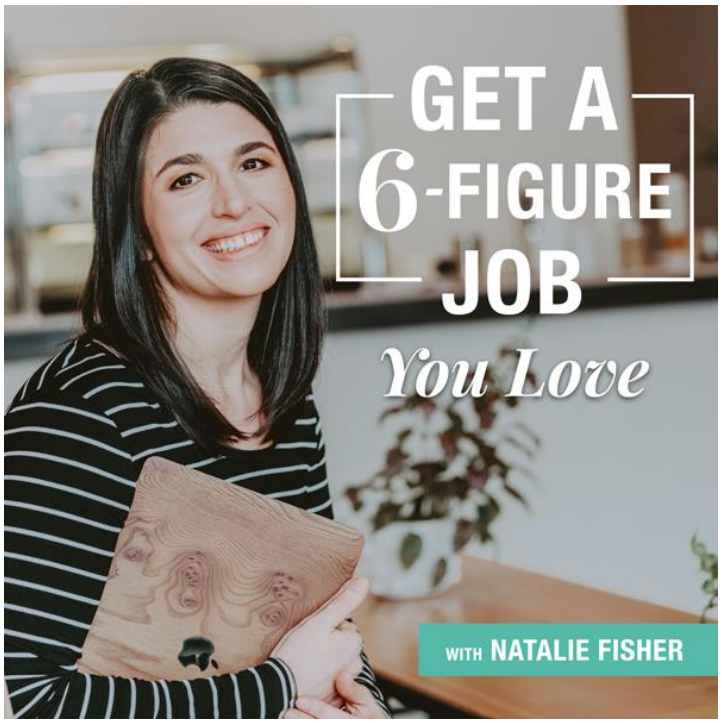
Ep #28: Levels of Thinking



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

Welcome to the Get a 6-Figure Job You Love podcast. This is episode 28, levels of thinking.

Hey there. Welcome to the Get a 6-Figure Job You Love podcast. I'm your host, Natalie Fisher. I'm a certified career mindset coach who also happens to want to skip all the BS and get to what it really takes to create real results for you and your career. On this podcast, you will create real mindset shifts that will lead to big results and big changes in your career and your income. No fluff here. If you want to get a six-figure job you love and create real concrete results in your industry and make a real impact, you're in the right place. Are you ready? Let's go.

Hello, hello everyone. Welcome to the podcast today. If you are new to me, welcome. If you've been listening for since the beginning, welcome back. So today I'm really excited to dive deep into a thing that I use every day, one of the coaching tools that I was certified in at the life coach school, and I'm going to break it down for you and show you how it can create confidence for you. So many, many of my clients come with a certain level of thinking and my job as the coach is to raise their level of thinking so that they can create something new.

And I'm going to show you the path in which that happens, how that happens and run it through some of my very, very common client scenarios that I think you'll be able to resonate with, or at least you'll be able to understand intellectually how this works so that you can apply it to your own thinking and to what's going on right now with you. And if you like to up-level an area of your life, of your career if you're thinking, you're going to understand exactly how you can do that.

So I teach what's called the model, which is the tool that I was certified in at the life coach school. And it's super common for my clients to come to me and have a bunch of thoughts that are not allowing them to get to the level they want to in their career. And so I'll break down what the model is. So it starts with the circumstance, and the circumstance is essentially the thing that's out of our control, the thing that is a fact, it can be proven in a court of law. Everybody agrees with it. It is a fact of life. It can be proven somehow either on a document or it's going to be different from the next line of the model, which is the thought.

So then we have the thought about the circumstance. So the thought is an opinion. It's what you think, what you believe. And the common way we know that it's a thought is because everybody has a different thought about the same particular circumstance, for example. And I'm going to get into a more specific example here. But the thought and the circumstance, it's important that we separate those first. So if you can tell the difference between a circumstance and a thought, then that's the first thing that you need to understand. And then the thought, the sentence in your brain that you choose to think about the circumstance, creates the feeling. And then the feeling then creates the action that you take. So you take action from a particular way of feeling and the feeling is a sensation in your body, is just the thought creating it. It's this just the sensation of what you feel.

