

Jay McKeever: Good afternoon and welcome to the Expert Access Radio show. I am your host Jay McKeever, Director of Worldwide Marketing at Cincom Systems, along with my co-host, Liz Harter.

Expert Access Radio is a weekly talk show on 55KRC, which explores the art, science, hard work, heart work and hilarity of business. This show features live in-depth interviews with business leaders and bestselling authors from around the world. They will share their ideas, information, insights and inspirational stories to help listeners in their life of business or the business of life.

In 1984, President Ronald Reagan had this to say:

“Men like Tom Nies, who started out 15 years ago with \$600 and what he called ‘an impossible dream.’ So he started his own company, Cincom Systems and it has grown by leaps and bounds. Now Tom Nies says something very interesting. He says, only in a healthy America can this happen.”

For 43 years Cincom’s problem-solving software, services and people have helped thousands of companies all over the world grow and manage their businesses. That is the inspiration behind this program, the Expert Access Radio Hour.

Our President, Tom Nies has asked us to host this show sponsored by Cincom Systems as a public service to present the latest, best business ideas to help companies grow and to stimulate our economy. So we dedicate this show to Tom Nies and his dream of a healthy America for yours and every business.

All right, now that we have all the explanatory comments out of the way, let’s do one more thing here. We’re going to have Liz Harter introduce our guest, Sallie Felton.

Liz Harter: Okay. I have to say, I’m excited about this week’s guest, because I have a slightly unhealthy obsession with the hoarders programs on TV. Well, most of us aren’t dealing with extreme clutter like you’d see on those shows, I think that we all have places in our lives where physical, mental or emotional clutter can build up. Today’s guest Sallie Felton is hopefully going to give us some pointers on how to do that.

Sallie is a life coach, radio host, hypnotherapist, facilitator, and inspirational speaker who has helped thousands overcome limiting beliefs that held them back from achieving goals and living more fulfilling and authentic lives. She is also the author of “If I’m So Smart, Why Can’t I Get Rid of This Clutter?” which both chronicles her own journey towards de-cluttering her life and offers steps for you to do the same.

Sallie, are you with us?

Sallie Felton: I am, nice to be here.

Liz Harter: Great to have you.

Jay McKeever: It is. It's great to have you. Thanks for joining us today. And, as Liz pointed out, you've done an awful lot of things. You're an author, life coach, radio host, facilitator, inspirational speaker, and hypnotherapist. Will you share the journey, how did you get into each of those different disciplines?

Sallie Felton: One step at a time.

Jay McKeever: Very carefully, right.

Sallie Felton: One step at a time. Yeah, I mean, after school I started my own company called The Rocking Horse, where I designed outerwear. And I've really loved to do that. I loved being with people and I can't say I am a fashion guru, but I certainly knew how to organize and manage people. Then I got married, three young kids, still doing this business. And, I remember nursing about two in the morning, number two kid and my husband comes down and he said, "Are you having fun?" And it was as if a 2x4 was just hit over the top of my head. I thought, no, no I am really not.

Jay McKeever: For crying out loud.

Sallie Felton: This is not fun anymore. And, it wasn't as if I was needing permission to either choose to close the door or put it aside, but it just solidified what I was feeling. So I put it to bed literally for quite a few years, a lot of years, because I wanted to be a stay-at-home mom. And, I was lucky enough to have been able to do that.

Fast forward, kids are growing up, I had my masters in volunteer work, getting other people and every other organization up and running. And then I said, okay, time for me here, what do I want to do? So, I got my certification in visualization, deep imagery, hypnotherapy and thought, okay, I can do this. And man, that was just – it was wonderful, but it was at that time in my life too new age for the mainstream.

Jay McKeever: Okay.

Sallie Felton: And I really like to rock the boat so to speak. And I looked at one of my colleagues, I said, you know, I'm going to work with people who really have some issues. And she said, you know, I just happened to get this flyer across my desk and it has to do with becoming a coach. And I said, well, a coach, I've used a coach. I mean, I play during tournaments. I am an expert skier, I know about coaching. And she said, no, this is a little different. And I said, why not? Why not just see what this is all about?

