Karen: Hey everybody. I know you know about the bagua and the five elements and yin and yang and all those little feng shui tips from the last video from our tour. Today, it’s about time we get started moving your stuff and changing your life.

It’s going to be a little bit different day, because I know a lot of people expect to be moving furniture and things like that. But in order to get the party started, we have to make room for this new energy – this new opportunity – that we’re going to be bringing in today.

Space equals opportunity is the rule that we’re going to follow from the get-go. If you don’t have enough space, once you get that door opened up and get that energy flowing in, you’re not going to have that energy for relationships, for career, for health – all those things that are sucking you dry physically in your space right now. Let’s go ahead and get started with this little de-cluttering tip.

How to de-clutter – a lot of people just are wanting to, wishing they could but don’t really know how. I’m just going to, today, give you a little session on how to physically de-clutter your stuff. I know there are some of you out there that are going, “It’s impossible. Why even start because there’s no end to it? I’ll never get de-cluttered.” It’s that feeling of overwhelm and anxiety and just stuckness that happens when you’re all cluttered up. I have a little tip for you that actually will get you to this party of de-cluttering, and it’s using post-it notes.

For every post-it note, I would recommend deciding what amount of time you are willing to de-clutter. What’s your sort of vibe? What’s your normal de-cluttering session about? Is it about 15 minutes? Is it an hour? What is the time session that you know you can stand or feel like doing when you’re de-cluttering? Let’s say it’s 15 minutes. Every 15 minutes equals one post-it note for you if that’s your thing. You’re going to go around and you’re going to stick post-it notes on these piles, on the closet door, on the drawers to decide about how long this is going to take you. I want to prove to you it’s not impossible, it’s not forget it, infinity, hopeless. It’s so many de-cluttering sessions.

Once you know that there’s a light at the end of the tunnel, then you feel a little bit more freed up to actually get the process going. You can put it on your Day-Timer, schedule it, and then start the process.

I’m here at my friend Mary Ann’s house, who has so generously donated her little clutter piles today. She said she has some good ones for me. We’re going to walk around the house, and she’s going to help decide how many post-it notes go on her piles, just based on her. So I want you to watch Mary Ann do some de-cluttering today. Mary Ann, are you ready?
Mary Ann: I know it’s a little overwhelming, but we may as well get started. Let’s go.

Karen: Let’s do it. Every woman’s makeup drawer here. Okay, Mary Ann, how many do you think you’re going to use for this one?

Mary Ann: I think I can do that in one – in 15 minutes.

Karen: Fifteen minutes, all right. We got that one. This drawer over here…

Mary Ann: That’s another 15 minutes.

Karen: Okay. We’ve hit the mother lode. Oh my gosh, Mary Ann, how long is it going to take you to do this closet?

Mary Ann: I’m thinking at least two hours.

Karen: Two hours at least. Fifteen, 30, 45, 60, and then we have four more for two hours. Just stick them on there, and that’s how you’re going to count up all these post-its. You’re going to know it’s not an impossible job; it’s just this much time.

Now we’ve demonstrated how you’re going to stick those post-it notes on everything to add up, then you know how many sessions you’re going to need. I’m going to give you a little tip on how to make that go a lot quicker here in just a minute, so don’t freak out if you have a lot of post-it notes.

In order to get started with this de-cluttering process – which is just going to be a simple little process – you’re going to need to imagine either five zones or five boxes. I have five boxes here I’m ready to show you what to do with, plus the trashcan. So that’s what you’re going to need for a small job. Today, Mary Ann and I – she promised me there’s some good stuff behind this thing she’s waiting to show me. This armoire is filled with something, I’m not sure.

We have boxes, because I estimate maybe there’s that much stuff inside this armoire. It could be five zones on the driveway plus a trashcan if you’re cleaning out the driveway. It could be five piles. Maybe tape Scotch tape out on the floor – whatever size zone you need for your particular de-cluttering session.

Item number one – get the trashcan because you’re going to need it. Item number two – these are just boxes that I use all the time at my own house. I put these little signs on them. “Give away, sell, eBay” – anything that you know you’re not attached to, and you can either make money or feel
great about donating it. So that’s the “give away, sell or eBay, donate” box.

Box number two – it actually belongs here. You’re not going to root around the stuff that actually stays and try to pick out the stuff that goes. You’re going to dismantle the entire thing, so this is the actual “it belongs here” zone or box.

Number three – it belongs somewhere else. You’re not going to take something out of this armoire and take it to the kitchen, and then you get distracted and get off your task. That’s going to waste too much time, so you’re going to just put it in the “it belongs somewhere else” box that you’re going to distribute around later.

Box number four – let’s talk about the “keep but store” box. Keep but store is something that you know you need, but it doesn’t need to be in this particular space. Maybe it’s holiday décor or something like that. You’re going to keep it, but you’re going to have to store it somewhere else. It’s not going to be thrown away or sold or anything like that.

