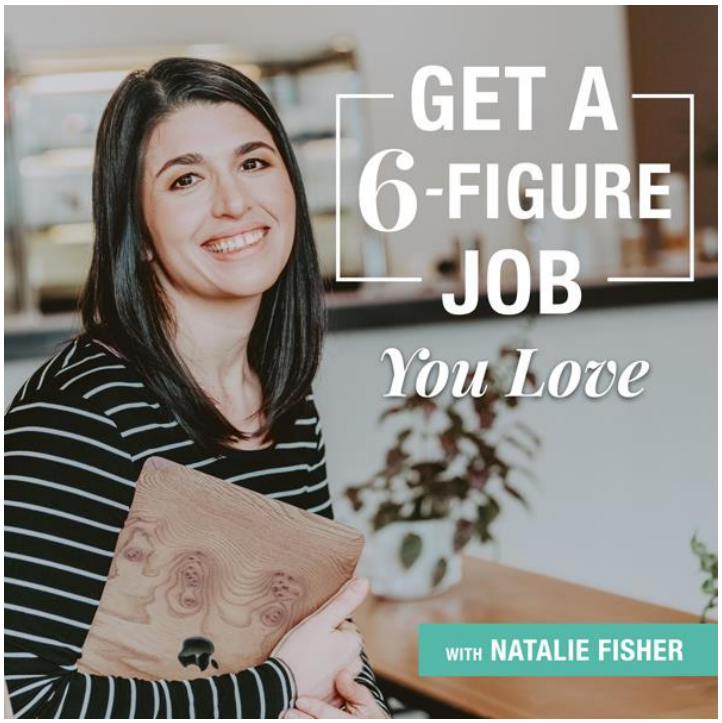
Ep #31: Whole Interviewing



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

This is the Get a 6-Figure Job You Love Podcast, episode 31, whole interviewing.

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 in 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. Welcome to the podcast this week. Exciting stuff. I have so many exciting new concepts and new topics that I'm going to be covering on the podcast, and I couldn't be more excited to share them with you. And today I think we're diving into this topic that is so common. I hear it over and over and over. And so I really just want to dive really deep to help you illuminate why this might be happening. So this is where you're at. And then I'm going to teach you the concept of whole interviewing and why it works and give you some mental shifts, some new ways to think about interviewing so that you can really show up as yourself in the best way that you possibly can and still feel really good about whatever outcome happens.

So this is what inspired the episode, is, throughout the years of doing many, many calls with people to coaching many, many clients, this does seem to be a reoccurring theme that a lot of people get stuck into. So you'll know if this is you if you are going on interviews with no avail. Interview after interview, where maybe you just get feedback that's not informational, not helpful at all. You're going over and over basically with no results. And I do have another episode on when feedback is not available. So if that's you, that one also might be helpful for you. But when you're not getting the feedback that you can use, and it's just non-answers like, oh, you were great, but you were just not the right person, we went with someone else. Or whatever they say. Basically it's a polite no, with no information. And maybe you just keep getting these over and over and over. And maybe it's laced with compliments.

They say, yeah, you were great, you interviewed great, there was just someone else that was better. And maybe you keep repeatedly getting this. That's when you start to feel frustrated because you start thinking, well, what am I doing wrong? What am I doing wrong? And then you're like, I obviously have the skills and experience or I wouldn't be getting the interviews. And you know that's true, but then that's easy to forget when you keep getting told over and over and over again that you are great, but still no. So you really start to get into this baffled state of, why can't I close the interviews? What am I doing wrong? And that really starts to get frustrating and it starts to compound and it starts to hurt your confidence. Because when we really look at the facts, we know that it has nothing to do with your actual value and capability, it's just about how you are presenting that value and that skill. And that's the skill that you need to master.

