

AJR - Francesca Zampaglione Transcript

0:00:01 - Intro

Julie Ryan, noted psychic and medical intuitive, is ready to answer your personal questions, even those you never knew you could ask. For more than 25 years, as she developed and refined her intuitive skills, Julie used her knowledge as a successful inventor and businesswoman to help others. Now she wants to help you to grow, heal and get the answers you've been longing to hear. Do you have a question for someone who's transitioned? Do you have a medical issue? What about your pet's health or behavior? Perhaps you have a loved one who's close to death and you'd like to know what's happening? Are you on the path to fulfill your life's purpose, no matter where you are in the world? Take a journey to the other side and ask Julie Ryan.

0:00:44 - Julie

Hi everybody, Welcome to the Ask Julie Ryan show. It's where we've led spirituality and practicality to help you live a life of purpose and joy. I'm delighted to welcome Francesca Zampaglione to the show today. Fran is a CPA turned stylist who was led to combine spirituality and her business savvy to help women connect the direct line between image, confidence and creating a wonderful life with intention, and she's a graduate of my angelic attendant training. I'm eager to hear her suggestions and know they're going to benefit all of us. Remember to subscribe, leave a comment and share with your family and friends. Frannie, welcome, welcome, I'm so excited you're here. Oh, me too, Julie, how are you? I'm wonderful, thanks. As I mentioned when I was doing the intro everybody, she's a graduate of my Angelic Contendant training class, so I just adore you. I know you well and that's part of the reason why I wanted to have you on was so that I could learn more about what you're doing, and also I know the things that you're going to share are going to help everybody that listens and watches, so welcome welcome.

0:02:02 - Francesca

Welcome. Thank you, Julie. It's such an honor to be here. I am so flattered with your prestigious lineup of guests. I told you earlier, just a few moments ago, I listened to all of your episodes and it's truly an honor to be here. I'm so flattered. Thank you so much for inviting me here.

0:02:19 - Julie

Oh, you're welcome. I got questions for you, girl. I got pages of questions pages of questions Uh-oh. Let's just go ahead and get started. You teach people how to blend spirituality with confidence to help them live better lives. Why is the spiritual component part of your formula?

0:02:41 - Francesca

Hmm, Because it's always been a part of me and we all have intuition, Julie, and this is what I have learned through your program. Right, we're all born with this gift and it's just a matter of using it to help instill what we have. Um, so it gives it gives me confidence to help others with their confidence, and it's just always been there. I didn't see things growing up like you. You've mentioned that on your show. You're like. I didn't grow up. I learned how to do this, but there's always that tuning in, like oh, something's going on. And one particular instance that I want to share when my intuition, when I realized that my intuition was stronger than I believed it to be was believe it or not on 9-11.

I was in New York that day and I'll never forget it who can forget 9-11? And I remember being there and the first tower got hit and I was there for a business meeting and they said, oh, you're here on an interesting day. One of the world towers was just hit. I said, oh, okay, they're like well, the meeting won't start for the next 15 minutes. And then the next tower was hit. All that I knew, Julie. As soon as I saw that, I said I need to get out of here. I don't know what's

going on, but I need to get out and I left and thankfully I got the one and only train out of New York that day and it went to exactly the train station where I was parked in Trenton, New Jersey. And you just start realizing that things happen and when you start paying attention, like this is how we live. So if I can help others pay attention and make them more aware so they can feel better and live a life of joy, that's what I love to do.

0:04:37 - Julie

Well, and I know you're really good at it as well, thank you. So I want to do a deep dive on that and I know we'll get lots of golden nuggets from what you have to teach us. Tell us about your spiritual journey. Do you come from a spiritual or religious family?

0:04:57 - Francesca

My mother was very religious. So I went to Catholic school and, yeah, we were very religious. I'm more spiritual now, right, knowing there's a God. I believe in God, obviously right, but we weren't super religious. Just, my mother went to church and she prayed the rosary every day, all day. And in fact, when I had my appointment with you, you're like, did your mother pray the rosary? She's praying the rosary every day, all day. And in fact, when I had my appointment with you, you're like did your mother pray the rosary? She's praying the rosary right now. I said, oh, she was in the rosary club, so it wasn't a long line. But I will say so.

My grandmother, who I'm named after, my maternal grandmother she had an intuitive ability. Now she, she, they moved back to Italy when I was too little, so I haven't had, I didn't have the opportunity to ask her, but I believe she was very spiritual and very connected because she was the town doctor and what I want to share is that she wasn't educated. My grandmother, Frances, did not go to college or anything. It was just something that she knew. If somebody was ill, if somebody was having a baby, they called on my grandmother. So I believe I inherited that, if I were to take a guess. But we really didn't talk about spirituality in the big woo-woo sense, but we knew and believed that we had a strong sense of God, don't you?