So, I went to Boston and it was within an hour that I was hook, line, sunk, whatever. I was there. I was there and I said this is what I want to do. So, the next four years, I studied to be a life coach with MentorCoach in Bethesda, Maryland. And received that certification, then

was certified again by the International Coach Federation, worldwide organization and here I am.

Jay McKeever: That's unbelievable. So I got to circle back just to one thing though from the new age days, the hypnotherapy. I've been treated by that. I've never talked to anyone. I didn't know you could get a degree in that.

Liz Harter: A degree in that certification.

Jay McKeever: So, give us just -- and I apologize for digressing, we're getting into the clutter conversation, but I got to know what happens. Give us your best story on that?

Sallie Felton: Okay. First off, you don't change someone to be a chicken. It doesn't happen.

Jay McKeever: Oh, now, I'm bummed.

Sallie Felton: You [crosstalk] where I am going. That's not where I am going. Deep imagery and visualization are very similar to self-hypnosis; very, very similar.

Jay McKeever: Okay.

Sallie Felton: It's not putting someone in a huge trance. That's not what I do.

Jay McKeever: Okay.

Sallie Felton: But what it does is it settles you down so you begin to imagine and it's amazing what comes back at you. There are some people that don't believe any of this and that's perfectly okay. I am not here to change anybody's mind.

Jay McKeever: Okay.

Sallie Felton: But from my own experience, I have seen the healing process of this modality.

Jay McKeever: That is spectacular. Okay, so your book is "If I'm So Smart, Why Can't I Get Rid of This Clutter?" And the paperback edition of that was just released and it popped up pretty nicely, didn't it?

Sallie Felton: It sure did, made number one in Amazon in five different categories.

Jay McKeever: Congratulations on that.

Sallie Felton: Thanks. It was pretty fun.

Jay McKeever: Right, good for you, good for you.

Sallie Felton: Thank you.

Jay McKeever: And we're down to about the last 45 seconds here before we break, but briefly, can you tell us, what was the inspiration behind this book, the people that you've coached or your own need to simplify your own existence?

Sallie Felton: A little bit of both. I did radio show and everybody around New Year's was saying, oh god I want to simplify my life, I want my paperwork out of here, I want my attic cleaned, Jay and I want to do X, Y, and Z. And I said that's it, gauntlet is down, I am going to take one year and clean ever inch of every property we have and I'm going to show people how to do it.

Jay McKeever: That is spectacular. And when we come back after the break, we're going to talk about that very thing, about you leading by example. But right now, we got to pause for just a minute. So hang tight Sallie.

You are listening to Jay McKeever along with Liz Harter on the Expert Access Radio Hour sponsored by Cincom Systems. Follow us at radio.cincom.com or on [55KRC – THE Talk Station](#).

[break]

Jay McKeever: Good afternoon. Welcome back. Thanks for listening to the Expert Access Radio Hour sponsored by Cincom Systems. I am Jay McKeever along with my co-host Liz Harter. And our guest today is Sallie Felton and she has just released the paperback version "If I'm So Smart, Why Can't I Get Rid of all This Clutter?" And if you want to find out more about this book or all the other things that Sallie Felton can do, because she is a life coach and a number of other great things, speaker extraordinaire, radio show host, but you can check her out at www.salliefeltonlifecoach.com or salliefelton.wordpress.com. And Sallie, you there? Hold on. Sallie?

Liz Harter: Sallie is not there. I think that we should point out Sallie is S-a-l-l-i-e.

Jay McKeever: Sallie, you there? Did we lose her? You want to try and queue her back up? All right, so that get her off there?

Liz Harter: We will call her back.

Jay McKeever: All right. So, that's me on that. I'll take the onus on that. In the meantime I did point out, where you can find Sallie, we talked about her book being queued up in the top four or five categories on amazon.com while Robins scrambles to call her back. The beauty of a live radio.