So that's what we're going to talk about today. So the reasons why this could be happening. The first reason is, you haven't been on enough interviews. That's not always the reason. Sometimes people are like, I literally have been on 20 or 30 interviews and I'm still not landing the job. So maybe that's not you. But if you haven't been on many, so say if you've been on two or five, then it could be that you haven't been on enough. And also in the span of time. So how long have you been looking and how many have you gone on? You want to take a look at that because it is somewhat of a numbers game. Because you are going to be speaking to more people, you're going to increase your chances, but it's not always that.

So the second reason is because you're not going inside of you to find the problem, you think the problem is outside of you. You think it's something that you don't know yet. You think it's a piece of information or a piece of advice or some exact words that someone needs to give you that you could say. And you're believing that that's the reason. Reason three could be because you're not evaluating. So you're not asking yourself really pointed, specific questions from a neutral place afterwards, to figure out if there was anything that you wanted to do differently. You're just not wanting to think about it, avoiding it, and not really digging deep into what was happening there. Like what was going on with your energy? How are you presenting yourself? How you showed up? You're not really taking time to evaluate that.

Fourth reason is you're not in the right energy. You're feeling uncertain, you're feeling uncomfortable, you're feeling nervous. And so it's not working because you keep going back into that same energy, keep going into the interviews with that same energy and you keep getting the same results. So it could be any of those things. It also could be that it had nothing to do with you. So there's always a small chance that they decided to hire somebody internally something happened within the company that they're not going to tell you about. Maybe it was a lawsuit, maybe it was an internal thing that they had to fix, like a fire they had to put out internally so they put the hiring on hold. We really have no idea. It could have been anything. So there's always that possibility. And sometimes you'll see that behavior that doesn't match up. Some things they said don't make sense. So there's always that possibility too.

But where you want to be is approaching this process as a human throughout it. And having the whole interview experience as you interviewing completely as yourself so that you can be like, I showed up exactly how I wanted to, I communicated everything I wanted to communicate, I am very happy with how I interviewed. Therefore, your confidence isn't going to be shaken or your value, you don't think your value is going to be deteriorated in your own head because of the outcome. So that stuff doesn't happen with whole interviewing. So I'm going to introduce this concept of whole interviewing. And so what it is is you want to interview like the whole human that you are and all the components that you bring to the table. And we often don't do this because we're trying to figure out the exact things to say, we're trying to ... I'll get more into the mistakes we make. But we're not normally doing this and we're not normally giving people the chance to really see the person that we are.

And I know that you're great, my clients are all amazing. They come to me and they're having these issues, but they're amazing and they can completely be a huge asset to the company. So whole interviewing is where you can feel confident in yourself and your own value to the point where if they

don't see it, maybe you're a little bummed out because you're a human for sure, but you're not blaming yourself and you're not too disappointed because well, you know you have huge value to offer and you know that's still true no matter what. So your value hasn't changed because someone didn't see it. So you're okay either way. So I want you to be in the space of seeing yourself as inherently valuable, no matter what anybody says to you or what the results or the outcome is.

So for example, I like to talk about $100 bill. So if you go on the street and you offer somebody $100 bill and they say no, I don't want that. You're going to be like, that's weird. I wonder why they don't want it. Do they not understand it? So there might be a bunch of reasons why they don't want it, but you're not automatically assuming that there's something wrong with it. Or if you're saying to someone, hey, I'm going to sell you this Mercedes-Benz for $10 or whatever car you value. But if they don't want a Mercedes-Benz, that's not their style, they might not want it. Or they don't see the value of it, they don't understand it, they might not want it. And it doesn't mean that that's not valuable.

So the $100 is the same value, the Mercedes-Benz is the same value, you and your skills and everything you bring to the table is the same value. But if somebody doesn't see it, then that's where you need to stand firm in it and be like, well, that's okay. Not everybody's going to see it. Just like with anything in the world, not everybody's going to see the value of everything because different people have different opinions and they associate value with different things. So that's where it's not about you, it's just about maybe how you're presenting the value, or maybe you're not a good fit. Either way, it has nothing to do with your actual value. So this is what you need to be aware of in order to be able to interview like a whole human moving forward.