And then that creates the action that you take. And then the action that you take then creates the result that you get. So now let's dive into more specifically what that looks like. So very, very common for my clients. They will get a call for an interview. So the circumstance is interview, okay? So they've got an interview for a specific job, scheduled for a certain time. That is the circumstance because it is fact, everybody would agree, that is happening. Interview is on the calendar. It's for, let's say Thursday three o'clock. It's very specific. It's been scheduled. Everybody would agree. That's the circumstance. Now the thought about the interview could be anything. Right? And so very commonly, my clients will have the thought, and I'm just going to use this as an example, because they could have any number of thoughts. But this is one that comes up very often is the other candidates have more experience than me.

So this is the thought that they often choose without knowing. They unconsciously choose this thought about the interview. They're like, "The other candidates have more experience than me." And that creates a feeling of uncertainty, right? Because whenever you think the sentence, "The other candidates probably have more experience than me," you're going to feel uncertain about yourself. And then the action that you're going to take is you're probably still going to go to the interview, but you're going to show up feeling uncertain about yourself, not focusing, not being present or engaged because you're going to be worried about the other candidates and the fact that they might have more to offer. Right? So the feeling might be uncertain, worried, nervous, right? And then from that place, you're going to show up and you're going to be feeling that way and then you're going to speak in a not so confident way.

You're going to be worried. You're not going to be so focused and engaged. Your attention is going to be on the other candidates in your head. Right? And this is not always conscious, right? My clients will come and they'll be like, "Well, the other candidates do have more experience than me. I don't a lot of experience," they might say. And then I'd be like, this is just true. And they might think, so this is a common mistake that they might think that that's the circumstance. Other people have more experience. They might think that's true. They might be like, that's a fact, right? But truth is, they don't know that for sure. And even if they did know it, it wouldn't serve them to focus there. So the result that they end up creating is that they don't show up as their most confident selves and they create an uncertain experience. Right? And they show up in uncertainty and they're not being their best because they're focused on other people having more experience. Right?

So first, you need to see that your circumstance is just a circumstance and you can choose to think whatever you want about it. So the sentence, that sentence that you choose about the interview, is very important. And most of us are just choosing them, our brains, just offering them on default. Right? Thinking yeah, but this is true, right? So I've heard a lot of sentences like "Other candidates have more experience than me" or things like "They're going to be negatively judging me. They're going to think that I'm not capable" or "I'm afraid they're going to think I'm not capable," or "What if they don't like me" or anything that your brain might come up with. And our brain is very prone to coming up with the negative thoughts. Right?

It's very prone to coming up with those things and offering us those things first. So we're just going to stick with the example of other candidates have more experience than me, right? Or some other ones are, "I don't have unique stories to tell. I don't really have any good stories to tell. I haven't really done anything that special." Right? Anything. Think about what your brain runs around with on a daily basis. Right? Probably some stuff that's really not useful to you and you think it's true. So this is where I want to drive at home is you got to see that those are optional thoughts. So if I was coaching a client on this, I might show them this. I might be like, "Okay, your thought is that other candidates have more experience than you." That makes you feel uncertain about yourself.

It makes you feel worried, nervous, tense, whatever the feeling is for you. And then do you see how you show up in uncertainty? Do you see how you're not speaking the most confidently that you could be you're not accessing the part of you that can tell the stories that you do have to tell. You're not showing up as your best self. And then the result is that you're less likely to get that job because you're not really showing what you're really capable of doing. You're not really showing your real self. You're not really showing them what it would really be like to work with you because you're showing up as this uncertain version of yourself. And so then I would explain that and then I would say, "So why are you choosing to think other candidates have more experience?" And so sometimes my clients will say, "Oh, I didn't realize I was choosing that."

Or they might say, "But it's true." And then I might say, "Okay, well, you can continue to think that if you want to, but you're going to keep going into that same pattern of showing up uncertain about yourself, worried, tense and nervous. And how is that working?" So that's how the model works. You have a thought and it creates a result. So your thought always creates your result. Your thought will always end up in your result line. So if your thought is the other candidates have more experience than me, you're going to create the result of another candidate having more experience in getting the job versus you showing up as the candidate who has the most to bring to the table or the perfect combination of things that they needed. Right? And so your thoughts are always going to end up somehow in your result.