Then the last box – my favorite box, love it – is the “I don’t know” box. This box is going to be the one that gets you to save time. All those post-it notes that you put around your spaces have now been probably cut in a quarter to a fifth of the time. You’re going to not need as much time because of this little box here.

When we’re de-cluttering, the key and the rule to this little sucker is if you’re holding it in your hand and you can’t decide for more than, like, I usually say five seconds, but I’ll give you ten to start. Then you’ll work your way down to five. If you have something in your hand and you don’t know which box to put it in or the trashcan, within ten seconds, it goes in the “I don’t know” box. Now it frees you up from just, “Should I keep it? I don’t know. Maybe my aunt should take it.” All of this discussion in your head – all that clutter language – is going to go right in here.

It saves tons of time, makes the job of cleaning out a drawer…all it is, it cannot be more than so many items times ten seconds. So all those times when you thought it was going to take hours to do, if there are only 30 items, that’s 30 times ten seconds. You see how fast this is going to go. It just saved you a lot of time now that you get this “I don’t know” box.

Let’s get started. All right, so it’s time. It’s time to open up these doors and see what Mary Ann has in store for me today so we can work on the de-cluttering.
Okay. This is very typical. I’m not freaking out, but I’m a little freaking out that this in your life just signifies all the sort of brain fog and brain just sort of not being able to turn off and all those feelings of I don’t know whether I’m coming or going kind of feelings. This dishevelment and this sort of frenetic energy of all this stuff can show up that way in your life. Fear not; we have our five boxes and our trashcan. We’re going to get to it.

Mary Ann: I warned you.

Karen: I asked for a winner, and you gave it to me. She produces; I like it. You not only produce my videos, you produce some good clutter.

Mary Ann: I’m so talented.

Karen: Well, we have the five boxes ready and the trashcan.

Mary Ann: Let’s have at it.

Karen: I think let’s just show them how the process goes. If you don’t need it, love it, use it right now, which a lot of this stuff looks like how could you have recently used it?

Let’s get started. Weights.

Mary Ann: Those belong there.

Karen: Those belong there. All right. So that goes in the “it belongs here” box. I think you should just start taking stuff out and seeing. The flag.

Mary Ann: I think that’s a give away.

Karen: That’s a give away. All right.

Mary Ann: That’s my iPad’s holder. That goes somewhere else.

Karen: It goes somewhere else.

Mary Ann: The keyboard goes somewhere else too. All right. This – you know, I am so silly. I love everything Apple, so I have a hard time throwing away Apple product containers. I am such a nerd.

Karen: Okay, now here’s a little tip. What are you looking for in your life?

Mary Ann: More opportunity. I want more sense of order.
Karen: Okay, so do you want a sense of order more than you want this manual about your iPod thing?

Mary Ann: Trash.

Karen: Trash. So when in doubt, just go back to the thing that you’re going towards in life. *I want that new relationship. I want that new career move.* Then you just hold it up. You’re like, “Do I want this more than that?”

Mary Ann: That’s give away.

Karen: That’s give away. Sweet. In there with the flag, so just keep rooting in there. *Shape* magazine.

Mary Ann: Clearly, I’ve not been using that. That’s a cat toy. That goes somewhere else.

Karen: Savvy Tabby goes somewhere else in the house.

Mary Ann: I keep saving these bags to give to people, but I don’t really know anybody who’s going to get married anytime soon, so I’m going to say trash.

Karen: Good job. That’s what we’re talking about.

Mary Ann: Okay, we have…

Karen: Five, four, three…

Mary Ann: Somewhere else.

Karen: Okay.

Mary Ann: This goes somewhere else.

Karen: Okay.

Mary Ann: I think that’s trash because it’s about [practice 11:27] and I never do that.

Karen: You heard it here.

Mary Ann: Okay, somewhere else. This is all my office…

Karen: What do you mean, somewhere else? Do you have places for this stuff?

Mary Ann: This all belongs in my office.
Karen: What’s it doing in here?

Mary Ann: I don’t know. I was working on a few things here. These are old magazines that I kept thinking I was going to read, but, trash. Look at this – this is a script from something I did for you five years ago. I’m thinking we don’t need it anymore. What do you think?


Mary Ann: Trash. This is stuff that is…

Karen: Two, one…

Mary Ann: I’m not sure.

Karen: I don’t know.

Mary Ann: I wonder where I got this.

Karen: A feng shui mirror not doing anything.

Mary Ann: That needs to go somewhere else.

Karen: Somewhere else.

Mary Ann: This is, here again, my electronics stuff. It’s the box that my new microphone came in. I just get all attached to the boxes.

Karen: Everybody has their things, so whether it’s…

Mary Ann: Electronic boxes.

Karen: Electronic little boxes and stuff.

