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Jaime: Welcome to Eventual Millionaire. I am Jaime Masters, and I'm so excited to have Richard Beaumont on the show. I actually had a reading with them. He runs HumanDesign.info. He also ran a magazine called kindred spirit. I got it gifted to me for Christmas, and I am so excited that he said yes to come on the show.

Thanks so much for coming on the show today.

Richard: My pleasure. My absolute pleasure.

Jaime: I love how I always turn everything around. Wait. Come on my show. Tell my people my stuff. So, what I want to do is to break it down a little bit and talk about the beginning, because you're in the UK. You started a magazine, a spirituality kind of magazine, back in the day when we had not Internet and all sorts of stuff.

So, how did you start that and even get into it to begin with and grow it?

Richard: Well, I started with the passion to do it, the knowledge to be able to select the right articles, or articles that I found interesting, useful, practical, articles the substance. I learned through about 10 years of personal development with myself before that.

So, I had the knowledge, but it didn't have any experience of earning a magazine. I didn't even have – my partner owed 1,000 pounds, and I had a thousand pounds, so between us, we had nothing. But we had this burning desire to bring something out that would bring together the holistic sciences, so healthcare and personal development and new science and the green development, the new technology, that kind of thing.

So, it was – I started by how the hell are we gonna get it out? And that was like okay, let's see, who do we know who has a mailing list with people that may be interested? And so, I'd help them with their magazine a few months before and I said well, let's mail to these people.

So, we mailed to about 10,000.

Jaime: Really. That's a lot for the first.

Richard: Yeah. I know. It filled the entire corridor. I mean the house I was living in. It was full of magazines. And you know, I even forgot about, you know, how much that would all cost to send out, and in

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the end, because the post office hadn't done their job, I got it sent out for free.

I was just, you know – when you're really going for it, **existence** comes and it goes, okay, don't worry about that. We'll solve that for you.

Jaime: That's insane though. Because shipping out 10,000, it would've been ridiculously expensive. Did you have ads in it, or were you monetizing it anyway or –

Richard: Yeah

Jaime: – it was just shipping?

Richard: Yes.

Jaime: Okay.

Richard: Yeah.

Jaime: Wow.

Richard: The way to make it work – there were five ways. I think if you're gonna run a business, you need at least five different income streams. So, we had advertising. We had a mail-order section. We had a subscription. We had personal shops that I basically rang. I got about 750 shops to store it on a sale-or-return basis. And then, I had the news trade.

So, altogether, it kept us going until we broke even and the rest is history.

Jaime: How – okay. So, there are so many things – and I know this is a long time ago and it's so interesting, because times have changed with social media –

Richard: Yes.

Jaime: – and you can't really do this anymore back in the day, but what I find so interesting is how you just had the gumption to just go out and do it, and finding 750 shops? How did you get those shops? Did you go shop to shop?

Richard: I went onto Google – well, I can't remember exactly, but basically

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I got the Yellow Pages, and I looked at what kind of shops would do it. And health food stores would do it. And new age book shops would do it. And there were different people doing different essences, different clinics, different alternative centers.

So, I basically rang them, and I said look there's nothing – you're not gonna lose anything. I'll pay to get it to you, or it'll be delivered to you. All you do is put it on a little shelf. We'll even give you a stand, a free stand to put them in.

So, it was a kind of a no-lose situation from their point of view.

Jaime: But that's – I call it pounding the pavement. That is you making phone calls one at a time. And I know in this day and age, we're a little bit –

Richard: Yeah. I know.

Jaime: We don't have the patience, right? Like making that – how long did it take you before you were in 750, before it really started taking off and you had a name for yourself?

Richard: Mm. Because of the quality, the one thing I did was to make sure the magazine was of a higher quality than anything else around. So, I used really good paper. I used full-color printing, which wasn't that usual back then, I used high-profile interviews, and interesting stuff.

So, it was – the level was pitched at a quality product, so people were looking forward to it. It would be like oh, I wonder what's in this, you know. What mysteries are we going to find this time, you know? It was exciting for them and for me.