0:06:29 - Julie

think that most cultures have that. You look at the indigenous cultures, you look at the Italians and the Greeks and the Celts and whoever else, the Eskimos, all of them, and certainly all of the Asian countries as well, and the Aboriginal people in Australia and New Zealand. They all had healers, they all had people that knew how to do this. My husband's grandmother was half Cherokee and the stories are endless about granny. Would go out into the woods and she would pick all these plants and then she'd come in and she'd make kind of like a broth out of them and she would have the grandkids drink it. And they said sometimes it tasted terrible and they hated it, not only because it tasted awful but because it cured them overnight and they had to go to school the next day. They were looking forward to being able to stay home, but Granny's magic potions were able to do that and this woman couldn't read or write, Fran, she was illiterate, that's it.

That was my grandmother, but she knew what the herbs were. It had been passed down to her through multiple generations. Don't you think that most cultures and most societies had that since the beginning of time?

0:07:57 - Francesca

I do, and isn't it a shame that we forgot about it, that it hasn't been passed down? I would love to know all those formulas because my grandmother was that person. You know, if we skinned our knee, she would put together some interesting concoction and by the next day it was like healed and I can't tell you to this day what was in that. But, um, you know, if we sprained our ankle or our wrist, she would like pull it in such a way. She knew how to manipulate our muscles and, to your point, she wasn't educated. She, I don't think she could read or write. I don't remember she could knit very well. She knitted us blankets. But yeah, I do believe it was

it's way back then, and it's so sad to think that we don't practice that anymore it wasn't even that long ago.

0:09:06 - Julie

Some of it's more recent than that, and so I think there's always application. Certainly there's application for Western medicine and Eastern medicine as we know it, and there's obviously application for energy medicine as well. But I think there's way more to the story than just here go to the drugstore and pick up this drug and take it. It's not curing what's going on. And that's why I believe the energy medicine is so helpful, because a lot of the time and you know this we can reverse, engineer the symptoms and figure out okay, what's the cause, instead of let's just treat the symptoms, let's tamp them down, let's fix what's going on so that we don't have any symptoms. Would you agree with that?

0:09:48 - Francesca

Oh, a hundred percent, and that's my approach to wellness. Right, I don't believe in the bandaaid approach. You know what's going on with my stomach. You know I had stomach issues for years. Right, yes, there was an energetic part, but there was also a leaky gut part. Right, there was. You know, it's this stuff that I learned from you and listening to other people who we support. Yeah, I don't like to take that Band-Aid pill approach, like what is causing it? What is causing stress? There's good stress and there's bad stress, right, scientifically we know this. But you know, do we have too much of the bad stress and why don't we put limits on it? And that really impacts our health and our wellness for sure I agree.

0:10:34 - Julie

Tell us about your journey from going from the world of finance as a CPA into becoming what you call a stylist. I think you're way more than a stylist. I think that when I think of a stylist, I think of somebody that's dressing movie stars in the latest fashions, and I know you incorporate the whole person the body, mind, soul and the fashion. So give us a little bit of an overview of what caused you as a CPA. What was the catalyst? Or was there one to go into something totally different?

0:11:16 - Francesca

Yeah, I love to share this story. Thank you for asking this question. So, growing up, you know, my parents immigrated here in 1960 with the clothes on their backs and image was very important, like appearing neat and clean. And you know they didn't have a lot but what they had was really good and my father was a Mason an incredible Mason built beautiful fireplaces and stonework and he had his accountant, Julie.

When I was 10 years old show me, I don't, it was, it's somewhere between nine or 10. Show me how to do the payroll. I wrote my dad's payroll checks for his laborers from the time that I was nine or 10 years old, through, you know, until I moved out, and it was very simple. The accountant said, ok, this is what you need to do. Here's the chart. You need to find out how many dependents they have and you look down this line and you put the numbers here and then you put them on the check and then you do the math and boom done, my dad. Every week would be like you have to write all the checks. So I understood accounting being a very important part to every business and the foundation of business, and I remember saying to myself I'm going to need to know this, because I'm going to have my own business someday and accounting is the foundation and the basis of all business. So that was the major I declared, you know, when I went to college. And then I got to work at one of the largest public accounting firms in the world. You know, I interned there when I was in college and that got my foot in the door when I was in college. And that got my foot in the door and then I worked my tail off, you know, 60, 70, 80 hours a week. It was great, a great experience, and that's what we can do in our 20s, right. So I stayed in public accounting for about a decade and then went to a business development position. And then I went to a position where I got to offer continuing

education for all the CPAs in the state of Pennsylvania. I love learning and for me that was like a dream job, right.

So while I was there, I had lunch with a good friend of mine from the first job, right, the big public accounting job and he says I said hey, Chris, how are things? You know how's, you know how's being partner at this other firm? Now he goes oh, Francesca, these millennials, they don't know how to dress. I said what do you mean? They don't know how to dress. Well, the men don't shave their faces. And the young ladies I can't talk about the young ladies and he goes. I have to keep a razor in my desk drawer and hand it to the young men before I bring him out the clients and you know, sometimes I don't bring them with me and I said wait a second, you don't bring the staff with you to the engagements, you hold them back because of what they're wearing. He said yes, oh, you got to tell them. He said, oh, I can't have that conversation. I said I'll tell them, let me put together a presentation and I'll share with them the importance of this. I mean, my heart went out to these young professionals because they were being held back for something that they just didn't understand.