So, as we were saying, her book is Why Can't I Get Rid of All This Clutter? And, just let me say this. For me personally, unless you heard this story a little bit before, but I have a bit of a

problem with clutter myself. And I'll tell you this story that I told to Sallie and Liz, the house that I grew up in was in my parents' house. I moved in there and I couldn't bear to part with any of the things that were my parents. And I didn't know what to do with them, so I moved it around from room to room and then we got to a point where, kids started growing up, we needed more room in the house and lo and behold, I wound up putting it all up in the attic and that was why Sallie kind of teased me about cleaning out your attic.

So I got all the stuff off of my attic and we decided to add on to the house, because by golly when you have a lot of clutter, you got to add on to your house. Have we got her? We got her back. All right, so I'm going to pull her in here. I think I am. Is she there? Sallie, you there?

Sallie Felton: I am here.

Jay McKeever: All right. I apologize, that was my fat fingers there on the board. But anyway, I'm right in the middle of telling my attic story here. So let me finish that and then you can laugh at me, all right?

Sallie Felton: I'm going to laugh at you.

Jay McKeever: So, anyway, we moved all the stuff up in the attic, and we decided to add on to the house, and there is a great quote in Sallie's book about a step in the house, which I'll get to later. So we got the stuff in the attic and I am out there with the architect and we're looking at the house and where we are going to build the new part of the house on to it.

And I'm like, why is my roofline slanting down at that particular place. And he looked at me, he's like, I don't know what's up there. And I said, well, there is an attic. He's like, really? You got anything in the attic? I'm like, yeah, I've got a few things up there. He is like, well you can put about 10, 15 pounds a square foot in your attic. I'm like, oh, well, I got about 150 pounds per square foot. It was literally pulling the roofline of my house down. So Sallie, bold it, I need to read your book.

Sallie Felton: And Engineering 101.

Jay McKeever: Yeah, exactly. It was the law of gravity personified I think.

Sallie Felton: It was. It was. So how is that attic?

Jay McKeever: It's getting better.

Sallie Felton: There you go.

Jay McKeever: That's right. Because, your battle cry is "start where you stand" and I think that's very inspirational, where did it come from?

Sallie Felton: Well, where did it come from? A very wise woman once said to me as I didn't want to make my bed in the morning and I didn't want to put away any of my clothes as a little girl because I wanted to go ride my horse. And gosh, darn it, this is taking up time. And she looked at me over and over and just said, "start where you stand." And it made such sense. I can neither complain about it and do nothing or make some progress exactly where I stood. It took me years, but I did it.

Jay McKeever: We are glad you did.

Liz Harter: Yeah. So, Sallie you talk about the three main types of clutter in your book: physical, mental and emotional. Let's start with mental. Can you tell us a little bit about what mental clutter is and how it functions in our lives?

Sallie Felton: It's that mental clutter is the to-do list that runs in your head 24/7. Heads-up, you are never ever going to finish your to-do list. That's the news flash for today. Not happening, no matter how you want to try. Why? Because tomorrow you only get to add on to the list. Lucky you, but you can control what you put on your list.

The one thing that you can get total control of is to whom you are going to delegate things. If you want your family members to help you out with stuff on your list, ask them, engage in their help. And if they say, I don't want to do that, you want me to rake the lawn, you want me to take out the garbage, that's dad's job. Well, here is another thing you could do. Make a list of all the things you don't want to do and ask your family to choose from that list what they would be willing to do.

Jay McKeever: So you actually give them a choice, huh?

Sallie Felton: You give them a choice, which is a lot different than saying, oh, from now on you are going to take out the garbage. Because they are getting to choose from that list, very different concept.

Jay McKeever: Now, if my house everyone would choose the same task and the world would begin anew, but I love the idea.

Sallie Felton: Draw straws.

Jay McKeever: Oh.

Sallie Felton: Draw straws.

Jay McKeever: All right. So when it comes to mental clutter, you have nine tools that you advise for people to help them overcome it. Does a person have to do all nine of those steps?

Sallie Felton: No.

Jay McKeever: No?

Sallie Felton: Not at all.