And if that's what you're afraid of, that's probably what's going to happen. So I'm going to show you how to turn this around, but first you need to really, really see that's what's happening. So that's like in any thought you have, any sentence you have, is creating a particular result in your life. So once you see that, you see that it's optional and that you can choose it. And sometimes you've been choosing it for a long time. So this is just one example, but a lot of people have been choosing thoughts about themselves for a long time. And that's just what they think every single day. Therefore, it's going to be hard to just flick a switch and change it from one day to the next. So that's why I'm going to show you a concept of levels of thinking and how you can move through them to create the level of thinking that you want.

So once you get that, I will ask you, how do you want to feel? So I'm guessing you don't want to feel uncertain, nervous, or worried or tense in the interview or in a situation where you have to make a presentation or in any situation in your life, you can apply this. I'm guessing you don't want to feel uncertain, nervous, tense, or worried. Right? So what do you want to feel? And you can decide that you

want to feel a different way. So say you want to feel confident or you want to feel calm, or this is one that I like to propose to my clients, you can feel positive, but neutral.

You can decide you want to feel a different way, right? So when you decide that, then the problem that people often run into is they want to just jump to like, okay, what's the new thing that I get to think? What's the new thing that I can think to change my results? And so we have to be careful here that we don't change it to something that you don't believe. Right? Because this is why the mantras and the affirmations don't always work. And I was doing this when I was younger. I used to listen to Tony Robbins a lot. Since I was 15 years old, I was listening to Tony Robbins and he missed out this part. So he didn't explain about how I had to believe the affirmations. He just said, "Say these affirmations over and over and over and then your life will be changed."

And I always wondered, "How come that's not working for me?" And it's because he was missing this part. So you have to believe the thing that you choose to think. Next, you have to really resonate with it and be like, "I can get on board with that." Right? But you can't jump from, "Everyone has more experienced than me or other candidates have more experience than me," to "I'm the most experienced one." That's just not something that you are going to be able to get on board with. Your brain's going to be like, "No, that's not true." So even if you repeat that a thousand times, that's not going to make a difference because your brain is always saying, "No, that's not really true. No, that's not really true." Right?

So you have to come up with something and thinking that there's over millions and millions of thoughts that you could choose, that you could just choose to think them instead of this one sentence that you've picked, which is other candidates have more experience than me, then you're going to be able to come up with something easily, and I'm going to show you how, that you can get on board with that is going to be much more helpful to you in a situation where you want to create confidence.

So yeah, so the levels of thinking. So the first level is going to be that level that I just went over with the example, the other candidates have more experience than me. Not useful, not creating the result you want, not creating the feelings you want, not creating the actions that you want. So once you see that you can move to level two, which is going to be a series of possible thoughts that you can get on board with that are going to create a different scenario for you, different results. So here's some examples. They called me for an interview for a reason. They must have seen something they liked. There's a chance I could be the right candidate for this job.

You could even go in the direction of, I really like this company. It's really cool. I'm really passionate about what they're doing. Right? You might dig into their website, start researching and be like, "This is really cool." I think that they're awesome and it would be awesome to work there. I love that they called me for an interview. It says something that out of all the resumes I was picked for an interview. I know how to communicate my value on paper to get an interview. That's not something everyone can do. I must have value to offer. Right? Because the fact of being called for an interview in the first place is

proving that. Right? And so watch your brain wanting to discount it being like, "Oh yeah, but it's just a phone screen," justifying reasons as to why they called you. But no, there's no reason because they called you because they think you have the potential to be the right person.

That's the only reason. They don't want to waste time. They're not just interviewing everyone for fun. They're doing it because they believe you have value to offer. So there is for sure, a chance that you could be the right candidate for this. You could think this is a conversation to discover if I even want to work there, if this is even right for me. I've already proven to myself to a point that I've gotten this far. Right? So, sorry, I'll say that one again. I've already proven myself to a point or I wouldn't have gotten this far. They probably hire for attitude, not for skill. They can teach me anything, but they can't teach me how to be someone they like and want to work with. A lot of hiring managers openly admit to hiring for attitude, not for skill, and a lot of thought leaders teach this as a more successful way to hire.