Mary Ann: I’m going to say trash.

Karen: Okay.

Mary Ann: That one was hard.

Karen: Yeah. How does it feel just going through that?

Mary Ann: Here again, another electronic box.

Karen: Another – okay. So, talk to me. Talk to me.
Mary Ann: Actually, it feels good because I’m like, I don’t have to look at this anymore. Every time I look in there, I’m like, “What the hell am I going to do with all that crap?”

Karen: Right.

Mary Ann: Let’s see. Another little Apple box.

Karen: I can’t wait.

Mary Ann: Okay, now that really belongs here, because I like to keep my exercise stuff in this room.

Karen: Okay, that’s right, with the weights.

Mary Ann: This is where I use it.

Karen: Yeah, so a little tip is to…I don’t know what that is.

Mary Ann: It’s a wig.

Karen: Okay.

Mary Ann: I think that belongs in the give away box.

Karen: Give away, sell. I think you can make some good money off that.

Mary Ann: This is a piece of bubble wrap. That can be trashed.

Karen: Oh yeah. So a little tip is you’re going to get rid of the stuff, then you’re going to categorize it, and then you’re going to reorganize it. So I like the fact that all the workout stuff is starting to show up. It’s going to be in one bin in the end.

Mary Ann: This is a Laguna Beach telephone book. I think I probably have about four of them, so I’m going to say trash.

Karen: Right on. Okay, let’s speed this process up. Let’s push you to your limit. More electronics. This is usually a guy’s thing, because they’re always like, “I could use that for spare parts if that other thing breaks.”

Mary Ann: I can use that for spare parts if the other thing breaks.

Karen: That keeps you from being in the present moment.
Mary Ann: That’s going to go in my office for now, because I do have to sort through all of my electronics and then get rid of things.

Karen: So you’re going to put it there until you see how many you have.

Mary Ann: Right, and match up everything that I have and what I don’t have.

Karen: Okay, allowed. That’s the “it belongs somewhere else” for now box. What the heck is this?

Mary Ann: That’s my cat’s favorite toy. I don’t know the last time I played with it though.

Karen: Really.

Mary Ann: It’s been in there at least a year. We really – we had a lot of fun with this little thing.

Karen: But you haven’t used it in a year.

Mary Ann: Probably a year-and-a-half. Trash. I’m sorry kitty cats. I’m sorry. I’ll buy them a new toy.

Karen: There you go. If you need it. You might show up in a new space where you don’t even need it.

Paper clutter. Everybody’s sort of bogged down with a lot of paper clutter these days.

Mary Ann: These are applications for property I’m not going to rent.

Karen: You might need to organize things and buy a file cabinet or some organizational piece of furniture or something that would help organize things if you need to keep some of this stuff.

Mary Ann: Okay, another Shape magazine that was from two years ago.

Karen: Tick-tock, tick-tock.

Mary Ann: Obviously, a no. A brochure for clothing that I think I already bought everything I need in. This is – I was going to make another vision board, so I cut out a bunch of stuff but I haven’t…

Karen: Unfinished projects. I’m telling you that weighs people down. Those are the people that say, “I don’t have any time to do anything,” or the people
that are like, “As soon as I get these 29 projects done, I’ll have time to be in the present moment and enjoying life.”

Mary Ann: What do you suggest, because I really do want to make the vision board, but I don’t have time right now. So should I save these?

Karen: You know me. When it’s time to do a vision board, I think you should attack the vision board and get it done. When do you think you could actually do this vision board, because we could put it in the “keep but store.”

Mary Ann: Let’s do “keep but store,” because I went to a lot of trouble finding those pictures.

Karen: Okay, but we have to get that on the Day-Timer about when it’s going to happen.

Mary Ann: I think I could do it next week. Here’s one of my favorite things – “do not disturb the occupants.”

Karen: Why?

Mary Ann: We were selling my house and they kept bugging us, so I actually took it off the sign [inaudible 16:50], but I don’t think I need it anymore. Trash.

Karen: Okay, moving right along. Let’s dig. I see a camera. What do we do with the camera?

Mary Ann: You know what – that is going to be sell.

Karen: Sell. And the electronic box that goes with it?

Mary Ann: Yes, because I’ll just sell it with the box. It’s brand new; I’ve never used it. It’s not digital, so sell.

Karen: All right.

Mary Ann: This poor little sad thing. I used to love it. It used to be really pretty, but it looks like it’s trash now. That was hard because I really loved this when I got it, but okay.

Karen: As you can see, the stuff equals…there’s a feeling attached to it. When you’re throwing it out, you feel it. A lot of people mistake that rrr or flush – I see your face actually got a little flushed with that. Don’t mistake those feelings like, oh it’s a sign, I should keep it. It’s literally the Band-Aid being ripped off so you can have some fresh air and everything’s on the
move again. So don’t mistake those feelings, because that is the energy getting off of you, allowing more opportunities to come in and fill that space.

