talked about before we got on that I'll just share in case it's helpful is we were talking about the podcast.

Lindsay Dotzlaf: Oh yes. Yep.

Binie Klein: We're talking about the podcast.

Lindsay Dotzlaf: Yes. You just started a podcast. Tell everybody what it is. They have to go find it.

Lindsay Dotzlaf: Okay, so it's called Have It All, which as you know from listening until now, that's what I, that's what I believe. I believe that we can have it all. And I specifically leaned in through your coaching, I leaned into that title because I thought like when I've posted about have it all, I've gotten like some not negative feedback, but people saying like, you know, those people who tell you can have it all, you know, there's like those trends on Instagram that like the people that tell you they we don't have the same 24 hours in the day and working moms and I am all for being realistic, but I think back to like the setting the bar, I think sometimes we just set the bar too low for ourselves and we set ourselves up for a lack of success from the beginning or mediocre results because we tell ourselves...

Lindsay Dotzlaf: Or maybe set have it all too high, right? Like or set that bar, like the goals too high.

Binie Klein: Right. Either have it all is like the huge checkbox like I'm doing everything, the picture perfect lunches, all the things or it's the other side where it's, I'm a working mom, so don't tell me what to do and don't what like I'm not even going to bother trying to fit working out into the schedule because I have my kids and my this. So the middle way is what is what we're talking about.

So I decided, I've had the idea to start a podcast for a while because people would always say like, oh, you speak so well, you should start a podcast. You should start a podcast. And I remember thinking like

Ep #294: What It Really Means to Have It All with Binie Klein

everybody and their mother has a podcast and what am I going to say that's unique and it's a lot of work, so no. But then through my time and Reimagine, I started thinking about it more and I thought, this is a great way for people to really get to know me and know my work and people before coming into coach with me or hiring me to speak at an event or in your company if you listen to the podcast, you can learn a lot about me.

So I thought this might be a good idea. So I brought it up on a on a call like I'm thinking about it, especially I just got lunch with a CBS anchor and she told me she was like, you'd be amazing. So I'm like, you know what, I'm going to trust her because she's an anchor. So I mentioned it to you and you were like, yeah, that's cool. That sounds like a good idea. And I said, I'm thinking about calling it Have It All and I'm nervous about it, but you were like, no, it's a great idea. And I trusted that. And I went out there and I did it. And what was so funny to me is a few weeks after our conversation, I posted my first episode and you like DM me, you were like, you just...

Lindsay Dotzlaf: Like it just happened. It was just like, wait, we just coached on this and now the podcast is out.

Binie Klein: Yeah. And I was like, I remember like reading your message and I took a second. I'm like, really? Like is that special that I did that? And then I like I went back and I'm like, oh yeah, yeah. I see why this is actually like why this was pretty cool because and I think this is valuable even for myself and for everybody, when I thought about doing the podcast, I remember thinking, I can get super overwhelmed with this and think and think and think and think and think and never do it.

And what I've read and I've heard is the best people in business, like they just do it and they figure it out and they iterate. And that was my goal with the planner. I'm like, *The Playbook*. If I do it and I decide I want to tweak some of the questions later, I'll come out with round two. The same way when somebody creates a mascara, like a beauty founder, the next mascara is improved. It's not like they wait for years and years. They have to produce the mascara so people can test it so they can get the feedback.

Ep #294: What It Really Means to Have It All with Binie Klein

So back to the podcast, I remember thinking, how do I keep this really simple? So I have the idea for a podcast. I know I want to do it in person so that I can get the social media clips so it can double as content for me. I knew I knew someone who had a studio, so I reached out to him and I said, okay, can I record there? Boom. I created using AI, by the way, did not hire a fancy designer, created the cover art for Have It All. It looked beautiful. I came up with what I wanted to say on my first episode and I said, I want the episodes to be a mix of solos and guests.

And I decided to interview my mom for the first episode because she has a lot of children like I said and she...

Lindsay Dotzlaf: I love that. That's so cute.