So these are just some examples of some things you could think instead of other candidates have more experience than me. And so if I'm interviewing, because I interviewed for a lot of jobs where I did not have the experience required and that was never a problem. So I would think some of the things that I would think were, "Huh, cool. I got an interview for this. Let's see how this is going to go. I'm really curious to see." I would even ask them, "What was it on my resume that stood out to you?" And sometimes it was a referral or something. And so they said, "Oh, well so-and-so said, spoke highly of you." Sometimes it wasn't that sometimes it was just like, "Oh, we really liked the way that you worded your cover letter," or "This was really funny. We really enjoyed your presentation of this."

Right? And this is something else that I teach my clients and stuff is how to use words to really convey their personality. Right? So I know for a fact that it's not just experience, right? So this is a belief that you will want to adopt. Right? Because this is going to be more helpful than other people have more experience than me. Right? I would think some, another example of something that I would think was like, yeah, so what if they have more experience than me? I have, and then I would list the things that I had. I'm like, "Well, I have passion. I'm more enthusiastic. I'm willing to work harder because I know that I would have more attractive qualities than somebody who has a ton of experience." Right? And there's also the thought of, well, they don't always want to hire someone with experience because that person might be a little set in their ways.

And a lot of companies really like to hire someone they can mold and train and help them grow with the company. Not someone who's already grown and then can come and try to rearrange things. So that's another line of thinking, right? There's all of these lines of thinking that will disparage "Oh, but those people have more experience." Like yeah, so what? Maybe they do. It's not a problem for me. Right? So these are options, right? So this is what I chose to think, which is why I was able to get into positions where I did not have the experience. I'm like I did not have a lot of technical experience when I started working at A Books, for example. A Books was then bought by Amazon. I ended up working for Amazon for a while. So it's not about the experience.

And I believe that, right? I believe that so deeply and I've created evidence for that in my life. And I've seen that that's true over and over and over with my clients. Right? And that's work that I've done to come to the second level of thinking and then move into the third level of thinking, which I'm also going to explain to you how you do. But when you start gaining momentum with this line of thinking, then you can start to find evidence that this is true, right? So the value that you provide is not just in your experience, right? Your experience has nothing to do with your capability. Just because you haven't done something before, it has nothing to do with your ability to figure it out. And so when you can start thinking like this and believing these things are true, then other candidates having more experience is not a problem.

And you don't even think it. It's not something that comes into your mind. It's not something that you put focus or attention to. And it's definitely not something that makes you feel uncertain anymore because it's not present. It's not something that's taking up brain space in your mind, right? So you are where your attention is. And if your attention is on other candidates have more experience, then that's where you are. Right? And that's not where you want to be because as I described, it creates feelings of uncertainty, nerves, worry, tenseness, stress. And it's not going to create the result that you want. So that's the second level of thinking, and you can choose whatever you want to choose. So hopefully I offered you at least some thoughts there that you could get on board with. You can be like, "Yeah, okay. I can see how that could be true." Right?

And at the end, I'm also going to give you some questions that you can ask yourself to come up with your own answers as to how you can best come up with your own thinking. And this is what coaching is. Coaching is mining your own brain for your own resources. That is literally the definition of coaching. And a coach just helps you to do that really effectively. Right? It gives you all the tools you need to be able to go and mine your own brain, come up with their own answers and start to become really confident in yourself and your own ability. Okay. So if those thoughts, any of those thoughts resonated with you, ask yourself, how does that make me feel when I think that? Right? Like when I think that they don't just interview anyone for funsies. That's true.

I wonder why they're interviewing me. Must be a reason. And that's going to build your confidence, right? That's going to build your confidence to believe, yeah, I do have value to offer. I have to have value to offer. So you're going to take those thoughts, one of those thoughts, and then you're going to be like, how does that feel? So let's say it feels positive, neutral. So we could go positive, neutral, because that means you're open or it could mean you feel confident, you feel calm or maybe you just feel better. You just feel good. You just feel relaxed. You feel different than when you were thinking, "Oh, but everyone else has more experience than me." Right? So that is going to create the action of you being more present, being more engaged, being more open to a collaborative discussion, maybe changing the approach from which you interview. Right?