I call it the college to corporate transition, right? We have our college wardrobe, which is sweats or whatever, and our going out wardrobe. There was no in between and that was a time, Julie, when you know it was a lot more strict. You know, 30 years out, it's a lot different now and how we dress for work, but we still have to show up, right? So I put together this presentation and I called it dress smart, because basically my story was we can't tell how smart you are if you're not dressed for the part, like dressed for the next level above you. It was a dress for success program, but I helped them understand the things that they should look for and pay attention to. So then I created a course and then I offered it to different colleges and universities across the state and then I left corporate and I created my business and that's what I called it Dress Smart. And talk with them about the importance of how we show up. And I'm sure you know this, Julie.

When you put something on, you feel that confidence Like how do you feel with that? And if you don't feel that clothing is going to make you feel great, then put it back in the closet and get rid of it. And it's so funny. I've helped a number of people clean out their closets and they'll reach for something like oh, I don't wear this anymore. Then get rid of it. That's okay, you don't have to keep it in there.

I wish I was 10 pounds lighter. I'm like well, let's dress for you now and let's think about you showing up for yourself. So, but ultimately, to answer your question, that's how I went from accounting to styling and when I came out and said I'm a CPA turned stylist, you know that that makes people's heads spin. They're like how do you put the two together? How does like somebody who does math and you know, knows how to drive? I'm like well, because I understand the importance of it and how we present ourselves and how important it is to feel confident when you come to work and dressing to that position that you want to be, that you want to get to well, does it just pertain to work or does it pertain to all parts of life?

0:17:05 - Julie

And that's my first question. My second question is what do you say to people who say, look, I'm living paycheck to paycheck. If I'm lucky, I don't have money to buy fancy clothes or fancy jewelry or fancy shoes? Used to be that they could tell, you know, in Gone with the Wind. They could tell that Scarlett was having problems because her shoes didn't look so good. Yeah, so how? What do you say to somebody in that situation? And then how do you parlay that into here's how it affects your whole life, not just your career.

0:17:42 - Francesca

Yeah yeah, not just your career, yeah yeah. Every retailer from Target to Kohl's to Macy's, to Nordstrom to Neiman's, we have different price ranges. I always say buy quality when you can

and the best your dollar can afford. But what's beautiful is that all of these retail. You can have a Target wardrobe very easily and let that stretch you for a while until you can buy something of you know a little more quality. That's the beautiful thing about today. You know, maybe 20, 30 years ago we didn't have the retailers like the Targets and the Kohl's. But Vera Wang, who's a top-end designer, has an entire line at Kohl's. So Vera Wang, who's a top-end designer, has an entire line at Kohl's. So it's just getting familiar and going out there and always presenting your best self.

I always say the number one thing, Julie, is fit, because fit is what's going to make it look expensive. So you buy yourself perhaps a reasonably priced blazer \$100 or less and if you want it to look like \$1,000 blazer, bring it to your tailor, have them fit it to you and no one's going to know. Like it's really about fit, and then wearing it with that confidence that oh, wow, this is a beautiful piece of clothing. It's interesting when I talk with people from when I first started we didn't have much growing up and I did what I could to dress to the next level and I remember having this conversation and someone said to me oh yeah, we thought you had a lot of money. No, I just really took care of what I had. I make sure that it fit and I always was clean and neat. So I always go back to look at all the other retailers.

Don't worry about designer labels. Make sure it fits, make sure it's clean, and then you feel that much better about presenting like showing up for yourself. That's really what it's about. You have an incredible brand. You always wear a solid color sweater and a brooch or a necklace. That is beautiful. It's just identifying who we are and showing up as ourselves. Like that's the richest experience, right?

0:19:58 - Julie

there. Well, thank you for that compliment. I shop on eBay a lot for my jewelry because, number one, I can find stuff that's different there and secondly, it's fun for me to think about wearing something that meant something, wearing a piece of jewelry that meant something to a person at a time it's somebody's mother or their grandmother, a lot of the times from an estate sale. So when I wear these estate pieces I think, oh gosh, you know, not only am I enjoying it, but the person who wore it, and perhaps it's a multi-generational thing. They're enjoying watching me wear it because it belonged to them originally.

It's a little story I made up in my head and I wear several pieces that were my mother's and my grandmother's both of them and also my sister's, and I really love wearing those and I have pictures of some of the pieces with them wearing them, wearing that jewelry, and so thank you for noticing that. The other thing is thrift stores and consignment stores I find are really terrific to oftentimes get brand name items for a nominal amount of money. I know our Salvation Army on Wednesdays everything's half price, wow. So you find a blazer there for \$5, it's \$2.50 and it's a designer name sometimes, yeah. So I think that's a really good way to do it too.

0:21:40 - Francesca

It's a great way.