Mary Ann: This is a box of old family pictures. This is me [inaudible 18:17].

Karen: She’s all grown up now. All right, talk to me.

Mary Ann: That belongs here.

Karen: Okay. Belongs here or keep but store?

Mary Ann: Belongs here. I have no idea what’s in this box, so this ought to be interesting. Oh my goodness. That’s probably keep but store.

Karen: This is keep but store. All right.

Mary Ann: This is a whole pile of old receipts that I’m sure are ridiculously old. Hey, I can get $100 off of something that expired…

Karen: Three, two, one.

Mary Ann: Trash. Okay, almost finished. We’ve almost done the top one. This is an old journal. Actually, this is a time [log 18:59] so that goes somewhere else. It belongs in my office.

Karen: Belongs in your office.

Mary Ann: I have no idea what this mess is.

Karen: I’m feeling a little hot. I mean, can you feel the energy moving?

Mary Ann: Yeah, I can definitely feel it moving.

Karen: I’m ready to [inaudible 19:12], and I’m going to get down…

Mary Ann: Okay, this is a book that belongs in my office, so that belongs somewhere else. Oh goodness, I really love this thing and I don’t need it. Give away. I really love it, but I don’t want it.

Karen: Yay, she’s giving it away baby.

Mary Ann: This belongs in my office.

Karen: Office.
Mary Ann: Belongs in my office.

Karen: But how have you been living in your office without it? I mean, do you have another one in there?

Mary Ann: No, I don’t. I brought it in here because I was working on the kitchen table...magazine, out. Magazine, out. This one I want to keep but store.

Karen: Keep but store.

Mary Ann: This is when I won my first [Emmy 20:00], so I want to keep but store that.

Karen: All right. We’ll let that one slide.

Mary Ann: This is keep but store.

Karen: We’re going to be talking about the keep but store pile.

Mary Ann: Trash.

Karen: This is a keep but store one?

Mary Ann: Yes.

Karen: All right. Once you get everything all figured out, when you go back into these boxes to deal with them, sometimes you can five-box them one more time.

Mary Ann: There was an article about my company in here, so I want to keep but store.

Karen: Okay.

Mary Ann: This is a course I’m not finished working on, so keep but store. I’m getting a lot of [inaudible 20:34]. Here’s a fun little basket of crap.

Karen: Nine, eight, seven…

Mary Ann: This one’s sell. This goes give away.

Karen: She’s my friend. Give away. Okay, there we go.

Karen: Family pictures.

Mary Ann: I think that’s an office. Glow sticks – I think those are trash, and this is all goes someplace else. There are little pieces of office junk in there.

Karen: Office junk. What about the basket?

Mary Ann: Yeah, that’s going to be keep but – it’s going to be goes somewhere else.

Karen: All right.

Mary Ann: These are CDs that belong in my bedroom, so those go somewhere else. I don’t know why they’re here.

Karen: You have maxed out the…usually, that “somewhere else” box is like a rare. That’s why I put it over there.

Mary Ann: The “I don’t know” seems to be rare for me.

Karen: Yeah, what’s with the “I don’t know?”

Mary Ann: Those can be “I don’t knows.” This is the medal I won…

Karen: Do you not really know?

Mary Ann: Give away.

Karen: I win.

Mary Ann: These go somewhere else. They’re my [inaudible 22:00] cards. This is the medal I got when I was in my one and only marathon.

Karen: We might be able to use it for a fame and reputation.

Mary Ann: Oh my goodness.

Karen: We might.

Mary Ann: These are really cool boxes, and I really don’t know if I want to hold onto them or not.

Karen: How long have you had them?

Mary Ann: I don’t know. I’m not ready to part with them yet.

Karen: Do you need them?
Mary Ann: I might; you never know. I just don’t know. Goes somewhere else. Here we have all those bags again that I keep insisting I’m going to use.

Karen: I recently just did this to my own house, and I felt the…

Mary Ann: I paid $4.00 for this bag.

Karen: I had the big…like, my son got a giant toy. I’m like, oh man. It hurt, but I did it.

Mary Ann: I’ll give them away. Somebody else might want those.

Karen: I feel you.

Mary Ann: These are speakers that actually belong here.

Karen: Okay.

Mary Ann: Goes somewhere else. Income tax – somewhere else.

Karen: We’re going to be hammering on this. It’s literally like this just became a catch-all.

Mary Ann: Yeah.

Karen: And it just needs to be distributed around.

Mary Ann: Another magazine I haven’t read in years. Another magazine I haven’t read in years. The same.

Karen: Nice.

Mary Ann: This is something very sacred from my grandmother when she died, so I want to save but store.

Karen: Keep but store, all right.