Binie Klein: Has like an organization, everything. And that was it. And I just went and I did it. And I didn't even know what I was going to do next, by the way. When the producer sent me the stuff, I'm like, okay, and when I got home, I'm like, okay, what's the next step? Okay, now I just Google, okay, use Descript. Okay, upload it. Okay, make the clips. And I did not know the next step until the next step. And then like a week later once I figured it all out, I posted it. That was it.

Lindsay Dotzlaf: I love that. And one thing I love that you said on the call, which I assume it's okay if I share this, I don't remember your exact words, but you said something like, like when you were telling me about it and I was like, absolutely, I think this is actually great for you. Like you your personality, all the things like yes, great fit for a podcast.

And you said because you had found the studio and you said something like, maybe I'll go and record like, I don't know, batch record like several episodes or whatever. And then you just kind of said like, and that could be it. Like I could just do it and then decide later if I'm going to keep doing it. Like if that's going to be like a long-term thing in my business. Am I getting this right? Like you said that, right?

Ep #294: What It Really Means to Have It All with Binie Klein

Binie Klein: Correct. I did. I remember thinking like, will this take off? Let's say after five, I hate it. Or I also said in the beginning, I'm going to release every other week because it's so much work. Let me figure out if I can get the hang of it. And like the goal right now isn't to become like the next Mel Robbins. The goal is to have a place that people who are looking to hire me to speak or coach then can go and see it and also to have content. So for if that's the goal, then every other week is fine. And after ten, I could decide that's enough. That can live on YouTube or Apple Spot-, Apple podcast, Spotify, whatever. And that could be it. And because I said that to myself, it was easier to start.

Lindsay Dotzlaf: Yes. So great. And like low commitment because you didn't buy all the equipment. Like you found a space and even for anybody listening, if you love, if you're like, wait, but hold on, but there's like a podcast studio and all the things, most places now have podcast studios. Like just search it, Google it, whatever. There are so many, like either podcasts or like multi-use type studios in so many cities, not even doesn't even have to be like huge cities. I mean, if Indianapolis has a ton, come on, they're all over.

So, yeah, you just like the bar was low. Not too low, like the, I think your bar for excellence is always quite high, but the bar for like this must be a continued thing that I do for five years and it becomes like the main piece of my business and whatever. Like that wasn't there. It was just like, yeah, I'm going to do it. And then here are all the ways I'll use it if I only have five episodes, and let's go. Let's just do it. And I thought it was amazing. So, great job. Yeah.

Binie Klein: Thank you.

Lindsay Dotzlaf: You're welcome. Thank you for being here today. And maybe my last, one of my last questions for you is actually, I have two last questions. I sometimes forget to ask this and I think it's an important question because I think like we were talking about earlier that sometimes it is important for people to like have a peek behind the scenes and so

Ep #294: What It Really Means to Have It All with Binie Klein

everything doesn't look always so perfect and whatever. What has been the hardest part for you of your since you started your business? Like what has been like the thing that if maybe if people heard you say it, they might be like, oh, they might relate to it or that they might like hear themselves in it a little bit if they're going through whatever it is right now. Or have you had a hard part?

Binie Klein: There's for sure so many. I'm trying to think which one, which one do I share?

Lindsay Dotzlaf: I was going to say, if you're like, no, not really, I was going to be like, okay, well we'll see if this episode comes out. I'm not sure yet. Just kidding.

Binie Klein: So many. So the first one that came to mind, I'll share maybe even a few because I think that's always helpful is feeling like I never worried about quitting or like, you know, like I always, I always thought like coaching is my thing, it's my lane, it's my calling, like if I keep going, eventually it'll work. But I definitely had times where I think being like ambitious and being hard for myself and having a high bar where there's been periods where let's say I didn't feel like I was getting a lot of clients or not a lot of new speaking engagements, like I was always very hard on myself and feeling like things aren't working.

And because the goal post moves, I still feel that way now sometimes. Like, you know, I felt like you know, you get the first ten clients or the first \$100,000 and, you know, you're going to feel great. And you do feel great for a little bit and then that disintegrates and then there's a new normal and like ten used to feel exciting and that's not. And like this type of speaking at a school maybe felt great and now I'm doing other types of events.