0:21:42 - Julie

That hasn't grown up with that. How does that help confidence? How does that? How does that increase somebody's confidence? And I can hear in my head people saying, well, that is so shallow, ladies. I mean really. So talk to us about that. How does it help us with our confidence levels? How does that help us in our whole lives?

0:22:12 - Francesca

It's a mindset, Julie. It's interesting. I'll speak as a perfect example. So last summer I was contacted by a partner in an accounting firm and she said to me I want to promote this person but he has no idea how to dress and I know you can help him. So, and he did not have a lot of

confidence, right, he just didn't know. So we had a number of sessions, we did a virtual closet audit and then I met him in person and we did some shopping. And if I were to show you the before and after picture because he knew in that after picture he was impressing his boss and that you know he was smart enough, technically speaking, to be promoted to partner he just didn't have that image but having those clothes and putting on that blazer, I mean he took a selfie and his smile was ear to ear like look at, look at me, I am now ready to become partner.

So it was just like an overwhelming feeling, it's a mindset in saying you know, that's how the partners dress in this firm and that's what I want to be. But he said to me in the very beginning you know what? I don't come from much. You know we, I, you know I grew up on a farm and my parents never knew that I would do this. And here I am. I just don't know, can you help me? And he was willing and it was. He was a perfect client because he wanted the change, he wanted the advice and he took every single thing that I offered to him and, you know, used it. So it's not really shell, it's a feeling when we put things on. It invokes this feeling like I'm ready for the next level. Did I answer your question?

0:24:09 - Julie

You did, you did, and it's got me thinking about school uniforms.

I went through 12 years of Catholic schools, I wore a uniform. I wore black and white saddle shoes with knee socks, Fanny, from the age of five until I was 18. And you know certainly different shoes, the same pair, all those times as I was growing and all of that. But I wore a uniform and I know that there have been studies done. I thought it was great. I hated it at the time, but then when I didn't have to wear it, I realized God, it was so easy.

I got up in the morning, I put on my uniform, I didn't have to think about it, I just did it. You know there was no comparison of people because we were all wearing the same thing. But I know that there have been studies, especially in inner city schools and other public schools where they do uniforms for the kids and their grades go up, and you know the snarkiness between the kids comparing their shoes to somebody else's shoes changes and just dissipates and all of that. So obviously there's something to it and I believe that perhaps it's part of our spiritual path to have these different ways, that we can increase our ability to affect our environment.

And if it's a way to dress, regardless of how much it costs. We've already covered that. How does that tie into what that person's life lessons are, you know, without it becoming something of well, I have to look like that or I'm worthless. How do you bridge that tightrope of you? Got to look this way or you're not going to be accepted or you're not going to be promoted, or whatever.

0:26:08 - Francesca

Yeah, it's a lot less like that now because, well, it's different in different industries, right, but showing up a lot of especially the younger generation they're really concerned about individuality and just want to show up as themselves, right? How I bridge the gap, I would say, is you don't have to dress exactly like that person. All that we're asking is that this is a conservative industry and clients are paying us a ton of money to you know three hundred dollars, four hundred dollars an hour and there is an expectation of you know, looking the part. Again, I don't know if that answers your question, but it really speaks to how we feel when we show up and from head to toe and mastering our own individuality in our appearance.

It's interesting this came up during that time, the pause where people were wearing pajamas, right, but they're wearing their sick clothes, and when you wear those clothes you kind of feel loosey-goosey. But when you put on something that your pants and your top you're like, okay,

I'm ready to go. There's definitely a difference in attitude whether you're wearing your sweatpants or, I don't know, pants. I've sensed it. It's like a mindset.

0:27:49 - Julie

What's the energy involved with that? Do you think it's definitely an energetic thing? I know what you're talking about and I'm looking skanky. I don't want to see anybody, I don't want to be around anybody, I just want to hibernate. But then I take a shower and even if I'm just running to the store and I put something on, it doesn't have to be something fancy, but it makes me feel better instead of just, you know, going as a schlump. What do you think it is about the energy that happens to us when we put something on, whether we're a welder or whether we're working on Wall Street? What is it about the energy? Do you think that changes?

0:28:37 - Francesca

Is it about the energy? Do you think that changes? There's something about the uniform, whether it's a uniform like yours, with a sweater and a beautiful piece of jewelry, whether it's a UPS uniform, whether it's the you know, the stock market suit uniform. There's something about the energy in the profession. You know, I'm not going to show up in New York in a sweatsuit, right, going to a ball. There's just the feelings that are invoked when we put something on, perhaps getting ready for a wedding, like we think of being in that place. It's all about the feeling and I think that's the energy. Our energy is feelings, we are energy and our feelings remind us of how good it feels to take a shower and get refreshed and like, yes, I'm ready for the day, right.

And putting on that fresh piece of clothing. And, yes, I'm ready to do my job. I am showing up for myself today. I'm showing up to do the best that I can and it is in, you know, in complete honesty.