So whole interviewing is knowing your wholeness is enough as it is. Knowing that you with all your unique traits might not be for everybody and that's okay. But knowing that showing up as your whole self and your best self is always the answer, no matter what the outcome. And there's certain things that need to happen for you to be able to do that. Because most of us, we go in there and we're really nervous, we're afraid someone's going to judge us. We're not really giving ourselves the chance to show up as the people that we really are, who can really add the most value and be thinking about what we're able to do and the impact we're able to have in that role and in that organization. We're not even accessing that because we're so worried about what they're going to be thinking about us.

So what most people do instead ... and this is why it doesn't work, and this is why they will repeatedly be interviewing from an energy that doesn't work, because they're going to be doing these things that I'm about to tell you. So a big common one is people-pleasing, and people do this without knowing they're doing it. They're trying to say what you think the other person wants to hear. So maybe you're changing your answers so that they're more likely to approve of them or you're answering not quite honestly or being slightly embarrassed about something instead of owning it because of what you think someone else might think. So I want to share an example of one of my clients who ... amazing woman who's accomplished and achieved so much in her life. And she was in a foreign country and she got a job in this foreign country, a very good position.

And the interviewer asked her, "Oh, how were you able to do that?" And she said, "Well, the truth is that I worked for my husband's family." And she was a little embarrassed about that. She was thinking, oh, well, he's going to think that it was an easy way out for me and that I cheated and I should have done it on my own. So she didn't quite own it. But his reaction was, that is so impressive because it is so hard to work with your family and actually get them to follow you and pay attention to you. So it's even harder to work with family successfully. So that just goes to show that she can own that and there's no reason why she shouldn't. There is no downside to owning all of you. All of your accomplishments, all of your experiences and framing them in a way that for you, you're very proud of.

And somebody else is going to be more likely to see that as a great thing versus something that you might've been slightly embarrassed about. And we all have these things. We're like, oh, we shouldn't be getting help from people, I should be able to do this myself. Or I don't have enough experience. We all have these stories. And so we need to find a way to own every single one of those stories and be really proud of it so that we don't have to try to people please. So we can really show up as ourselves. And it's up to us to be proud of that first and it's up to us to approve of ourselves and our own stories and accept them first before we can really expect other people to do it. Because what we do is we do it backwards.

We're like, okay, well, when you approve of me, then I'll know that I'm okay. When you give me acknowledgement, then I'll know that my accomplishment or my experience was good enough. But it's backwards because you have to believe it first. You have to get in that space where you're like, I own this all the way. This is me, this is what I've done. So we do it backwards. And then we know we're doing this if we're looking to the other person, paying very close attention to their response, to see if they are going to validate you or not. And if they don't, if they're not nodding along and acknowledging everything you're saying and really following you, then you might be thrown off and you might be like, oh no, they're not responding. I don't know if I'm doing well. Because you're counting on them to give you that okay, when you need to give yourself the okay before you go in, no matter what.

And this does not mean memorizing or trying to speak perfectly. So that's another thing we try to do. We try to over-prepare. You Know who you are, my over-preparing clients and students. So we try to over-prepare, we try to have the perfect thing to say, we try to remember all the answers and we have them scripted out. And then whenever the conversation goes into different direction, you get really thrown off. Because that mentality doesn't allow you to be present and trust yourself and your own internal wisdom and your own ability to have a conversation that flows freely, because we can't know everything that's going to be asked or how someone's going to respond. And it's not believing that you should know all the answers 100%, because that is setting yourself up for an impossible task for the rest of your life, because you're never going to know all the answers 100%.

And if there is something you don't know, then it throws you off very easily. So that's something that happens. If you don't know something, instead of being like, oh, okay, well, I wonder how I can answer this or what I can say to showcase experiences from the past. Or when you have that inherent belief in

yourself that you can figure anything out, when you really believe that about yourself, you're not concerned that you don't know everything. You're like, yeah, that's okay. There's lots of stuff I figured out before, it's not a problem. It's not a problem for you, then it's not a problem for them. But most of the time people freeze up and they're like, oh no, I really should know that. That's it, I'm done, they're going to think I'm an idiot. That's where we normally go.