So you might have more questions to ask them. You might really be seeing how you're going to be the best fit there. You might be thinking about what you're going to be able to offer them because those thoughts are going to breed a completely different line of thinking for you. That's going to cause you to

show up in a different way, take a different action. And the result that you're going to create is going to be a much higher likelihood of them wanting to hire you. So that's level two. So then moving to level three, this is where people have been doing this work for a while. So some of my clients they've been doing this work for a while and they've leveled up. Their confidence is even better, is even higher. Right? And I've gone through these levels myself as a coach, right?

So level three thoughts, some examples of these. They might be like, "I'm going to crush this." And they really believe that. So it's not like "I'm going to crush this," and then you think, "Oh, but I don't know if I can do it." If you have any thoughts that counter that, if your brain offers you any argument on that, you're not there yet. And that's okay. Right? That's why you got to go back to level two and come up with something in level two that you really believe. And then you'll work your way up to level three. It'll just happen as long as you keep doing the work. So level three, thoughts, "I'm going to crush this. I know that I have what they need. I am amazing. They would be nuts not to hire me. I have everything they need. I can drive results for them. I just need to explain to them how. I can prove to them with X, Y, Z, how I will drive results."

And I've had clients come up with super creative ways of how they do this. Right? And it comes from their line of thinking of, "I just need to prove it. They don't know me. Obviously, they don't know me. I need to show them. That's okay, I can show them." They don't know me, so I just need to explain to them. I'm going to show them exactly how awesome I am for this job. And so I'll just stop for one minute. People think this is going to be arrogant, right? They're like, "Oh, but I don't want to be arrogant. I don't want to be too over the top. I don't want to be conceded." Right? I don't want to brag because in our society, we think that that's a bad thing. We think that we shouldn't be talking like this, we shouldn't be bragging.

And really I'll explain the difference between arrogance and self-confidence. Arrogance is if you feel better, if you feel like you're better than other people, right? Self confidence is just simply knowing that you're good at what you do. And just being really solid in that belief. So as long as you don't believe you're better than others, or you don't feel like you're demonstrating any behavior of showing that you're better than others, you do not have to worry about being arrogant. Okay? You just need to worry about yourself and what you're going to bring and be confident in that. And as long as you're doing that, you don't have to worry about being arrogant because you're just focusing on you.

Okay, so the other level three thoughts. They will need to impress me. I'm going to be negotiating for this job because I know that I'm going to deliver value and they're going to need to show me why I want to work for them. I know that a lot of successful people moving into director positions, executive positions, and such who think in this way, right? They're like, I know. I'm very confident in the value that I bring and they're going to want to impress me. Right? And that's what happens. Right? They have companies who are really trying to wow them. Right?

And this is when you get to the level three level of thinking, this is the stuff that starts happening, the results you start creating. Next thought, "I am an investment of a lifetime. They're not going to want to pass me up. I'm a freaking badass. And if they don't hire me, I will legitimately be confused and sad for them. Of course they will like me and want to hire me. That's how I roll. Of course I will add value. And I have lots of evidence to prove that and I will share it with them."

This is going to be fun. I can't wait to share and speak with my new coworkers. Okay? So this is a level of confidence that you get to after a while of doing this work, right? And then those thoughts create feelings of confidence. And they only create feelings of confidence if you believe them. So this might be far off for you right now. You might be like, "I don't believe that. I can never think of that." Right? A company trying to impress me, what? That's the thing that happens, right? It happens to my clients. It's happened to me. It's a thing that happens. But you have to be at that level of thinking where you believe that. And this is the work that I go through with my clients to get them to this point. Right?

But first you got to be aware of level one. You got to see where you're at. See why you're choosing those thoughts. And then you got to go to level two and then you work your way up the levels. But you don't just jump from level one to level three. It just doesn't work because your brain rejects it. Right? So when you get to level three, then you have this really higher, much higher level of confidence. And then the action that you take is you're not afraid to talk about your accomplishments very openly and very highly. You're very comfortable in talking about your value. You're not afraid of being over the top. You're not afraid of coming across as arrogant. And then the result is that you showcase yourself as your highest self in the best, possible way that you can.