Jaime: Right? You get to have the fun doing it too. So, being able to –

Richard: Yeah.

Jaime: – to know that that was a unique selling proposition, did you know going in that it was going to be successful or – do you know what I mean? Like if you go in not knowing and then go hey we're just going to make a better – everybody goes out to make a better quality one, but usually it doesn't hit the same way that it sounds like yours did.

Richard: It was about – the first thing I did was to draw some Venn

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diagrams. Which people – what kind of groups were we going for? And then, where the overlapped, so that I had different places to send different emails to actually break down my customer, and because it was a fusion of lots of different methodologies and lifestyles, but really everything, the link was holistic. What was holistic? And what was about living in a more natural way? That was really a key. Natural but intelligent, you know?

Jaime: Definitely. Which is where we're at now I feel like, right? So – but back – back then, it was –

Richard: That **substrate**.

Jaime: Yeah. We've been trending this way. Have you seen the trends change over this many years? Because it's been many, many – how many years ago did you start this?

Richard: In 1987. So, yeah. A long time ago.

Jaime: I was five. So, that's lovely.

Richard: Yes. I mean – okay. What was alternative is now more mainstream, but there is a dummy down that's happened, and there's been assumptions based on ignorance basically.

So, there's a lot of people that are involved in things that are – I guess they might take them to the next step, but they're still trapped in a – there is a spiritual woo woo area where people get caught and they're trying to get miracles to happen without doing the hard work or without actually getting involved in their life, and there's this idea that the truth is something that is going to fit everybody. And this is where it falls down. There's a kind of a homogenized wisdom that doesn't fit with every single person.

So, you've gotta – where I am now with Human Design is everyone is unique. And if we bring them to their uniqueness, that is what lights them up. So, it's not just – you know, for example, some people can meditate and other people, no. And yet we're told that meditation is good for everyone. Well, it's not for some. You just can't do it.

Some people have a mind that can be going all the time. They sit in a meditative position, and this homogenized way of how to sit, it's like come on. Where did this come from? And I know it came from, I know the background. I'm going this is just silly. So, it's

more discernment and there're some great people out there too.

Jaime: So, I love this, because I call it "popcorn content," right? The five steps that everybody needs, right? Which is great when you're just – you know, want something that tastes good, really quick, just for short period of time, but then when you're actually looking to dive deeper, how do people stand out in regards. Especially for you going down the Human Design path and knowing so much about how unique – they call it the operating system for the human, and I am obsessed with assessments in general, but how can we do – how can we build a tribe when everybody's unique, and we're trying to like niche and give them the right advice?

Richard: The tribe is an authenticity. The tribe is to understand that each one has their own inner strategy and authority, and the fact if they're involved in their experiment, they become part of the tribe, you know?

In Human Design, there are four different types of human being just as there are four blood types. They can all come together for a party, you know? They can all come together for a talk on the latest discoveries in human design. It's a kind of an addictive knowledge once you get into it, because you want to know more, and that kind of ties people together.

Jaime: That's really interesting. And it's funny, because I went online, again assessment junkie. There is not all that much about human design, and it kind of looks like this. I kinda show my little chart thing. It's kind of crazy and looks not so for people. But when you're going out and going okay, now I – because you do consultations, and that's how I met you. How do people even find you now?

Because it was my boyfriend that gave me a thing, and I was like I don't even know how he found the online, right? And it's totally different than the magazine well, but it sounds like you're a big name for yourself already.

Richard: I'm one of the original people. I was close to the founder, and so I learned directly from him, and I've just been around a lot. People come to me if they want to know someone who can go deeply into whatever their problem is or whatever the issue is or to see what they're really about like I did with you. Not everyone can do that. You've got to integrate the knowledge over a number of years.

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So, by reputation. But practically speaking, I've also got a lot of YouTube videos out there. There'll be a lot more. The site is being redone to make it even more mobile friendly, and I'll be adding various freebies, ongoing videos. So, yeah. I'm old-fashioned and the fact that I make a good business by not doing so much on social media, but I'm about to.

So, I succeed because of my reputation basically and my passion and that I'm accurate.