So this stuff is happening repeatedly and you're wondering what's going on, but it's because you're not owning your own brilliance to start with. And a lot of people have a really hard time with that. And that is one of the biggest things that I help people with. So then what happens is you keep going, trying, and trying, but with the same results and your self-confidence is going down every time you get a rejection. And so instead of owning your own skills, strengthening your own belief in yourself, you are letting it diminish. And then that's compounding and you're showing up less and less powerfully in the interviews. And you get increasingly more frustrated and increasingly more discouraged. But it doesn't have anything to do with you because your values are still your value and your skills and your experience and everything is still the same. It's the exact same as it was before.

So it's just the meaning that you've attached to these rejections, to these past experiences, that's creating your interviewing skills to diminish versus become a mastery and a skill that you perfect and that you keep going back stronger from. You start thinking, well, here we go again, this is just another interview. I'm not even excited anymore because I know I'm not going to be getting it. They're not going to tell me why, so let's just get it over with. That's how you start to think. And you try to over-prepare and read all the stories again and prepare and rehearse and practice because you think that is the way to do it, even though it hasn't been working. You get your resume redone several times, you're like, well, maybe it's my resume. But it's not your resume if you're getting the interviews, I can tell you that.

Then another thing that you might do is, if you're in this position is get people to evaluate you. Do mock interviews, practice with people who can give you feedback. And that's helpful to a point, but it's not going to make you believe in yourself. Because again, you're still looking for someone else to validate you. The mock interviewer to tell you, that was good, you did a good job. But really, it's just like a fake validation. Because even if the mock interviewer says that you were great, that's still not a job offer, it's not the result you want. Therefore, it's just a little hit of, okay, yeah, I know I'm doing good, I'm doing good. But then it gets to the point where you're like, well, I'm doing everything I can, I'm practicing, I'm rehearsing and it's still not working. And so you try to gather more knowledge thinking that more knowledge is the answer and preparing more is the answer.

It's like doing more of the same, but it's still not working. And then you might think, okay, well maybe I need to go back to school and get another certification because maybe somebody said that to you. But we know if you're getting interviews, that's not what you need. So getting another certification or building your skills out in another way, that's not going to solve your problem if you still don't have that inherent belief in yourself and aren't owning your own value. So the reason why this doesn't work is because people-pleasing doesn't give people a sense that they can trust you. Because people can sense that you're trying too hard and it's a turnoff. So people can sense when you're looking for that validation

from them and when you're relying on it. And it's being a needy energy, or you need them to tell you that you're doing good before you can believe you're doing good. And that's a turn off.

And if you've been rejected several times in the past, you're needing that validation even more. You find yourself like, oh, I really need them to give me that validation because you don't have it. You're running on an empty tank for validation fuel because you haven't been giving it to yourself this whole time. If you had been giving it to yourself this whole time, you wouldn't need it from anybody else. And so it becomes a turn off and a repeated behavior. Memorizing the answers and trying to over-prepare doesn't work, because when you're focused on trying to remember all the things you wrote down and the script that you want to be able to deliver perfectly, you can't be present and engaged with what's actually happening in the conversation. So you miss so many opportunities to ask them great questions back to get to the heart of the issues in the interview that they're really dealing with because you're so focused on keeping it on script.

And you think that the perfect answer's what's going to work. But you've been doing this already and you know it doesn't work. But you don't know a different way, so you keep thinking that I just need to do better at this, I just need to be better at this. But that doesn't work because the real problem is deeper. It lies with who you are being. And what I mean by who you are being is, what you are thinking and believing about yourself and how you're feeling and what energy you are in, in the interview. So what do you give off? What vibe do you give off? And a lot of people are giving off a needy self-conscious vibe instead of a confident, calm, I can help you vibe. So both people-pleasing and being a perfectionist, it's called a perfectionist fantasy because you think, okay, once I have 100% of the answers and I know everything and I can say it all perfectly, then I'll get the job.