So I have a story about this. I went for an interview and I didn't even really, like I just had these beliefs. I'm like, I am really great. I've pulled off some pretty crazy stuff in my previous position. And I'm like, "And I know this because people had said to me." They're like, "I can't believe you did that. That was so much." Right? So I pulled off an event, a huge event at the very same time that we were moving offices, in the same week. Right? And that just involved so much planning. So everything had to be planned, everything had to be pre-assigned. Stuff had to be delegated. This was like a grand master plan, times two. And it all had to go off without a hitch.

Right? And of course there were little hitches here and there, but I was ready for them because I had planned everything out. And I had time. I wasn't running around like a chicken with my head cut off. I had it planned. And then I had time to deal with any fires that happened. Right? And I remember telling this story in an interview and I was like, without hesitation, just basically bragging about myself. And I was like, "Yeah. So I did this and I did this and I got this done and this happened," and I was having a lot of fun talking about it. And I just remember them, their faces. They were like, "Wow, wow." Yeah. They were just impressed with me because I was speaking about myself in a way that I was impressed with myself. Right? And that's where it comes from.

So I would never have gotten to that place, even focused there, if I was thinking, "Oh, but other people have more experience than me." Maybe they did. Maybe the people that they interviewed did have more experience than me. But I was focused on my story and what I was bringing to the table and what I was able to do. And that's all that mattered. That's all that was relevant to me. Right? Focusing on other candidates' experience would have given me no upside, zero upside. So I hope that paints a pretty clear picture and gives you some examples and helps you run with your own thinking and choosing what you want to be thinking. So the next thing you need to do is you need to reinforce your new thinking on a regular basis.

So you can't just think a new thought one time like, "Oh, I might be the right candidate for this job. I guess she's right. I guess Natalie's right. They are interviewing me for a reason." Right? And then just forget about it. Right? Because that's what your brain will be tempted to do. It wants to go back to what's familiar. Your brain wants to be like, "Well, but it's true that the other candidates have more experience." And it's going to want to go back to that default thinking. Right? So you have to do the work of reinforcing what you want to think and believe. And so there's a bunch of different ways that my clients do this. One of the things that I recommend is the ThinkUp app, which is think. And I don't remember. Yeah, ThinkUp. So thinkup.me. And you can download that on your smartphone and I use this and you can record your own affirmations, your own thoughts.

Right? So I like this because I can choose the ones I want. And then you can listen to them with some very nice soothing, calming music that you can choose. And you can just sit there and listen to them. You can listen to them before bed, in the morning, and you can just choose what you want to program your brain to believe. Right? And so it's very important that you do this regularly because what happens with so many people is they're like, "Oh yeah, that's great. That's a cool idea. I understand. I can think differently." And then they just forget. They just go back to their old thinking, get swept up, back into their lives and wonder why they keep getting the same result again. Right? Wonder why they keep showing up worried and nervous and uncertain of themselves. Well, it's because they're not making an effort to reprogram.

So an example of how it works is say you have a piano, a really old piano, and it hasn't been tuned for a while. So say you're the old piano, you haven't been tuned. Right? Because you haven't learned about this, so you didn't know. You hadn't been using the piano for a while really consistently. You were like, "Okay, I've decided I want to tune my piano. I want to take control of my brain." And so you get someone to come in and tune the piano for you. So say listening to this podcast is like tuning the piano for you. And then the piano will start to go back to its old way, because it's been conditioned in the old way for so long that it's going to go back very quickly to the old way. Right? So the person who tunes the piano has to come back and they have to keep tuning it.

They have to tune it again the next day and the next day and the next day. And then once they keep tuning it for a while, retuning it, they're going to need to come and do it less because the piano is going to start getting used to it. And it's going to be like, "Oh, okay, I need to be in this direction now." Right? So it's a consistent thing that needs to happen and it's a conditioning thing that needs to happen. Right?