0:29:46 - Julie

We had Nancy Bruce on the show who's a who helps women in middle age find love. And she talks she's got strategies for dating, especially because a lot of women have haven't dated in decades and they're either finding themselves divorced or their partner is past, or something like that. And she says get a uniform, get three or four outfits that you can wear, that you know you look good in, you know you look confident, and then that's going to really help you master the conversation that you're having with this person that you're meeting, because when you feel like you're not confident, it doesn't necessarily have the same potential to go well as it does when you feel confident. And it doesn't have to be something fancy to your point, it just has to be something that makes you feel good. All right, thanks, let's move on with that. People often ask me what their purpose is in life. How can we use spiritual guidance to help us define that and identify it?

0:30:56 - Francesca

You, know, Julie, we are all on purpose and when we tap into our intuition, the reason why we're here, there's a level of comfort that we get from that and the answers aren't always readily apparent. It might take us a lifetime to find that gift of why we're here. But our gift is also enhanced by other people's gifts and learning. Like I learn from other people's decisions and say, okay, I'm not going to do it that way, I'm going to do it this way, right, that helps me in my purpose.

I also think it's important to note that it's not a straight line. You know, I went through and explained to you. I started out as a CPA and then I did this and I'm an entrepreneur and doing other things right. It's important to be open and understand that every step leads to the next right and there's an overlap and that helps our sense of purpose. And the spirituality piece is understanding your connection to everyone in the universe, understanding your connection to God and to you, having this conversation with you and everybody that you're connected to

right. You having this conversation with you and everybody that you're connected to right, understanding that we're not alone, that we are supported and we're here to support others. That's a purpose.

0:32:25 - Julie

Well said, I feel like I should clap. Oh, thank you.

Okay, I think too, something that just came into my head too, Frannie, is when we feel good, right, we're in a higher vibrational level which allows us to tap into spirit, which allows us to be on that spiritual channel, if you will, like a radio station or a satellite TV channel, and it allows us to get guidance, because how many times have you heard me say spirits uncommunicate on the I feel crappy channels because the vibration's too low. So when we feel good, and if the things that you're advocating help us feel good, then we have easier, perhaps more effective access to spiritual guidance as it comes in. Does that resonate with you?

0:33:21 - Francesca

Yes, when we feel good, we look good and there is an automatic energy, someone else is going to see that confidence and they're going to say I want to do business with this say, I want to do business with this person, I want to do business with that person. There's this energy, that is this connective energy that we give off when we're feeling good about ourselves and how we look.

0:33:48 - Julie

And since we're in an attractive universe, you know the whole law of attraction thing when we feel good, we attract more good attraction thing. When we feel good, we attract more good feeling things. When we feel badly, we attract more bad feeling things. And people say to me that is just such a bunch of nonsense, it can't be that simple. And yet it is. And those of us that have lived it and are living it now, most days I would say every day, for the most part I live a life of joy. Do I have things that bring me down? Absolutely? But then I use the two-minute rule and I say to myself is this going to kill me in the next two minutes? No, bum, quit being such a drama queen, because that helps me stay in clear thinking, it helps keep me in a state of clarity. So there are days when I think, god, I'm just happy all the time. Why? No specific reason, but it's because I'm connected into spirit, at a high vibration.

And how we know that we're being led, I believe and see if you agree with this is something interesting. You want to know more, it's fun, that's how you know you're being led. You know if it's a slog and you hate it and all of that. Use a two-minute rule. Is this going to kill me? No, it's not. You'll get clarity. That means that perhaps you need to look at doing something else that brings you joy, because that's how we know when we're living a life purpose. Would you agree with that?

0:35:22 - Francesca

Oh yes. So, Julie, when I went off on my own, I decided that my KPI, which is a key performance indicator, right for the business people out there. If it wasn't fun and easy, it wasn't for me. That's how I was being led, so there has to be a decent amount of fun, not to say that everything's going to be fun. Like you said, there are some bad things. But putting it into perspective, with the two-minute rule separating what's a rational fear from an irrational fear, with the two-minute rule understanding what's a rational fear from an irrational fear, with the two-minute rule understanding this, but most importantly, am I doing something that's fun and easy that I can help others with? Yes, that's the rule of the game. Maybe it's not our rule. That's an important way to feel.

0:36:12 - Julie

Yeah Well, and all of us have to do stuff every day. I don't particularly love folding laundry, I don't particularly love answering a bazillion emails, but I put on fun music that I listen to and I find that that helps me get through it easier. If you were a spy and you came to see me at my house, you might see me dancing in the laundry room while I'm folding laundry just to make something that I know that I have to do to make it enjoyable. And I always say you can't put on disco music and be in a bad mood. It's just not possible.

Not that I listen to disco music all the time, but if you're really struggling, you know, put on a little Saturday Night Fever or something and you can't be in a bad mood with that. You don't need to listen to some funeral dirge music, but listen to some kind of upbeat fun music, because that energy of that music and that sound is going to help you feel better and then you just get through things easier. So there are tricks to that. What's the most empowering piece of advice you've ever received?

0:37:22 - Francesca

The most empowering piece of advice Be yourself.