So it's called the perfectionist fantasy because we know that's not ever going to happen. And you don't need to. You think that one day you'll do the interview where you're so prepared that you can actually know 100% of everything and you'll know before they ask you and it'll be perfect. But those things don't work because they put you in a needy energy and it turns people off, and it's never going to happen. I can just tell you that right now. You're never going to have all the answers all the time. Maybe you might come close, but if you're that person, if you do over-prepare and you've been over your stories a million times, I can tell you that you can stop doing that because that's not where your work is. You've already done enough. And preparation has a diminishing return because like I said, you want to keep yourself so focused on what you prepared and you want to remember it, that you take yourself out of engaging naturally in a conversation.

And that happens to the extreme with my students who are the studiers. So when you're overly prepared and overly rehearsed and you're concerned you won't know something or you're worried you're going to mess up, that's when you take yourself out of the presence and you really don't even give yourself the chance to be the person that you are, the whole person that you are in the interview, because you're too concerned with being perfect and remembering all the scripts that you memorized. And when you're worried about what they're thinking about you, because you don't fully value yourself or understand why you're so valuable or why you're a major asset to that particular role, you can't

access the best part of you. You can't access the highest level of your thinking. So they don't really meet you, they meet the robot that you prepared and sent to the interview.

So we know that none of the facts have changed. Your skills, your experience, your personality are all still intact. And that's why you keep getting called to the interviews in the first place. You've just gotten more and more frustrated, more jaded and more discouraged along the way. And it's only because you have been looking for the answers outside of you and you keep looking for the answers outside of you. And when you don't find them, you get more frustrated and more needy and graspy for more information. And I've been here. I used to do this a lot. I had so many coaching calls where they were like, it's not about that. And I'm like, no, no, no, I just need another strategy, I just need another thing. And it's like, no, it's not about that. So you'll know if you're doing this, if you keep telling people about what's happening and saying things like, I don't know what I'm doing wrong or if you say, I need to go over my stories again, I need to study these questions again, I need to prepare some more. That's how you'll know if this is you.

You'll be like, I think I need another certification. You'll think it's in a certification, it's in a script. You'll think it's in the perfect words. You'll think these things are why you're not getting it. You'll think it's in knowing more, having more answers, thinking you have to be perfect each time. And since you're never going to be perfect anyway because you're a human, then it doesn't work. It's like a human trying to be a robot and failing over and over again because it's not working, because a human is not a robot. But the real reason is within you. It's what you're believing about you. Your value, your accomplishments, yourself, your past experiences and what they mean.

So if you were laid off, what do you make that mean? Or if you were rejected in the past, what do you make that mean? And if you haven't taken a deep look at these things, you're not going to be able to really cultivate that feeling of pride around them, which is always available. And so that you can then shine through in the interviews and be yourself, be the amazing self that you know you are. Because it's not within your awareness to do that right now, because you think that they want to see a robot showing up perfectly with all the perfect answers. But that's not what they want, trust me. That's not what actually gets them to hire you. So what you need to do and what actually is going to work. So what needs to happen is that you need to have a very clear understanding of your own value, what you bring to the table, how you add the value, why you're the best person for the role and seeing the role in the maximum potential.

So if the person in the role is the exact right fit, they're thinking at a really high level, they know they can figure out anything that needs to get done, what is the maximum potential for the role? And you need to think of yourself as the person who is able to fill that position in that way, to the point where you're brimming with pride to talk about who you are and what you can bring. Not in an arrogant way, but in a self-confident way. So the difference between arrogance and self-confidence is simply, arrogance means that you are presenting yourself as better than everybody else. Self-confidence just means you are extremely confident in your own abilities to either do something or figure things out. So the first step is,

bring awareness to the character traits that make you uniquely good at your job and specifically why you do it.