Jay McKeever: Okay.

Sallie Felton: Not at all. No. The things to do with especially the mental clutter is figure out number one, what you don't want to do, learn to delegate, and then with the mental clutter, figure out what is the priority for today versus what can you leave for tomorrow. What is absolutely essential to be done today: the mortgage has got to be paid, the rent has got to be paid, but do you really have to go to the dry cleaners today? No, probably not.

Jay McKeever: Yeah.

Sallie Felton: But you could go towards the end of the week or you could have someone else who is in the area, who is a family member, pick it up for you.

Jay McKeever: That's right.

Liz Harter: Okay. So that's prioritization sounds like it's the key there. And you say, pay the rent on time, pay your mortgage on time, things like that. But with all of those little things like the dry cleaners or things, they have to get done. How can you prioritize? Do you have any tips on how you can prioritize? When would be the best time to do those things since we're never going to get it all done?

Sallie Felton: Since you are not going to get it all done, and you are looking at your list, I mean, what is on your list that is actually seasonal? Is there something that's seasonal? Do you need to call a painter? And if you do, how about doing it in the winter when I bet, they are going to charge you a lot less for interior work.

Jay McKeever: That's a good idea. So I had a few favorites and you mentioned the first one and that was prioritizing the whole idea of things to do right now.

Sallie Felton: Yeah.

Jay McKeever: That's an absolute necessity, we can't get around that. But then another one that you said which I thought was very cool and it was helpful to me anyway. It was "making time for what you want." Can you explain how you do that?

Sallie Felton: Making time for what you want. If for example, you are wrestling with mental clutter, what is it that you want to have that you are not getting now? If, for example, you want more time for yourself, but feel strained by everything you need to do, what is it? What do you want to do? Do you want to read a book? Do you want to sit and look at catalogs? Do you want to go take a walk? What is it? One needs to identify whether it be

emotional, physical or mental clutter, what is the goal here? What do you want the outcome to be? You need to have a vision.

Jay McKeever: There you go. That’s right. And then, the final one that I liked was, and the hardest for me I believe based on my little anecdote, “letting go.”

Sallie Felton: Oh, huge, huge.

Jay McKeever: Give me that back.

Sallie Felton: Huge. And mental, physical and emotional have a triangular relationship. They are all in bed together.

Jay McKeever: Right.

Sallie Felton: So if, for example, you are wanting to get rid of great grandmother’s desk that nobody wants, but you are so feeling guilty that great grandmother is going to chastise you for getting rid of it, here is something you can do. One, take a picture of it, email it to all of your relatives and say, “This belonged to great grandmother, does anybody want it?”

Jay McKeever: Right.

Sallie Felton: You don’t know if somebody might. And if they don’t, then it’s time to get rid of it. Because if it’s either in the attic and it is listing your roof or is in the storage unit and you are paying \$200 a month and it sits there for seven years and you’ve now paid over \$48,000, which a client of mine did.

Jay McKeever: Wow.

Sallie Felton: How much do you really love it?

Jay McKeever: That’s right.

Sallie Felton: If you really don’t love it enough to have it in your house, why do you have it?

Liz Harter: Very good question.

Sallie Felton: What is the attachment? What do you need from having that piece of furniture that you have ten miles away in storage and you’re never looking at it? What is the connection?

Jay McKeever: Yep.

Liz Harter: Memories.

Sallie Felton: Yes. But on the flip side, wouldn't it be great if you know somebody who wanted it that you could make a connection with...

Jay McKeever: Right.

Sallie Felton: Case in point. And I told you Jay and Liz about the story with my father's navigational books. I've 31 books. Navigation 101, what am I going to do with celestial navigation. I didn't want 31 books. I didn't want one. But they [reminded me of my] dad and of course, was I feeling guilty? You bet.

Jay McKeever: Yeah.