Jaime: Right. I'm really good at what I do. That also really helped. But I guess that was sort of the point. I had heard your name quite a bit. Everyone is like, "He's the guy." I'm like well, "I want the guy. I want the main tough guy," right? But how did you build up that reputation?

Did you go in going I want to be a thought leader in? This space when you started with the magazine and everything? Was it more about you or was it just about trying to create the tribe?

Richard: In the magazine?

Jaime: Well, in your life, right? As you're moving forward. The reputation side.

Richard: I have a built-in integrity and responsibility. So, whoever I'm dealing with, I want to provide a good service. And it has to be interesting for me. So, in the magazine, if I was going to find an article that was interesting to me, I mean well, there're so many things. There're so many things that people don't often think about.

And if present something – for example, interspecies communication within sex was something that really astounded me. You know, what? Really? You're joking. Really? You can prove it? Or whatever it might be. And yeah. I remember making a call to Italy. I'd heard a rumor. And I said I understand that you guys claim to be able to time travel. Is that right? And one on the other end says, "Yes. That's right." Okay. Are we talking about physical time travel? And she goes, "Yes. We are." And I go I'm going to be on the next plane. I want to know about this. You know, I mean like I never knew where it was gonna come from.

I'm still checking it out thoroughly. I'm an investigator making sure that my facts were really checked out. It just gets a reputation. People like to read something or they – if the information is good,

they want to know more.

Jaime: So, I was going to call you an investigator too. That's exactly what it sounds like. Where is the line of balance though of going down the path of finding the information or the quality or the learning side, and then the business side? Right?

Because you're like – I also – I want to be the best, but I also need time to be able to make money and serve my people and the rest of the business side. How do you balance that?

Richard: Well, it's about priorities. Right now, I'm moving – I've been to a lot of life training all over the world, and there's coming a point now where I want to just put the knowledge into teaching films so people can just download them and watch them in their own time, and then we have a question and answer session in Zoom. So, that's where I'm going.

And so, I'm creating that at the same time I'm working on social media at the same time I'm working on the new website at the same time of investigating something which I'm curious about. So, it's how I use my time, and the time is depending on what the urgency is. The website has to be worked on, because the web designer needs it done within the next two months. So, that's a priority.

But my students are waiting for the film, so I have to find time for that as well, and I wait until I'm in the mood until I respond to doing either the filming or the website or the research. I follow my energy, and that way I get a lot done.

Jaime: That's what I want to talk about then too. Because it's – there's this hustle mentality and grind of how, you know, business owners are supposed to do this, and yet you're kind of the exact opposite in that where you're like I want to feel like I want to do it, which don't get me wrong, I would like to do also, and yet, and yet, sometimes deadlines and preconceived things that I've already said yes to, all this stuff happens.

So, how do you mitigate that? Like if the website needs to get done, but you don't feel like doing it, what do you do? How do you do that?

Richard: I might not feel like working on the text, but maybe I'll be feeling like working on the images. And so, if my thoughts are not coming

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together in a way that I can feel satisfied with, then I'll work on images. And there are a lot of images to be done. Or I'll be listening to – there are lots of different sides to the new website.

So, basically if I'm – for example, if I'm not in the mood for doing my accounts, I won't do them until I am. And there comes a point where it's actually very satisfying when you're in the mood. So, I use my energy that's available in the moment for whatever the choice is for me to respond to. And if there's nothing, then I just might go and sit down and read a nice book for a while. And an hour and a half later, I'm not ready to do work.

Jaime: Okay. So, is there a point in time though you do actually feel like doing accounting stuff? Because with business owners –

Richard: Yeah.

Jaime: – yes, there's a lot of stuff that we have to do and a lot of stuff that is not in our strengths, and we're like oh, avoid, avoid, avoid, but there are – but how do you notice that hey, I feel like working on accounts and stuff right now? That feels good. How do you notice that stuff?

Richard: There's this part of me that actually – there's a logical part of me that enjoys knowing what's going on with the figures, and I think that's important in any business to know exactly where the money is coming from and what is going on, where it's coming from.