So you need to condition your brain very frequently in the beginning and then it will require less and less. And I see it with coaching too. So my clients first come to me, they need a whole bunch of coaching. They have a whole bunch of things they want to deal with. And they're like, "I just can't tell you everything fast enough." Right?

Like there's this and this and this. And so we rewire their thinking and we go in and we're like, okay, we'll take care of all these things. And then they need me less and less. Right? Because they start to be able to solve their own problems, coach themselves using this model and they get more and more proficient at it. Right? And yeah, sometimes there'll be like, "Okay, I really just need coaching," which is great. And I get coaching all the time. I'm not going to stop getting coaching ever because it's always increased, it always uplevels my thinking to a new level. Right? But it's definitely a higher level of coaching and I do require it less than I did when I first started. So this is how I want you to be thinking of your conditioning of your brain. So when you're deciding to change a thought, you're deciding to change your way of thinking, you're going to need to be consistent and come back and practice that new way of thinking on a daily basis, which is why I really like to ThinkUp app.

You can also just put a calendar reminder in, or any mechanism that you want to put in to create that reminder for yourself, that you need to bring yourself back to what you want to be thinking, not just the default of what your brain's going to offer you. And so lastly, I love questions. Questions are my favorite thing in the world because they always invite new thinking, right? And the better quality the question, the better quality thinking you're going to be able to get from yourself. So this one, I'm going to give you a list of questions that I came up with that are going to help you to create new thoughts for yourself that are going to work and resonate and create new results for you. So sticking with the example of like, you've got the interview and your thought about the interview, and this can be applied to anything. But just because we're using this example here, here are some thoughts you can ask.

Why did I get called for the interview and answer that question for yourself. Some answers without me even knowing you are going to be, well, you obviously communicated something on your resume or cover letter that's stood out to them, or you obviously knew somebody that was able to recommend you or put your resume forward. Right? And those are already thoughts that are going to build your confidence and serve you versus, "Oh, but everyone else has more experience than me." Next questions. What do I have that I can offer them? So even if you're thinking, I don't really have that much, I'm not really that good, I don't have that much experience. If that's what your brain wants to offer you, you want to kind of flip it and be like, "Okay, but what do I have?" Right? You always want to start with what is working? What do you have?

Because there's obviously something right? We've been through that. What do I want to know about them? Right? Flip it so your focus is then on them. Do I want to work here? So instead of thinking, do they like me? Am I good enough for them? Think, do I like them? Is this job right for me? Next question. If I already had the job, what would I need to know to be successful? This is a great line of thinking and dive right in, be like, "Okay, what are you guys doing here? What is it that you're trying to achieve? What are your top priorities?" Keeping in mind that they don't know me at all, just a piece of paper that

they've seen, what are some ways that I can show them who I am and what I'm capable of? What are some ways that I've seen in the past other people do? What are all the ideas that I could come up with for how I could show them?

How is it true that my level of experience is not the most important thing in their decision? How has that true? Answer that question. How could it be true that I am actually the exact right candidate for this? How could that be true? How is it possible that if you get this job, it's great, but if you don't get it, it's also going to result in something even greater. What is within my control within this interview? How can I stand out with what I already know? What would impress me if I was the hiring manager hiring for this position? What would I be looking for if I was the hiring manager and how can I showcase that? What are the thoughts that I want to be thinking before this interview? And then very intentionally choose them? What do I know for sure I can do? Where do I know my zone of genius is and how does it apply to them?

What questions can I ask them to let them know that I'm very serious about succeeding in this role in creating the results for them. And I have a YouTube video and I'll link it up in the show notes, it's called Four New Powerful Questions to Ask During a Job Interview, and a powerful question strategy. So before your interview, or even if you just want to check that out, those are really good questions to ask. And that is all I have for you today.

So thank you so much for listening to this episode, it was a good one. And I hope that it has reframed how you are going to go into your interviews, how you're going to go into situations that may have been stressful before and reframe them so that you can level up to level two thinking and eventually level three. And this is what I work on with my clients.

We answer all these questions and more, and we basically completely do a make-over of your current thinking. And by the time you're done working with me, you are not the same person. So thanks again and I will talk to you next week. Have a great week, everyone. Bye.

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