Sallie Felton: Nobody in my family wanted them. So I thought, all right, I'm going to try this route. I put on freecycle.org, "31 books, belonged to my father, I'm very attached to them though I don't want them physically in my house, I want to know someone's going to want them as much as I need to have them respected and loved. I got an email back. This man was building a vessel. It was going to be a training ship for young cadets. He wanted them to learn celestial navigation. Now, if that wasn't a win-win...?"

Jay McKeever: Absolutely, it's perfect.

Sallie Felton: It's perfect.

Jay McKeever: Very nice. We're going to end the half hour on that great positive story. You hang tight; I'll try not to disconnect you on the next go round. But thanks so much for listening to Sallie Felton, "If I'm So Smart, Why Can't I Get Rid of this Clutter?" on Expert Access Radio sponsored by Cincom Systems and on live on [55KRC – THE Talk Station](#).

[break]

Good afternoon, welcome back and thanks for listening to the Expert Access Radio Hour. I'm Jay McKeever along with my co-host, Liz Harter and I'd like to remind everybody that our guest next week will be Elise Ballard, an actress, independent filmmaker, producer and author. And we're going to discuss her book, "Epiphany: True Stories of Sudden Insight to Inspire, Encourage, and Transform."

Our guest today is Sallie Felton and she wrote a great book, "If I'm So Smart, Why Can't I Get Rid of all this Clutter?" It's going to become my new favourite. I'm going to put it somewhere in a very clean, buttoned up place in honor of Sallie. And Sallie, I didn't touch any button, so I'm assuming you are with us right now.

Sallie Felton: I'm here.

Jay McKeever: I wasn't for a while, everybody said "Jay, just don't touch anything." So I haven't.

Sallie Felton: Don't touch anything.

Jay McKeever: Don't touch that dial. Okay.

Sallie Felton: Okay.

Jay McKeever: Liz has a question for you.

Liz Harter: Yeah. You mentioned before the break, freecycle.org. Now, I've never heard of that until I read your book. Can you tell our listeners what it is?

Sallie Felton: It is a fabulous national organization where everything is for free list. You sign up with the area around where you live, you post what it is through an email, it goes out to all those members and they respond to you via email. So you get to talk directly to them. You don't have to deliver anything. The whole point is they come to you to pick up what it is you're willing to donate for free.

Jay McKeever: Very nice. And that segues us perfectly into physical clutter. We're going to talk a little bit about physical clutter. And now you got a great quote in your book by George Carlin, whom I love, and he says, "A house is a place to keep your stuff while you go out and get more stuff." Until you have so much stuff, you have to get a bigger house or in my case, you have to build an addition. How in the world does that happen, Sallie?

Sallie Felton: It happens because many times we keep bringing in things to our house. I mean, if you were the sandwich generation, guess what? Sometime, somewhere in your life, you may be having to inherit your parents' furniture or your in-laws' furniture, where is it going to go? My living room was a storage unit for four years. And I finally said, that's it, I'm done. I am done. I took pictures of everything, said to the kids, what do you want, what do you don't want? Sent the same thing to all the cousins and family members and then, some went on to freecycle.org, others went to consignment shops and others still went to an estate sale.

Liz Harter: Okay. Yeah, we've been doing that with my grandmother's stuff ever since we moved her into the nursing home. We've had chairs in our living room and then go to my aunt's living room and then go to my cousin's living room. They are all over the place.

Sallie Felton: Yeah. Yeah. It's interesting Liz, I got a call just on Friday from a woman who said, "Okay, now this is really raw." And I thought "Oh, this is going to be good." She said, "What do you do with family jewelry?"

Liz Harter: Yeah.

Sallie Felton: Said, "Are you the only sibling? And she said, "No, but we have divided up who wants what and that's all amicable, but I've got a lot of gold that I will never wear and it's

just sitting in the safe deposit box.” So I said, “So what’s your vision? What would you like to do if you were to release this gold?” And she said, “Well, I’d like to sell it and take my kids on a trip.” I thought “Hmm, not a bad idea.”

Jay McKeever: Absolutely.

Sallie Felton: Not a bad idea. So this week, her homework is to investigate those jewelers or independent resources who will buy the gold and she is going to purchase air fare to send her adult kids on a trip with her.