So, that's kind of – I'm already motivated to find out, and I do quarterly accounts anyway for commissions and things that I put out. So, it has to come up every quarter anyway, and within two weeks of the – I'm allowed a month to sort it out, so within that month, there's going to be a day I'm looking forward to getting out of the way and finding out what happened. I do it when I enjoy it. And I do enjoy sometimes.

Jaime: It's really impressive to see how much you know about yourself, especially when you learn about tapping into flow and how flow is important, but it seems so individualistic like you were saying before. It sounds like you really know yourself really well.

How would you tell people to learn more about themselves and how to do that? Because a lot of us are shutdown from the body or – you know what I mean? So, that way we can't actually tell what we're feeling at the time. So, what steps or tips do you have for

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people?

Richard: Well, basically I don't know how the hell people get their life without knowing what their design is. I've been in this for 20 years now, and yeah. I used to waste a lot of energy chasing things that were not me. It's so valuable. It's so valuable, and you can see if it's not in the report, it will be in a reading. If someone asks me specifically what am I good at or, you know, then I can go well, this part, you're never gonna like, so you better send that to someone else. Don't try and do that, because you're not going to be good at it anyway.

So, it's a science. It's factual. It can be verified in the person's experience, as you found out.

Jaime: Well, yeah.

Richard: So, the relief when someone says okay well, that's not for you, you'll have to delegate that, and it's just like, oh thank god, you know?

Jaime: Seriously.

Richard: But what you are good at would be this, and let's see how that can be developed.

Jaime: And that's what was so – so, I printed it. The report thing that I have that you have created is ridiculously massive. People that are not looking at video right now, I have a three-ring binder that is completely full of the report that I bought from him.

And so, what's interesting though to me is it resonates. Right? It resonates with me, but I know that we've got a lot of people that are listening are like well, it could be whatever, right? Because some assessments are hit or miss.

When you go through this, can you give me some examples of people actually running by their human design and how it's really affected them and changed them as a human and how they work?

Richard: It's transformational. I did a reading with your friend the other day, and she said this is being – you know, she said, "I will never forget this. This has been a life changer." Someone got a reading with me given as a gift last week, and they said this is the best gift I've ever been given. I mean to hear accurate knowledge that you recognize

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about yourself, it's not a resistance, is like a, oh thank god. You know, someone can actually see who I am. It's like a relief

And from that relief comes the empowerment of, "I want to live who I am. I really want to try the experiment." And there's an experiment for everyone; unique experiment for everyone to test.

Jaime:                    Hmm.

Richard:                You know, that sound, for example, that you just made. You know, it's part of your response mechanism.

Jaime:                    I'm learning so much about that. So, one of the things that I never realized about myself, and this is what the human design thing taught me, if you ask me something, I can answer anything. And I have a very high-profile friend in the Influencer, where she – if you put her on the spot, she hates it. Where I'm like, no, no. I don't want to preplan anything. That sucks. Don't make me write anything in advance. I just want to go with the flow and be asked and prompted.

Richard:                Yes.

Jaime:                    And that's apparently part of my human design, which I just thought I was avoiding doing the work in advance instead. So, with the new Laser Coaching show that we have coming out, it's like oh, just pop me in front of someone, and I'll just do my magic. Whereas, I had no idea that that would be okay, because I thought I was just bad at the other stuff. Do you know what I mean?

Richard:                Yeah. Yeah. Well, this is the wonderful thing. People start living their strengths and yeah. You're here to live the life that you're designed to live.

If you don't know who you are, how the hell you gonna find it. You're going to chase what you think you want, and you're going to meet a lot of resistance, and you're going to be pushing, you know – people going I want the money. I want the money. You know? I can get the money by doing this, because this is what people want. And I'm going to fit myself into there, because I want the money.

It doesn't work like that. Money comes as a result of being true to yourself and being in service providing something people want but also suits you and that you want to do more of it, otherwise what

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have you work at is just going to be a helluva drag.