Mary Ann: [inaudible 23:53] we’re almost done. Okay, that actually belongs to someone else. Another little iPad thing – trash. I have no idea what that is. Give away. I have to take this to my office. That belongs somewhere else. It’s part of a thing.

We got the bottom part done. Do you want to start on the drawers?

Karen: Let’s do it.
Mary Ann: Okay. Those belong here. I watch whales with those all the time.

Karen: Ah, the ocean view.

Mary Ann: Yes. This is great. Inside here…

Karen: There’s cat hair flying.

Mary Ann: Two gift certificates. One for 25 [inaudible 24:47] yoga classes and one for yoga clothes. It doesn’t go in there, so this has to go somewhere else.

Karen: Okay. You’re going to have to justify all these spots where this stuff has to go.

Mary Ann: Tape with cat hair. I don’t know that we need this.

Karen: Barrette with pearls.

Mary Ann: Trash.

Karen: All right. What do we have, pictures?

Mary Ann: Passport goes somewhere else.

Karen: I’ll let her keep the passport.

Mary Ann: This is trash. This iPad thing belongs somewhere else.

Karen: Girlfriend.

Karen: This actually belongs here.

Karen: Okay.

Mary Ann: There’s this.

Karen: There’s the head massager. When was the last time you massaged it?

Mary Ann: I think we can give this away. Ooh, it’s electric.

Karen: I need that other thing that shakes to go with this. Wow. You saw it here first people. That goes in the give away?

Mary Ann: Give away. Scarf – give away. Picture frame – give away.

Karen: Picture frame.
Mary Ann: These are prescription sunglasses, but they probably go somewhere else. I forgot I had those. Here we go with the electronics. I think these might have seen a better day.

Karen: Yay.

Mary Ann: Bye.

Karen: Here’s a little tip. When you bring in the bags of new stuff, don’t just empty it out and fill up your space. Put that much stuff back in the bag from somewhere else just to keep your house even, or else you’re going to start ending up with spaces like this.

Mary Ann: This I have to send to my mother, so that’s goes someplace else. Oh no, it’s give away.

Karen: Yes.

Mary Ann: These are trash.

Karen: Okay, book.

Mary Ann: Somewhere else. Hammer.

Karen: All right, let’s tackle those drawers. Oh my gosh. The key is that you need 50% of the volume of this space to be nothing. The minute it gets more than 50% full, like this drawer is, is the minute you just start shoving everything in there.

Mary Ann: Okay.

Karen: So I don’t need to see like 50% of the bottom of the drawer and this half be full, the 50% could be the top half of the volume of the drawer so you can move things around and see what’s in there. Right now, I can’t get to the bottom without massive lifting up of stuff. So that would be the tip for this whole armoire – 50% of the volume – of the drawers. Even the “keep but store” box – if you don’t have enough space to store that stuff, it has to go through the five-box method again.

Mary Ann: Okay.

Karen: Let’s do it. You know what, we might be able to use this. What is this?

Mary Ann: Actually, this is to remove cat hair from couches.

Karen: I need it in this space right now.
Mary Ann: It actually does belong here, because this is where I keep the cat stuff.

Karen: It’s interesting to actually discuss the function of this armoire. What is its function? It’s in the living room, so you don’t need bedroom stuff. You don’t need office stuff – all those things that were in here. So the function is like your whale watching, your cat stuff, the remote for the TV and a couple of other electronic things that you use.

Mary Ann: Because I use those in this room.

Karen: Right.

Mary Ann: I use the binoculars. I use the stereo system.

Karen: Sometimes, maybe the whole piece of furniture might not be needed in a space. All right, so this is a cat issue thing. It belongs here.

Mary Ann: It belongs here. That’s something I bought to get…

Karen: A little electronic thing.

Mary Ann: I know. That’s a give away.

Karen: That’s give away.

Mary Ann: I really don’t need that.

Karen: Don’t need it. Rubber gloves.

Mary Ann: Someplace else; that’s for gardening. That belongs here.

Karen: What are these?

Mary Ann: You put them in your purse, and they’re bags.

Karen: Oh, the green shopping bags. They belong here?

Mary Ann: They actually belong somewhere else. They belong by the front door.

Karen: Yeah, I didn’t get it.

Mary Ann: You caught me. That belongs somewhere else.

Karen: Tools.

Mary Ann: Toolbox. I don’t have a clue what this is.
Karen: “I don’t know” or I’m going to give it away or trash?

Mary Ann: Trash. Little compact mirror – give it away.

Karen: So you’re going to take all this stuff to a…

Mary Ann: A women’s shelter, or I think my sister is getting ready to have a garage sale. I’m going to just hand it all to her and what she doesn’t sell, she can…

Karen: We’re going to get it on the Day-Timer.

Mary Ann: Yes.

Karen: So this doesn’t just there forever.

Mary Ann: I think it’s two weeks from now when she’s having a garage sale. That’s part of that little machine.