Liz Harter: Nice.

Jay McKeever: Well, if they need a valet, tell her I’m available.

Sallie Felton: But I thought you know, that is a great thing to do because those kids are going to remember that trip more than they ever would a piece of jewelry sitting in a safe deposit box.

Jay McKeever: Right. So when you talk about physical clutter, you advise people to exercise their SDAs. What are SDAs and why are they critical to this process?

Sallie Felton: It’s not a communicable disease.

Jay McKeever: Very good. I am happy to hear that.

Sallie Felton: That it is not, but they are S-Single, D-Daily, A-Actions.

Jay McKeever: Single daily actions.

Sallie Felton: If you have stuff that needs to go upstairs, how many times a day do you go upstairs? Take it upstairs. If you need to go down downstairs, you have stuff you want to donate, take it downstairs. I have a box by the backdoor. Every time I move around in this house, even if I have a second thought of, hmm, maybe I want to get rid of that. It goes in the box by the backdoor. I went to Salvation Army yesterday, and I may have had four or five different things, but, boy, getting it out of the house felt great.

Liz Harter: Now, with single daily actions, you spend an entire year chronicling your own de-cluttering of your life on a very public blog. Can you tell us a bit about that? The blog is obviously probably still out there and we can all go back and read it. And you have a bunch of excerpts in your book, I thought it was fascinating. I mean, you really held yourself accountable to that by telling everybody what you were doing and what your goals were?

Sallie Felton: I did, and Liz, the reason I did that was I am a firm believer. You can’t judge anybody until you’ve walked in their shoes. And, I couldn’t tell anyone, “well, this is a way you need to de-clutter” without hitting the roadblocks myself. And I knew from the very first

month what my least favorite thing was going to do with making myself accountable in a task, with task, and that was 22 years of photographs.

Jay McKeever: Wow.

Sallie Felton: For Christmas, I asked for someone in our family to – I have them all by year, I just wanted somebody to do it by month within that year. And my daughter gave that to me for Christmas. She spent two full nights in front of the TV making everything in chronological order. That’s a great way to get something done.

Jay McKeever: Right.

Liz Harter: It is, and plus it only took two nights.

Sallie Felton: Well, I know, I know, but I did have them by year, I did.

Jay McKeever: Okay.

Sallie Felton: And then they were in albums. But, it gets overwhelming.

Jay McKeever: Yeah, ain’t that the truth. So, I think that there is something exceptional, I love a lot of things in your book, but you thoughtfully laid out de-cluttering strategies for each room of the house. They are helpful, they are an absolute must read for sufferers like myself and kind of as a backdrop to your guidance to tackling each room, you have three simple questions that you asked. Do you recall what those are?

Sallie Felton: Yep and you’ve got three seconds to make the decision. “Do you love it?” “Do you need it?” Very different than want it. And the other is, “Is it useful?” For example, if you are in the kitchen, how many spatulas do you really need?

Jay McKeever: One for each hand, at least, don’t you?

Sallie Felton: Oh, oh, I have two and that’s it. I got rid of my mother’s and I got rid of my grandmother’s.

Jay McKeever: Oh my goodness.

Sallie Felton: Yeah, this is what you inherit. You don’t just get their furniture, you get their stuff.

Jay McKeever: Yeah. Don’t we know it? Okay, we will ride up on the break for right before our final segment. So, hang tight, I promise again, I won’t touch any buttons. But in the meantime, you are listening to Liz Harter and me Jay McKeever on the Expert Access Radio Hour sponsored by Cincom Systems. Follow us at radio.cincom.com or on [55KRC – THE Talk Station](#).

[break]

Jay McKeever: Good afternoon and welcome back. And thanks for listening to the Expert Access Radio Hour sponsored by Cincom Systems as a public service. I'm Jay McKeever along with Liz Harter. And I would encourage you to check out radio.cincom.com, we talk about it all the time, but it's got hundreds of people, former guests on podcasts. And, there is really a ton of great information out there for the business of life or the life of business and I encourage you to go there.