So I definitely and I probably brought this to Reimagine, feeling like it's not working, like clients aren't coming, they're not coming as fast or as often as I want. Or I think another big one connected to that is like, am I doing enough? I think that is a big one for me where I constantly, because I'm

Ep #294: What It Really Means to Have It All with Binie Klein

such a doer, I constantly doubt like am I doing enough? And then that gets me stressed. And when I stress, then I start to scroll and spiral because there's no end. Especially like when you follow so many different coaches or so many different business people, like, am I posting on social media four times a day? Do I have to be going to more events?

And I always very often can hear that voice in my head like, you haven't been to a lot of networking events lately. Those are really great for you. Or, you know, you're not posting as much or you don't have a lead magnet. So I think like am I doing enough is a thought that will haunt me till the end of time.

Lindsay Dotzlaf: That is so true and I relate and also, I just want everyone to consider like in 2026, there are always, when you're building a business, I don't care what kind of business it is. There are always a 100 other ways you could be doing it, 100 other things you could be doing, 100 other things you could be learning in order to put yourself out there more and be more visible and do whatever, do this thing, especially compared to like, I don't know, however many even ten years ago when I started, it was like, here's the blueprint for an online business. And there was kind of like a couple.

And now it's like, no, there are so many and all of them work for the right person and for the right, you know, whatever, and like you can make any of them work, but it can be really easy for our brains to believe, and I should be doing every single one of them because that's the best way. And it is absolutely not.

Binie Klein: Yeah. You've helped me with that a lot. Like I think I've come to Reimagine with a lot of things. I'm like, and I want to do this, that and like you've helped me like slow down. You've reminded me like it's going really well. Look at all these things that you've done because I think I, even though I know to do that, it's very easy to downplay your success and say, well, that was this and that was the other thing. So you are great at showing that to me and also like, okay, what do you want to do first,

Ep #294: What It Really Means to Have It All with Binie Klein

second, third. Like so many of the things that I help people with, you've helped me do.

Lindsay Dotzlaf: Yes. Of course. The thing that we're always so great at helping other people with is, like the reason we're good at it is because we've had often times to work through it so many times for ourselves where it's like, oh, I could tell talk to you about this all day. I could coach you about this all day. But then like tomorrow when I'm sitting by myself at my desk trying to figure out like what's next and I'm like, oh, I don't know. It's like these 25 things. Like, okay, take a deep breath, come back. Let's start with one. One thing, what's first? So, yeah.

Binie Klein: Something else is like on the other, just if you want to add more things that have been hard, because why not? I think on the other side of that, on the other side of that is like I like I know what I'm doing. I think like on one of the calls, I remember this, you shared like a bunch of thoughts and you said like, if these don't feel true, like you can get coaching on it. And one of them you said was like, I know what I'm doing. And that is such a hard thought for me to believe.

I think being on the younger side and not having gone to a really fancy college or had like very fancy education, sometimes I'll tell myself like, you don't really know what you're doing. You're more of just like a coach, but are you really a CEO and a business owner? And whether it comes to like, whether I'm negotiating like a speaking contract or I'm hiring someone or there's like, I'm trying to become more knowledgeable in like the back end of my business. Like I notice myself freeze up a lot and like you don't know what you're doing and outsourcing my expertise, my knowing, my decision-making to whether that's my husband because I think he knows more or a coach.

So really feeling like I know what I'm doing and I'm cut out for this and I'm not just like a cute little coach with a couple clients. Like I am a business owner. That's like, I've come far on that, but that's still something I feel like I'm always bumping up against.

Ep #294: What It Really Means to Have It All with Binie Klein

Lindsay Dotzlaf: Yeah. That's such a good example because I also think, especially watching you because you have this like magic that's very specific. And like when you outsource your genius, and not just outsource like get support or ask for help or whatever, but outsource like, do I know what I'm doing? Let me go find a different answer, then it's like your magic kind of fades too. Not just for you, but for anyone listening, it's like whatever that special thing is that you bring to a situation, kind of like fades or dampens a bit when you're like, I don't know what I'm doing.