Jaime: So, that was my whole thing on the popcorn-type content where everyone's like oh find your passion or blah, blah, blah. And everybody just assumes that it's something that you're interested in at the time, but that to is waning. Right? People will start this business on how to make knitting software, right? And you're like okay well, that's great for a short period of time, and then I get burnt out or whatever those pieces are.

So, what you're saying is when you live in your strengths, which is what I believe. I've interviewed many, many millionaires, and they say live in your strengths. The problem is, is well, like what are those strengths and trying to figure that out is kind of a pain in the butt.

Richard: Well, that's why getting an instant report of 120 odd pages or 130 pages is something that's instantly given to you. That's like a gift.

Jaime: Yeah.

Richard: It's something that's true and verifiable and instant. Living it, that's the experiment.

Jaime: Totally different. Yes.

Richard: Totally different.

Jaime: It's one thing to have knowledge. It's another thing to be wise enough to use it consistently.

Richard: And you know, knowledge is – people think about knowledge – I mean human design isn't geography. It's like a living knowledge. So, once you get into it, once you see what's going on, you can hear the way that you speak your truth. And it's something that's unique. You can recognize it in everything that you do.

For example, you're here to be in alignment with your own inner journey too in life. If you did a business just for the money, it wouldn't work. It's got to be you as well, because there is this inner directedness in you, and of course, you're not someone who will stand for having any authority over you in terms of business. You're a one-woman show. I mean so, if someone came to you and said, you know, I'm unhappy with my job, and they had this aspect that you have in you, I'd go well, it's not gonna work. You're

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unemployable, you know.

Jaime: Which I adore, but I didn't like it when I was employed. That sucked.

Richard: Sure. No. But you can see it in the chart. That's something that's very clear to someone who can read it that it's what will work and what won't work.

Jaime: Well, I wish I knew that when I was 10 or 20 and how to – like I was telling you that I'm going to get the kids' readings too, because I'm like I want to prepare them for what their strengths are at an early age now so that way they don't get a job that they absolutely hate and then have to leave the job when they're 25 too, like me. Right?

Richard: Exactly. I mean we've tried to get the knowledge to the children through the parents obviously, but I tell you, if we can – if parents bring their children up as the children are designed, they are more intelligent, they're happier, they are more grounded in everything that they do.

They're quite – they have the self-sufficiency that a lot of kids don't have, because they know who they are, and it's kind of easy for them. You know, they haven't been as conditioned as adults. So, that's the endgame is to help the next generation too.

Jaime: Well, then I'm just thinking when they turn teenagers, I need to really figure out how to handle them.

Richard: Yeah.

Jaime: I got a spunky one that I have to worry about. And not only that, but in business too in trying to figure out – now, they're doing business, and to see them struggle and not struggle and where things are going, I feel like I might be able to facilitate, because one of the most difficult things in any personal development, for me anyway, is sticking to the remembrance that, "Hey, I'm supposed to be – I'm wired this way." Or, "I'm like this." And to keep reminding myself over and over. And as a mom, if I can do that for my kids, I mean I wish I had that.

Do you have any suggestions on trying to get that? Especially for – one of my strategies is to wait and then respond. So, I have to wait for that input like we were saying before, and then I can know

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what I want to do.

How do I specifically – or somebody that knows what the human design is, how do they keep remembering that? Because I keep forgetting.

Richard: Because it works. If you respond just once and it's correct, you'll see where that takes you. And if you don't respond and you find yourself in a pickle, and you go, "Yeah, I didn't respond, I just thought it." You know, you go back to the moment of the decision and you get to more and more want to make that decision correctly in the next time.

And every time you make a correct decision, you get more and more onto your trajectory, and things begin to move smoother.

Jaime: Hmm. Instead of fighting, like I'm usually really good at. Okay.

Richard: Yeah.

Jaime: The fact that it can be easier is a wonderful – a wonderful **sign**.

Richard: You're not designed to be in a stressful life. You know, you have an open root system. So, easy is best.

Jaime: I completely agree with you.

Richard: And bringing in money, you know, you have the money channel. So, it's just – you're in the right business.