0:37:29 - Julie

How do we know who ourself is? A lot of people probably would say what's that mean? I don't know who I am. How does somebody find that?

0:37:38 - Francesca

Yeah, when you're true to yourself, it comes back to that vibration and that feeling and that positive energy when I'm doing the things that I meant to do, those things that are on purpose, when I'm serving, when I'm in service, when I'm living the life of service and in love. I think that's the answer.

0:37:57 - Julie

Yeah, in love meaning you're serving in love, not not necessarily that you're romantically in love correct.

0:38:05 - Francesca

thank you for that very important distinction. Right that we're in service, in love, helping others, being kind? Um yeah, road rage is a thing. Do I get upset? Well, I try not to, because you don't know what that person's up to, where they're going they could be rushing to the hospital. I always try to sit back. You don't know what's going on in other people's lives, right? It's so important to just come back. So how do we know? You know, to be empowered is finding your power, right? It's a term that I use often because that's the name of my company. Now I changed it from Dress Smart to Empowerment League and it is about finding your power and how we do that, again, is connecting to ourselves better so we can connect with others.

0:38:56 - Julie

Yeah Well, the road rage thing. I'm laughing because my husband, Tim, had some serious road rage when I met him, you know, 35 years ago, and so he's done very well in his training over the years. And so we have this standing joke. When somebody cuts him off or does something stupid, I'll say his wife's in labor, he's got to get to the hospital. Or she's in labor, she's got to get to the hospital. And sometimes he'll say she's not in labor, she's 85. But I'll say, well, it's a, you know, miraculous birth and what it does is it makes him laugh. And so he does it on his own. And he said I can hear you in my head going that person's wife's in labor. He said I can hear you in my head going that person's wife's in labor and he just needs to get to the hospital so that he can be there when the baby's born. Make up a story, you know it's not worth it. It's not worth being wound up about that.

And so it just goes well, yeah, what's involved in somebody harnessing what you call inner confidence, what you call inner confidence? Can you kind of walk us through how somebody that is feeling just really low and doesn't have any self-esteem or confidence, what would be maybe an abbreviation of an exercise that they could do? That would help them just even locate their? Everybody's got it. It's just a matter of excavating it at times.

0:40:25 - Francesca

Yeah. So a lot of us don't feel confident or worthy and perhaps we've been told at different parts in our life that we're not good enough, we're not accepted as we are. And a big thing for me that helped me get out of bad spaces and holding resentment was journaling, and there's science behind it. Journaling is an incredible practice. It's an incredible love growth and there's a lot of things you can uncover. But how great does it feel to write somebody a letter that upset you and you can just shred it and not mail it. But letting go of resentment One of my lines that I love to share is, if you hold on to resentment, resentment will hold on to you and you can be impacted at the cellular level. Right so? And you can get like a pain in a neck because you know work is upsetting you or somebody at work. You know pain show up in different parts of your body. So you know we shouldn't hold on to bad memories like collector's items. You know bad memories are not meant to be collected. Good memories are.

So what can we do? Letting go of somebody that said something to us as a kid, or perhaps our parent? We all have trauma, different things that have happened to us in life. So it's the unpeeling of those layers, Julie, that helps us get to self-love and finding that unconditional self-love, and then that helps you believe in yourself and that helps you gain that confidence perhaps that you didn't have. So it's letting go of any competition against anybody else and finding like and not even comparing yourself with yourself.

And I'll say this, Julie, I practice yoga and yoga has completely helped me reshift my mindset about that. You know, we practice in front of mirrors and they often say you know, you're not in competition with the person next to you and you're not in competition with the person in front of yourself, not in competition with the person next to you and you're not in competition with the person in front of yourself. Show up as you are today, show up with self-compassion and grace, and that will help you. And I think all of these little things lead to this confidence that we have to just be ourselves.

0:42:56 - Julie

I agree. We had Dr Daniel Amen, who's a brain specialist, on the show recently and he and I had a conversation about neural pathways and he talked about our thoughts kind of. How I picture it, Fran, as just like digging little trenches or little ditches in our brain. Matter matter, and if we have something that we repeat to ourselves, even if it's negative, it's just there in our brains and we immediately go there. It's like if it's raining, that trench is going to fill first, the water is going to go there first, and so that's how I picture it. And he talks about how we can create new neural pathways that override the bad thoughts or the detrimental thoughts or the negative thoughts that we've had perhaps for a lifetime, and it overrides it. So it goes into that trench, but then it's diverted to another trench that feels really good and you get out of that bad feeling trench and you go into the good feeling trench. Have you found that to be the case with yourself?

0:44:06 - Francesca

Absolutely With myself and even my clients who I coach, and it's something actually that you shared not too long ago. We get to versus got to or have to, like I got to go to the doctor, I got to lose weight and I have to do this. How about I get to go to the doctors or I get to go to the grocery store as opposed to I have to? Just that mindset reframe right there helps you feel differently about it and approach life differently. That's where I say you know, that's creating the new neuropathways and how we think about life.