Also, couple of other places you might be interested in, our guest today is Sallie Felton and I'd encourage you to go to www.salliefeltonlifecoach.com. If you need coaching help or if you want to find out more about this book, "If I'm So Smart, Why Can't I Get Rid of all this Clutter?" go to www.salliefelton.wordpress.com. And Sallie, are you still there?

Sallie Felton: I am here.

Jay McKeever: Wonderful. Liz has a couple of more questions for you.

Liz Harter: I do, I do. As we've said before, you can get very overwhelmed with how much stuff you have and especially trying to de-clutter, you've broken it down into a SMART goal system?

Sallie Felton: Yeah.

Liz Harter: To break it down into smaller steps, can we go through the SMART goals?

Sallie Felton: They're SMART goals and it's an acronym. S is simple and specific: when you want to de-clutter, don't look at the entire room. That's your vision. That's your goal. Your goal is to get rid of or reduce that which is in a room. The vision is I would like to have this room work for us in x, y, z way. So that's being "specific and simple." You are going to approach this room even more simply by saying, I am going to do two feet on the left hand wall or the right or the middle. You are going to break it down.

M is measurable. Make it measurable. Don't do the whole thing, you'll shut the door and then you won't go back for another year.

A is attainable. Make yourself attain what it is you want. So, if two feet is great, you've set that timer, you've worked that half hour. Pat yourself on the back, celebrate, you did a great job or listen to that CD until it's done, but make it attainable.

R is realistic. If you know on that certain day that you're going to work, you only have an hour but you really would love to do it in three hours. Be realistic about it. If three hours, you can't accomplish the work needed, can you do it in an hour? Can you do it in an hour-and-a-half? Make it realistic.

T is time oriented. Keep yourself accountable. Just as you do not cancel doctors' appointments because you got a whole another year to get your physical to wait, you don't cancel yourself out. So, if you want to say, well, you know what? I can do three days a week working a little bit at this, but I know I can't do five. That's okay. And if you do three times a day and it's only for 15 minutes, that's three times more than you did last week. That's a win-win.

Liz Harter: Yeah. So you shouldn't beat yourself up if you can't do it all?

Sallie Felton: Never.

Liz Harter: Yes.

Sallie Felton: Never ever.

Liz Harter: Okay. So we've talked about physical clutter and mental clutter. Let's get into the nitty-gritty of emotional clutter. First, can you tell us what the difference between mental clutter is and emotional clutter?

Sallie Felton: Emotional clutter comes from the heart. It's those hurts, those woes, those guilts, those angst, that tie us up, that bind us to in order to move forward. They hold us back.

Jay McKeever: Okay. So, one way to look at that is guilt. Guilt can often play a large role in emotional clutter. What are methods that can be used to release the guilt?

Sallie Felton: For some people, they need to communicate to that person that has hurt them. If that doesn't work, a lot of people will write a letter or they will know that the time has come where they really need to just let it go. It's going to serve no purpose. And that's the hard part because people have been offended, they might have been rejected, and they have done all they can do and yet they still feel that same way. Another great tool is to journal about what has happened. And many times getting it out of yourself, and I am talking about physically, because once you start implementing those words and putting them onto a journal, a piece of paper, you literally are removing it from your inner self. It's very therapeutic.

Jay McKeever: Perfect.

Liz Harter: Yeah, it's like unfriending people on Facebook, when you just know they are not adding anything to the conversation.

Sallie Felton: Yeah.

Liz Harter: Yes. Take them off your list, you don't need to deal with that stress.

Sallie Felton: No, no.

Liz Harter: Yeah. And dealing with things. There is a lot of things, I mean physical clutter, you can obviously put a dollar amount to a lot of those things. But with mental and emotional clutter, you have a section in your book on cost calculators. And, you really don't think that the things that you are thinking about or the emotions that you are carrying, are really costing you things, but they do.

Sallie Felton: They do.

Liz Harter: They do.

Sallie Felton: They can cost you a relationship. They can cost you to not seek something that really inspires you. So think about what it is you want and why can't you get it.