Karen: Gotcha.

Mary Ann: More things I think I’m going to go through – that’s trash. This is trash. That’s give away. It’s for giving a bottle of alcohol.

Karen: Same with this?

Mary Ann: Yes, maam.

Karen: Two, one…

Mary Ann: Trash, damn it. I think that can be trashed. That pen doesn’t work; that’s trash. This has to go in my office until I figure out if I need it.

Karen: All right. Whole bunch of business cards.

Mary Ann: Trash, trash, trash, trash. This one needs to go someplace else because I have a set of those. This is keep but store. It’s a class I didn’t finish, but I will eventually. These are papers I need to keep but store.

Karen: Keep but store.

Mary Ann: This, too, keep but store. That would be trash. I don’t think we need the empty box. So, one of the bars I used to hang out gave me this for my birthday. I’m thinking it’s kind of sad that your bar would buy you a birthday gift.
Karen: Wow. That is saying something there, Mary Ann. I’m still trying to process that.

Mary Ann: I get locked down. I’m like, okay. I don’t go there so much anymore. Things have changed. Trash. This is the exercise machine.

Karen: The shaker.

Mary Ann: Trash. I might give that one away. This is…

Karen: While she’s deciding here, a lot of the give away stuff I have found that a lot of people have imposed what they think another person should want or should need or something like that. I would highly recommend, before you store something in your house – like dolls, and I’ve seen a lot of Beanie Babies, and I’ve seen a lot of inherited items that just keep people down. I would recommend calling that person – that descendent – and saying, “Is this something you’re going to want in the future?” Yes or no, that’s telling you something. If you still feel the need to keep it, even though you promised that you’re going to give it to somebody else, it’s not about them. That is stuff on you, and you really need to sort of peel that off.

Mary Ann: Look how pretty this guy is. I just kind of thought he was handsome, but I don’t know who he is.

Karen: What is it?

Mary Ann: It’s a really cute man. Trash.

Karen: Why don’t we get a real one in here for you? Okay, more stuff.

Mary Ann: What’s that? Oh yeah, my [inaudible 32:54]. I don’t need that.

Karen: Story?

Mary Ann: That’s actually a cat hairbrush, so that belongs here.


Mary Ann: Cat hairbrush belongs here.

Karen: Wow, cats are high maintenance.

Mary Ann: My iPod, which belongs here. Trash.

Karen: Are you Ped Egging it?
Mary Ann: No, I think we can throw that away. Here’s a car insurance policy I had four years ago. I’m with a different company now. Trash. That’s actually a cat brush.

Karen: Cat brush.

Mary Ann: Oh, here we go. It’s a bag from the Apple store.

Karen: Everybody’s got their thing. She likes all things Apple brand.

Mary Ann: Don’t make me throw this away. Please don’t make me.

Karen: Look at her face again.

Mary Ann: I’m flushed.

Karen: Look at the face. Can you see the energy?

Mary Ann: I’m going to take it out of the trash if we put it in there. I’m just going to tell you. If we put it in there for the video, I’m digging it out.

Karen: Very attached to the iBag. This is energy. Can you see the energy?

Mary Ann: Seriously, I don’t want to get rid of it.

Karen: You know, sometimes there’s tears, sometimes there’s laughter.

Mary Ann: Can you put it in the “I don’t know” box please.

Karen: She’s begging. Tears are happening. Okay, she hasn’t used her “I don’t know” box too much. We’re going to put it in there and see if we get a…okay, she’s calming down.

Mary Ann: My AARP information – trash.

Karen: We’re hitting pay dirt. Can you see how the energy is shifting?

Mary Ann: These are like labels from my favorite pair of jeans.

Karen: Jeans tags everybody.

Mary Ann: All right, trash. She’s not easy. I could probably use this in the bathroom right now.

Karen: She’s down to two bulbs in her bathroom, by the way, out of five.
Mary Ann: This just goes somewhere else.

Karen: All right.

Mary Ann: This is very cool. It’s a spy camera pen. You can record conversations that are secret. I have to keep this, but this actually can belong here with some electronics.

Karen: Have you used it? Do you plan on using it?

Mary Ann: Yes I do, when I spy on people.

Karen: So this is the remote, kitty, electronics and spy cabinet. Okay.

Mary Ann: Just as long as we have that straight.

Karen: We’ll see.

Mary Ann: Okay, these don’t work.

Karen: All right. How’s that feel? Gone.

Mary Ann: Goodness.

Karen: Oh God, does this have an Apple thing on it? No. No Apple logo. We’re good.

Mary Ann: We’re good. I don’t think I need these either.

Karen: Linda Ronstadt.

Mary Ann: She belongs somewhere else.

Karen: All right.

Mary Ann: Let’s see. We have a little nerd clip-on sunglass thing. I can give that to the garage sale.

Karen: I don’t even know what this stuff is.