So I need to go just find an expert who does and just do whatever they say. Which can be great when it's support, but bad when it's like fully outsourced your expertise and your magic and like all the things that make you special. So, yeah, thank you for sharing that. Okay. If someone's listening and they're like, should I join Reimagine? What would you tell them? What would be your just quick like we've already kind of talked a lot about it just through you telling stories of like what I've supported you with, but is there anything else you would love to add to that?

Binie Klein: I would say firstly, like Lindsay is an unbelievable coach. So if you're looking to be supported by a coach who like has that unique balance of really like validating you, slowing you down, giving you almost like that hug and that support that for a lot of us, we're in our own businesses. So like we don't have that person. So you're that person when we're like working on our own.

But then also like pushing us and like giving us that clarity to like, what do you really want? What have you tried? Have you really tried everything like to grow into that next step? Like that beautiful balance you have, also your voice is so calming. So it's like, I don't know, like it just you're going to feel calm and you're going to feel clear on what you want. And like I feel like you always bring us back to like what is this business that you really want? So if you really want a business that feels like home and you want a business that feels great to you and that you're growing in and you know what your next steps are, then this is the space for it.

Ep #294: What It Really Means to Have It All with Binie Klein

There's also like people in many different phases of business so you're going to find somebody to connect with or that you resonate with. And also something that I love about you that I just thought about right now is that you're very approachable. And I feel like some coaches that you work with, it's like, and this is the call and like you can't reach me here. Like you are so like, and I'll stay on extra. And like even if you're not and you we don't like I feel like everyone's respectful, but like you just feel so like, I really felt like I had you in my back pocket and if I wanted to post an email for you to look at, you weren't very like boundaried and like an uptight way. Like you just felt so like, if you join this room, like you will be supported with whatever you need and you're very, very genuine. I appreciate that.

Lindsay Dotzlaf: Thank you so much. That's so kind. Thank you. I have loved having you in the room. You're very fun and fun to coach because you're like, here are the 20 things I want to do today, help me decide which one. And like let's make a plan. And which is fun. So, I'm sure that people are listening are like, this is amazing. I need to see what Binie's up to. Where can they find you? Tell them everything.

Binie Klein: Okay. So my name is funny, Binie, Binie Klein, but if you see it, the way that my name is spelled on the episode, you'll find me on Instagram @BinieKlein. You can go to my website, BinieKlein.com. You can find my podcast which is Have It All with Binie Klein. And if you're interested in *The Playbook* that we discussed, if you go on BinieKlein.com, you will find *The Playbook* that you can purchase.

And there's also a link on my website for a discovery call if you're like, oh, I feel like I need that type of support, you can book a call there and we can chat. And if you find me on Instagram, I share a lot of tips and fun stuff there. So you can follow me, connect, message me and say hello because I always love connecting with fellow coaches and entrepreneurs. So I think those are all the places.

Lindsay Dotzlaf: And everyone should go.

Ep #294: What It Really Means to Have It All with Binie Klein

Binie Klein: And LinkedIn, by the way, if you're on LinkedIn, I'm also on LinkedIn. Sorry. I have them all.

Lindsay Dotzlaf: Oh, and LinkedIn. No big deal. I love it. I, everyone should follow you on Instagram for sure. You have a great Instagram. You are on there all the time and your content is very useful. You're just always giving like great tips and all the things. So thank you so much for doing this. This has been really fun and who knows? Maybe I'll maybe I'll be on your podcast someday. That'll be fun.

Binie Klein: Totally. So fun. So fun. Thank you so much for everything and thank you for having me.

Thanks for listening to this episode of *Mastering Coaching Skills*. If you want to learn more about my work, come visit me at lindsaydotzlafcoaching.com. That's Lindsay with an A, D-O-T-Z-L-A-F.com. See you next week.