Jay McKeever: Yeah.

Sallie Felton: What's holding you back?

Jay McKeever: I think one of the things that is really helpful in a lot of the advice that you give is you always start off with, okay, think through what would it be like without it or the trouble that it is causing you to keep it. Can you talk a little bit more about that whole line of thought?

Sallie Felton: Well, for example, with the physical stuff that's easy. If you got a storage unit, that's costing you money every single month. Add up all the months that you have had this in storage and I bet that the contents in that storage is less than the total of what you have rented that unit for. Is it worth it?

Jay McKeever: Right.

Sallie Felton: Is it worth it? If it is, fine, fine, but think about it. It could be that whatever is in that storage, it's not somebody's taste anymore.

Jay McKeever: Yep.

Sallie Felton: So, what are you going to do? And the same with relationships. Some relationships overtime become toxic. It's time to move on. If people or that individual does not serve you, and I am not talking slave here, but does not give you positive energy, but is negative, you need to move on.

Jay McKeever: Fantastic. In the whole idea of the value of things, I do want to throw out, because I think it was very cool, you have a segment in your book at the very end and you have free gift ideas in there, almost \$100 worth. And I don't want to give all the secrets that

you have there because people need to buy your book and they can buy your book on Amazon and from your website – we give your website address out. But \$100 worth of free stuff, give us an example of one of those free items that can help people along these lines?

Sallie Felton: One is important locator. For example, I have begun to revise a sheet that I have come up with a Harvard Grad School where all the papers that we have are documents, insurance forms, deeds, what not. If something were to happen to you, the Easter bunny is coming, are they going to have to search for Easter eggs just like everything else? I mean, are they going to have to tear your desk apart to find what it is they're looking for?

Jay McKeever: Yeah. That's amazing. That is a great idea.

Sallie Felton: So, why not have everything in one place? Stop the search. Stop the search. Location for all important documents, and its 11 pages and it goes through who is your physician? Who is your healthcare proxy? Who is your attorney? It has everything that people need to know.

Jay McKeever: That's spectacular. What's that site again?

Sallie Felton: It's on my bonus. It's one of my bonuses. So if they order the book, they can get that.

Jay McKeever: That is spectacular. So, in speaking of your websites, I was looking through one of them today and obviously, you've written a number of books, but you've written with some really spectacular co-authors. I mean, you in your own right are just wonderful in the way that you write and speak, it's very welcoming, but tell our audience who you have co-written with?

Sallie Felton: I have co-written with Stephen Covey and Deepak Chopra and Les Brown, luminaries by their own right, that's for sure. I would love to be able to stand up on the same podium as they. But I've got a lot of stairs before I get there.

Jay McKeever: But you know what? Your book is really – I enjoyed reading it and as we close out here, it was just exceptional and we enjoyed speaking with you. You are such a pleasant person and have such a keen insight on simple things that will help people make big steps, don't you?

Sallie Felton: Well, I try, but I've got to walk the steps first.

Jay McKeever: That's right. And you did it. You walk the talk and cleaned your own house. Our guest today, Sallie Felton, "If I'm So Smart, Why Can't I Get Rid of this Clutter?" Sallie, thanks so much for joining us.

Liz Harter: Thank you.

Expert Access Radio – Transcript of Interview with Sallie Felton on March 25, 2012

Audio Link: <http://radio.cincom.com/2012/03/sallie-felton-author-of-if-im-so-smart-why-cant-i-get-rid-of-this-clutter-discusses-how-to-remove-all-the-clutter-from-life-on-expert-access-radio/>

Sallie Felton: Thank you both, Jay and Liz. And Liz, I'm glad you are feeling better.

Liz Harter: I am. Thank you.

Jay McKeever: Very good. Take good care, Sallie. Just remind everybody, salliefeltonlifecoach.com if you want to find out more about her or order her books. Right now, you are listening to Jay and Liz on Expert Access Radio sponsored by Cincom Systems. Listen to us on [55KRC – THE Talk Station](#).