Mary Ann: This is paint for my car.

Karen: Your car’s red. This is brown, I think. That’s called trash.

Mary Ann: She’s making decisions for me here. This is all trash, trash. These we don’t need.
Karen: Little body hair trimmer.


Karen: Office.

Mary Ann: All right. I think we’re clear.

Karen: So now, what we have here is a nice, empty cabinet. This is your opportunity to pull it away from the wall and wipe down the spider webs and the things behind it if it hasn’t moved in a long time, which a lot of these cluttered-up spots just get so stuff is icky and just never have a chance to move. Then you have a chance to wipe this whole thing down. I’m just looking at this door here. I mean, look at that. Just the difference in the energy once you actually get something clean. So we’re just going to go ahead and we’re going to clean this whole unit, so energetically, it just feels that much better. You’re more inclined to take care of it and honor that space.

All righty. So we have this little piece of furniture about as clean as we’re going to get it. My dream scenario would be to fully maintain it – get it painted, sanded, do whatever you need to do to make this furniture feel as good as you want to feel. Especially if you have health issues or anything sort of deteriorating, you don’t want to have deteriorating pieces in your house.

It’s all about having your furniture represent you. If you have a bookcase that’s sort of a parallelogram instead of a nice straight rectangle, that could be like you’re feeling a little out of balance. So you want to make sure those are straight. Wipe off all the shelves in your closets. Even the little rung that your hangers sit on can get dusty, so make sure it’s all just fresh. Open up a window and get the clean air and the chi moving to get what you need – the space that you’re going to be putting the things that belong here – back as freshened up as possible.

All right. In about 20 minutes, including cleaning the item here, we have created this much opportunity for Mary Ann. I want to just get your heads around the feeling of that much space in her house is now going to be dedicated to infinite opportunities as opposed to this useless stuff that was not working for her in her life.

Now we have something juicy to work with. Are you ready to deal with the “it belongs here” box?

Mary Ann: Yeah, I am.
Karen: Are you kind of amazed at how little amount actually belonged?

Mary Ann: I am. I can’t believe how good this feels just to have it all open. I almost don’t want to put anything back in it.

Karen: See, now that’s that tipping point where you just start to…do you feel like the…

Mary Ann: I really do because when I’d watch TV in the evening, I’d just constantly look at all that mess and I would get anxiety.

Karen: Right.

Mary Ann: I’m going to be really excited to put everything where it belongs.

Karen: Let’s do it. All right. So now, what we should do about this is let’s set up zones and categorize where the cat stuff versus the electronic stuff – start envisioning where that all goes.

Mary Ann: Okay, let’s do the cat stuff in here.

Karen: All right. It’s a quick little thing; we can just start with that. You know what, do we want to take this apart and just separate it? Let’s just do that on top of this. That will make it easier for us. So we’ll categorize our items. Cat stuff on that corner; electronics over here; TV; whale watching.

Mary Ann: This goes with whale watching; it’s the case.

Karen: Spy pen.

Mary Ann: You never know. The next time I’m at your house, you might want to look in my pocket.


Mary Ann: All right, well that’s not that much stuff.

Karen: That’s not bad at all. All right. So here, workout. Where’s your workout stuff going?

Mary Ann: I think I’m going to put the workout right in here so I can reach them.

Karen: Great. Okay, family photos.

Mary Ann: Let’s put them up in this upper part.
Karen: All righty. The kitty stuff works in this drawer.

Mary Ann: Yep.

Karen: Look at that drawer.

Mary Ann: I know; this is great.

Karen: Four items. It’s like the volume, the breath.

Mary Ann: Let’s put the whale watching in this drawer because I grab them all the time. I won’t have to search for them.

Karen: Sweet. Look at that; a whole drawer for whale watching.

Mary Ann: Let’s put the electronics down on the bottom shelf.

Karen: Okay. Spy pen, iPod, iPod speakers.

Mary Ann: And the remote control…

Karen: The remote right there.

Mary Ann: Wow, that’s a little bit of a difference.

Karen: Wow. What do you think?

Mary Ann: Unbelievable. Let’s look at the difference in these drawers now. Whale watching. Kitty tending. Look at all this space. She now has opportunity ready to come knocking – plenty of space for it.

Now we’re going to deal with that famous “I don’t know” box. All right, so now we’re going to deal with the “I don’t know box.” What we’re going to do is take Mary Ann’s “I don’t know” things, put a little lid on it, and we’re going to put it in a storage area. Hopefully, you have enough area to store – you know, that 50% real estate rule – enough space to store these items. So we’re going to put this in storage for anywhere between 30 to 60 days, I would guess. Then we’re going to come back and revisit the “I don’t know” box.

Later today, Mary Ann’s going to be putting these things where they belong, either in her office or in her storage area.