Jaime: So, what do people do – and they can get a free report too, by the way, not the crazy advanced one, but for your report on your site, HumanDesign.info, but when they look at that and they don't have the money channel, should they be like worried? You know what I mean? Like how –

Richard: No. No.

Jaime: Everybody's on their own thing now, and some people don't have the money channel. I'm so thankful I do.

Jaime: Yeah. To have the full money channel is not common, but everyone – there are material aspects. Human Design is a synthesis of modern genetics and ancient wisdom, especially the I Ching, is a direct correlation between the ancient Chinese I Ching and the

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[inaudible] [00:26:36] genetics. There've been books written about it before Human Design was even in existence. It's only been around about 30 years.

So, we know that that works. And the attributes – all possible human experiences are codified in the I Ching. With Human Design, it's made personal. It's actually put into the blueprint. So, it's clear. And the raw material aspects, third lines, for example, you can make money wherever you have a third line.

You know, the frame of the type itself will also – I'll be doing a – I'll create a money report to make it easy. Give me another year, and I'll manage to get around to that one.

Jaime: Only when you feel like it, I'm sure.

Richard: When I feel like it. There're other things I want to do. I want to bring out some wonderful stuff, and I'm enjoying working with that.

Jaime: Well, I love how much you're able to fine tune it and allow it to – because like we were saying before, everything seems very generic online. And so, diving in the depths of knowing who you are and running from that, it's your mission. I love that it's a mission for you and to share that in a way that people can resonate with too is an amazing gift. You must love what you do.

Richard: I do, because I know people can get lost. The white areas in the chart are where – genetically, we're drawn to difference. So, two people come together and they're very different, but there's this attraction because of the difference. And if they have a child from coming together, the child is the result of the difference. The genes are happy. The life of the parents may suck, because they are so different, but the genes don't care about that.

So, in our own personal lives, we're drawn to what is not fixed in us and again and again, we keep going almost following that propensity and it never works.

So, that's something that can be told to people, and they will recognize it, and they can – yeah. It's about an experiment. It's not about – once you understand the framework experiment, which is all in the report, you try the experiment and you get to really see. I mean you and I both manifesting generators. There are the other three types. They don't respond. They're silent. You'll see them

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eating, and they don't make any sound. You know, we're going yum, yum, this is good. You know, we'll be making noises, because it's the way we're made. And we can hear it. But a projector, no. So, it's other things.

Some of them through physical sensations that they get their inner authority. Some are emotional. And the depth and the quality over time is what really matters for them. It's just knowing if you keep things. Very simple. A few key things and working with it or watching it and the life – you naturally want to go in that direction, because it works.

Jaime: How does somebody that's a content creator like me – I know on – when I'm working with one-on-one clients, I can run their human design. I can figure out more pieces. I can intuitively know about that, but when I am creating content for technically the masses, I can't get individualistic. I'm not teaching Human Design, so I can't tell them exactly what to do.

How would you – what advice would you give me to try to curate that experience, because you're right. If I tell people to mediate, because I love meditating, and it's hit or miss, how do I try to do better at that?

Richard: Well, for you particularly, you're here on the – the right angle crosses the Sphinx. So, you're here to actually offer up different directions to people. You know, you could do this, you could do that, you could do this, you know, without saying do that and do this. It's like this is an option, this is an option, this is an option. So, you're actually for you personally, you're not limited by what options to bring out. They're just going to be exciting for you. And you've got to know that yeah, it's a good thing.

Jaime: See. Okay.

Richard: By looking into it.

Jaime: I appreciate that. Because I do – I don't – I don't think there's one way. I work with too many different types of people.

Richard: Yeah.

Jaime: **Neotropics** are different based on people. Meditation is different.

Richard: Yes.