0:44:47 - Julie

Yeah, I agree 100%. Why are individual presence, credibility and trust important in everybody's lives?

0:44:58 - Francesca

Well, right, people do business with people who they trust and it's interesting this came up a lot during I'll just say it once during the pandemic right, we had to figure out how to establish trust on the camera. Now, when we're in person, I will shake your hand perhaps, and I'll look you directly in your eyes and that's how instantly we can establish trust. Virtually it's a little harder because not everybody shows their hand. Now this goes back to primitive times where I needed to see your hand to see if you were friend or foe and you had a weapon in your hand right Now.

We didn't think about this when we were all on camera and some of us were like down here. You remember that how some people didn't want to show their face. But I encourage my clients and people on the other side like show as much of your body as possible. We want to emulate this in-person experience, because the two things that we've relied on for years while we were in person we can't do when we're on camera. It's really difficult. I think I'm looking at you directly in your eyes, but are you looking at me? Like? That is how we establish trust, but also showing our hands. So I encourage just saying hello and saying goodbye, and I talk a lot with my hands, as you can see, so this helps me get comfortable and trust you.

0:46:29 - Julie

It's also a biggie, Fran. Yeah, that's profound, go ahead. I'm sorry I interrupted you.

0:46:37 - Francesca

Well, that's OK. I'm glad I was able to share it because a lot of us we didn't think about this, we were just. All of the sudden we're flipping open our laptops and here we go I can't see you, people are turning off their camera, they're not showing their hands. The other thing is to establish trust. I just said it. I have to be able to see you and I have to be able to hear you. Again, when we're in person, easy enough, all of the senses you know are used, but in camera, if you don't have a good camera and I can't hear you, it's hard for me to trust you.

A client call, a potential client call, and I couldn't hear that person. I didn't know what was going on. And then, after we disconnected, I said you know what I need to let this person know that for future phone calls you really need to get a better microphone and they're relatively cheap. And it makes that much of a difference if you're conducting a lot of business like you have a professional microphone there, because this is what you do. But a lot of people in there every day. They don't think of how important it is to establish that credibility and trust with the right camera with the right phone pardon, with the microphone and also showing your hands like hey, I'm a friend, I'm not a foe. So yeah, really paying attention to where our brain thinks.

0:48:00 - Julie

Let me. I love that about the hands. That makes total sense, that that would be something that's a primitive, one of those neural pathway things from the beginning of time that we want to see somebody's hands to be sure that they're safe, even though they're on the other side of the world perhaps. But it helps establish trust. Let's go back to journaling for a minute. How do you journal? People hear well, just journal. And I know there are people that are thinking what does that mean? Does that mean that I write for an hour a day? Does that mean that I have to get a special book? Can I type it? Do I have to write it with a pen and paper?

0:48:45 - Francesca

So definitely pen and paper. Just to answer that last question, because there is a difference there's a term behind it, I don't know between typing it and writing it by hand. Your brain remembers it a lot better. By hand. Your brain remembers it a lot better. So, for example, when you write something on a post-it rather than type it into your phone like a grocery item, you're going to remember it right. So it's just how our brain works.

How do you journal? So here's a story. I had a hamstring injury where it was a physical injury, Julie. That wasn't healing for years. So I went to a massage therapist and as she was digging into the hamstring, I'm like screaming and all of these stories were just coming out of the woodwork. And at the end of the session she said all right, your next session will be next week. We're really going to take care of this injury.

But when you get home, I want you to journal. What do you mean? You want me to journal? She's like everything that you brought up today. Write it out, let it go so okay.

So I did that and a few years prior I bought Julia Cameron's book the Artist's Way she speaks to journaling. It's a beautiful. She calls it morning pages. So I kind of knew what it was about, but it didn't resonate at that point in my life. But when I tried it after this injury, I started to feel this release, because when you hold on to resentment, resentment will hold on to you. So I needed that journaling practice to let go of things at the cellular level and that's truly when the healing began.

Now, if you've heard of a journaling practice and if you don't think it's for you, I get you, because that was me. I was not that person, but I have found such incredible moments about finding self-love. That was like one of my big ha-ha moments. I'm like I know what's wrong with me. I keep, you know, self-deprecating behavior. It's because I was never good enough, and just all of these things come out and it just feels really good. I recommend it in the morning as a practice and for me, Julie, it's my letter to God and at the end I'm just like thank you. You know that's the first thing, like thank you for today, and then after a while you don't have to really think that hard about what goes on the paper. But no one's judging you, don't judge yourself. I would say, just try it and it's interesting that you're bringing this up today, because I thought, hmm, I think we can hold a journaling class where I can guide people, because I really think some people are curious and if you are curious, it is something perhaps just to try on your own.

I've given away journals as gifts often and I'll buy them a pen and I'll buy them a special notebook. It can be a special thing. Just it doesn't have to be. But it's that one special place that you go to that is yours and yours only, and it can be 15 minutes, it can be whatever you have time for, but the feeling and I should say, and the feeling that you get when you let go, you just feel that much closer to who you are and why you're here.