Hey Karen – all right, let’s do this. It’s been about five weeks since we de-cluttered. We put that on her Day-Timer to get back in contact with me so I could come back, and I could handle and deal with this with her. Make
sure these are dates with your future destiny for dealing with the “it belongs somewhere else” box and taking out the trash, giving it all away and selling it. It’s not just about putting it in a pile, and there it is sitting in the corner.

Mary Ann: I have to tell you, we did have a garage sale and I got rid of everything. All the things that didn’t sell, we donated.

Karen: Sweet.

Mary Ann: Also, the armoire that we did, I actually decided that I didn’t even need it anymore because there was nothing to put in it. It was time to get rid of that, and I feel really good about a new, fresh start. It’s gone.

Karen: I like that, because you were going to have to paint it. You were going to have to just really do some maintenance on it. I didn’t like the way it felt. It just didn’t match your vibe.

Mary Ann: It actually inspired me to buy a new couch and completely redo my living room, and I feel great.

Karen: And you feel great. You look great.

Mary Ann: It’s almost like a new house.

Karen: Yeah, well the energy shift – expect your environment to start changing, whether it’s situations in your life or, literally, your environment. You start noticing the weak link in the chain – the armoire was like the deadest thing in the room. Now that you’ve brightened that up, and the next thing kind of looks a little bit tired. You start going around and the next thing you know, your whole space is upgraded and you feel so good, and the breath. I always notice people taking this bigger breath when you have that space in your house and in your life.

Mary Ann: It felt really good. It was not as bad as I thought it was going to be.

Karen: Great. Like I said – Mary Ann – we brought her to tears a little bit. Expect that to happen, because this is the energy getting off of you. When you know that that’s a part of de-cluttering, it won’t catch you so off guard. Just go, “Here it is. I’ll be free of it in just a little bit.” So just know you’re almost over the hump when you get that emotional feeling, and then just take that and put it one of the five boxes, and then it’s done.

The “I don’t know” box. I would recommend you calling a friend over that you trust to deal with your “I don’t know” boxes with you. You put it away, we brought it back out, dug it out of the corner of the storage area.
So I would recommend getting your friend to open up the box like this and say, “Mary Ann, what do you need from this box? I’ll get it for you.”

Mary Ann: I need my Apple bag.

Karen: She remembers the Apple bag.

Mary Ann: I’m just going to need the Apple bag back.

Karen: You’re going to need it?

Mary Ann: Yeah. I have things I want to put in it. It’s actually the perfect size to put some of the accessories for my video shoots. It will fit in my camera bag, so I’ve created a purpose for it.

Karen: And that’s cool. Okay. Apple bag accepted. Now, is there anything else in this box that you need?

Mary Ann: I don’t remember what’s in that box. I don’t have a clue what’s in there.

Karen: That’s right, you don’t. Tick-tock. What ends up in the “I don’t know” box are guilt trips. If there’s guilt – and you know what’s going on in your house is going on in your life. If there is a whole bunch of stuff that you’re hanging onto saying, “I might fit it again someday;” “I paid a lot of money for it;” “It’s the only thing I have from Aunt Edna;” “My kid made it;” “I might be able to use it for spare parts if the other thing breaks;” all those things are something that you’re not using now, don’t need now, and it’s just some story wrapped up in your head keeping you in the past or in the future, worrying about maybe not having it in the future.

I see people with crutches and things like that. The leg is fixed, but they’re afraid to get rid of that because they might need it again and because they paid good money for it, or the insurance or whatever, it’s all not needed in your space. So would you rather have crutches or would you rather have that volume of space in infinite opportunity? Your choice. I would recommend infinite opportunity, and watch what shows up.

Mary Ann doesn’t get to see what’s in this box anymore. It’s like why go back into the story, and why get back attached to it? You’ve forgotten what’s in here. It’s the same thing you do with little kids. When you take their toys away and kind of tuck them away, then they forget about them and then you take them out. No harm, no foul, right?

Mary Ann: That’s right.
Karen: So we take this away. Your dear friend comes over and goes, “Thank you,” and she’s going to handle this for you. It’s amazing how many times friends are going, “What did you need?” Everything in this box is like, “This is useless.” So free yourself by getting a friend to help you deal with this “I don’t know” box, and it’s done.

So that’s the whole de-clutter to make opportunities happen in your life by creating some space for it. End of conversation. It’s simple. It’s easy once you get with the program.

Now, once you go through one layer like that, then you peel off another layer of the onion. You’ll eventually get back to that point where you started de-cluttering, and you’ll go, “What did I even think I needed that for?” When you go all the way through and start around again, it’s so freeing. You’ll get to that tipping point where you’re like, “Get rid of it.” Freedom feels so much better than this stuff.

Mary Ann: I would have to agree that is true.

Karen: Nice. All right. That’s the de-cluttering story. Hope you enjoyed it.

[End of Audio 48:49]