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- Jaime: Everything is different.
- Richard: Yes. Yes.
- Jaime: And that's what's so annoying about being a content creator. I'm like I don't know what's going to work for everyone, right?
- Richard: Well, generally speaking, there is a homogenized view on the world and what life's about. So, generally speaking, people want to be in a loving relationship, they want to have enough money, they want to be successful, they want to be acknowledged, they want to be appreciated.
- There are these things, but let them be appreciated for who they are. I can get away from the uniqueness –
- Jaime: Yeah.
- Richard: – because we all have our own life. But generally speaking, people go yeah, I want to improve my relationship. I want to make more money. But really people just want to have a – they just want to live their own life. Money comes as a consequence of that.
- Jaime: It is funny that I'm noticing myself going "Hmm" so much more. And at the beginning when I first started interviewing people, people got annoyed with me. And I thought it was just like a normal thing that most people do. And you're like no, it's just you guys.
- Richard: Yeah.
- Jaime: So, it's just an automatic response that I can't even shut off, which is really kind of annoying. We actually cut out most of them, because I do so many of them, and my editor has to cut them out. Right?
- Richard: Right.
- Jaime: Because it's just the way that I interact with people, and it's funny that you highlighted it. Now, I can't stop thinking about it.
- Richard: But when it speaks for you, and in the sound you find exactly what it means. I mean it's you. It's your power; your energy speaking to you.
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- Jaime: I love this. Okay.
- Richard: It's a wonderful thing. All I can tell – it's like we've been given information at the last – we're coming to a change very soon. Whole global cycle. Big change is coming. And this information is here for humanity at this time. It's never really been available before. We've had bits and pieces of what's true and what's verifiable and how it ties into reality, but to actually know how it works and to be able to access it, this is new.
- Jaime: Exciting time that we live in. Good thing we have the Internet now, so I can meet you randomly.
- Richard: Yeah.
- Jaime: From across the world, right? I know we have to start wrapping up. I'm going to ask you the last question I always ask. Besides getting the report, they can get the free one on your site anyway, and then the advanced one is extra, but besides that and knowing what their human design is, what is one action listeners can take this week to help move them forward towards their goal of a million?
- Richard: See where they're being distracted. Notice where you're being distracted. You know, where you spend your time. Notice how you get in your own way, and just notice it, you know. Do a quick review of the day. You got so far, and then you backed away, and then you did it again, and again, and again.
- People self sabotage because, I think to be a millionaire, you've got to have enough self value to be able to allow that to come to you. People say they want it, but do they really think they're worth it? A lot of them don't, and then, they meet this barrier, and it comes up in lots of different places.
- And to know your self value, you've got to know what it is that you can bring out happily. Not fitting yourself into something just for money. What you love. What really works for you. That's what I would say. Watch where you get distracted, and a step at a time is a step closer.
- Jaime: So good. So appreciate that. And annoying. It's like ouch. Oh I'm know I'm getting – yes. We bump up against those so often, and we sort of push it to the side, because yeah, but I got other things. That's – right? And it's stopping us from our true potential and
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what we have.

Thank you so much for coming on, Richard.

Richard: My pleasure.

Jaime: And we can find you at HumanDesign.info, and that's where we can get that free chart, right?

Richard: It's the free chart can come – the free report is going to be up on the new website that's not up yet. They can get the advanced report or a simpler one as well as watching lots of free videos, and there are all kinds of things coming, but yeah. To get a taste of – you can find out who you are with a time, date, and place of birth, bang, up it comes.

It's like you have, you know? Out comes the chart, and you go okay. And then you can find out what that is about too. So –

Jaime: Right. Because then you're like wait, I have no idea what any of this means. Awesome.

Richard: Well, I'm changing all that so it's going to be –

Jaime: Yes.

Richard: – they will have – it'll come out very quickly.

Jaime: Yes. And then you'll be crazy like me and have a big old three-ring binder. I have it in a PDF form too, but you know, I'm tactile kind of person. So, [inaudible] [00:35:53] –

Richard: Yeah. I love it.

Jaime: – I want it printed out.

Richard: I love it. I love it.

Jaime: Thank you so much.

Richard: Thank you for –

Jaime: I so appreciate you coming up.

Richard: My pleasure. And thank you for having me on the show. Thank

you for all the work that you're doing. It's great. It's really.

Jaime: Aw. Have an amazing day. Thanks.

Richard: Thank you.

**[End of Audio]**

**Duration: 36 minutes**