You can even write and ask for what you want in life. I mean it's really important to visualize too, right? So that could be part of your journaling process. Like this is what you want to happen in your life. It's kind of like Julie, I would liken it to prayer for me, right? Just saying this I'm grateful for today. And again, you don't have to judge yourself on what lands on that page. Judge yourself on what lands on that page and you know, I pray to my spirit guides and think about my gratitude and I love it and I will probably publish a number of my passages because they're so moving for me. I'll read it and I'll say, hmm, who wrote that? Oh, I wrote that. So if I can help somebody, that's the beautiful part. And I'll say people like right now, I just hold the pen and the thoughts just come out. So it's a flow. And then if I skip a couple of days, the flow isn't quite as great. But then when I pick it up it's like, yes, this is what I remember, yeah.

0:53:19 - Julie

Okay, a couple of technical questions on that. What do you do with the journal when you're done with it? Do you destroy it? Do you keep it? What happens if you die in a car accident and there's a bunch of stuff in there that you don't want anybody to read? What do you do with them?

0:53:34 - Francesca

Great question. I have not destroyed them because, as I said, I think the passages are so rich and that I want to share. Some people have that question so I don't know what to say. If you have nasty thoughts like maybe you want to shred that, if you have bad thoughts but it feels good to let go. If somebody finds my journals right, I just want them to see all the love that I impart on those pages. That's the way I feel about it.

0:54:03 - Julie

Last, question why do we incarnate?

0:54:07 - Francesca

Love this question and I've really have thought about it. I believe that we incarnate to find our gift and then give it back, Like we are all here on purpose. We are all here to support each other and it takes a lifetime perhaps, or maybe we know early on what our gift is. But you know my gift of speaking, for example, something that you and I talked about earlier this week and you know, every time somebody comes in, based on their life circumstances and the people in their life and the decisions that they make, it's always going to be different. But I truly believe that we are here to be of service, to discover our gift, to give it back. That's the service part. And then we transition and it'll come back in a different form from a different person, and their life experience and their trail of understanding will be that gift that we share. So I really think it's finding our gift of joy, of course, right, Finding that self-love, returning home to unconditional self-love, but truly finding our gift and giving it back.

0:55:29 - Julie

Well said my girl.

0:55:31 - Francesca

Oh, thank you.

0:55:33 - Julie

You are so extraordinary and I know you're being led to help people through their style and their especially with professionals and all of that. But when I look at you from a 40,000 foot view, you're doing so much more than the clothes.

The clothes are just the very icing on the cake and all the layers of the cake go into how they live their lives and how they are able to find joy with their family and their friends and just their whole life purpose, and you come in at them through the clothing and the style thing. But it's way more involved and has way more impact. And when I watch you in action, you radiate through your clients. Think about all the people that they touch and they help their lives be better.

You help that person's life be better, and then it's like a spider web and it goes out in a bunch of directions and they help their loved ones and their colleagues and their family to live, live, live, better lives and in turn, they help their loved ones and call. I mean it's just endless. So kudos to you, girl. I just think you're an amazing woman and, uh, I so appreciate what you're doing for all these people with whom you work and people who listen to you and help Tell us how people can learn more about you and your work.

Tell everybody about your show.

0:57:12 - Francesca

All of that Sure yeah, so I have a website, a new website. I have two, so I have the Dressed Smart website and, Julie, I've been doing some empowerment work and speaking work, so my new website is actually my name. So for those of you who see my last name and say, oh my goodness, how do I remember how to spell that name, I have a real easy way to remember it and it's like the Mickey Mouse song Z-A-M-P-A-G-L-I-O-N-E that's my last name, so francescazampaglione.com. You can also find me at dressedsmart D-R-E-S-S-E-D, smart.com or on LinkedIn. There aren't too many Francesca Zampaglione's or, I would say correctly, Julie, it's Zampaglione, so there aren't too many of those, but you can find me there.

And the empowerment work that I do is just, yes, it ties into the styling, but it is all about wellbeing and vulnerability and communication. So that's the next level work that I get to do now with my clients, and I'm actually my one client created a position for me. I'm her head of people empowerment and the acronym for that is HOPE. So I am her staff, people's accountability, well-being partner. So it goes back to how important it is to this vibration, Julie, that you and I speak to and feeling good, yes, from the inside out and the outside in, so that's how people can reach me and I'd love to hear from your listeners, because I know you have a lot of them and I'd love to help them.

0:58:55 - Julie

Okay, terrific, all right, everybody. That's it for this session. Frannie, thank you so much for being with us. Thank you, Julie, and sending you lots of love from Sweet Home, Alabama, and from Pennsylvania too, where Frannie is.

0:59:13 - Intro

We'll see you next time. Thanks for joining us. Be sure to follow Julie on Instagram and YouTube at AskJulieRyan, and like her on Facebook at AskJulieRyan. To schedule an appointment or submit a question, please visit AskJulieRyan.com.

0:59:28 - Disclaimer

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