So why are you passionate about this work? Why did you choose it? Out of everything you could have chosen in the entire world, why do you want to do what you do? Step two, do an intake of your accomplishments and things that you figured out. How many things have you figured out in the past? How resourceful have you been in the past? What have you done in the past? What accomplishments have you achieved? And I have clients who .... they forget about the things that they've done. I had one client, she won an award and she totally forgot about it. So dig deep and really do an intake of your accomplishments and really own them. This is a big thing that I help my clients with. Step three, create your human stories around what you do and how you do it differently and uniquely. Infusing your personality into those stories.

So storytelling is a huge tool to showcase value. And most people do not use even a fraction of what it can do. So you want to start creating your unique stories. And I have a guide that we will put in the show notes below, and it gives you 10 examples of successful stories, fill in the blank templates. And if you can't think of your own stories, I have 25 questions to ask yourself, to be able to create those stories from scratch, because I know they're in there. Anybody has a good story, I promise you. And I know you have some, so just download that guide below and that'll help. So step four is, you need to approach the interview from a place where you are inherently valuable already, and they would benefit from having you on their team. And you can only do this if you've done steps one, two, and three, and you've really dove deep into that.

So you need to approach the interview from the place of, they would be lucky to have me, I'm here to offer value, I have everything they need, because otherwise I wouldn't be here interviewing. You need to really approach it from that energy like, okay, I'm keen to see how I'm going to be able to help them, I'm curious about what they're doing. I think they're really awesome and I know that they're going to think I'm really awesome. And you just want to have that vibe, which is not where most people go. Most people are like, oh, I wonder if they're going to like me. What if they don't like me? What if I can't do it? What if I'm not good enough? What if I'm not smart enough? And that compounds if you get rejected, when it doesn't need to, because we know that you can. Otherwise, you wouldn't be there.

So step five is you need to evaluate your interviews with a deep sense of curiosity. And you're not allowed to do it from shame or from beating yourself up for not being perfect or for not having known things that you feel you should have known before. So that is something I do not tolerate with my clients. They're not allowed to shame themselves or beat themselves up. It is completely not useful. We think it's useful, but it doesn't help. And I bet you, you know this if you've been beating yourself up your whole life. It probably doesn't feel very good and it doesn't motivate you to get back out there. So that's how we know it doesn't work. So evaluating from a deep sense of curiosity.

And I would recommend you check out that podcast on Becoming Rejection Proof. It tells you exactly how you need to deal with the rejections in a way that can just help you to move forward without having any drama about it because it's just part of the process. Why this works so well. Because when you start doing this process, you rely on a deep sense of trust in yourself and a deep knowing that no matter what, you are valuable. Whether they see it right now or not, it doesn't matter. It doesn't mean anything about you. Because you're not relying on the perfect words that are memorized, you're relying on your own self as being the truly capable person to do it. And when you're in the job, you're not going to have a bunch of scripts that you're going to need to read. You're going to be you, and you're going to be able to interact as you. So you need to do that in the interview starting on day one that you meet these people that could be your potential new coworkers.

That gives them the clearest picture of what to expect when they actually start working with you. Because they're not going to get a robot version of you when they hire you. So it hasn't worked up until now because you haven't addressed the root of the problem. And the root of the problem is within you, because I can prove this. Because you can go on 100 interviews, and if you still don't believe you're good enough, if you still don't really know the value of what you have to offer, why you're different, why you're unique, why your skills and personality stands out, then you aren't going to solve your problem. If you still aren't really sure, you can prepare 1000 times, you can get 1000 certifications, you can get a PhD, it doesn't matter. None of it is going to be the thing, because you still haven't solved the root of the problem.

If you're not feeling proud of yourself and certain that you can figure anything out, if you don't know the extent of the value and impact that you actually have had in the past and will have in the future and how it matches up to help them, then it's still going to be the same results that you were getting. So it doesn't matter what words ... the words are a lot less important than we think. It doesn't matter how you dress. I mean, dress as you. Like I always say, dress in what makes you feel the most comfortable. It doesn't matter how much you care about what they think about you, that matters zero. They're not saying, oh, I hope we get someone in here who really cares about what we're thinking. That's not what they're thinking.

They're thinking, we want someone confident, someone where feel we're in good hands to put them in this responsible position. We want to feel the confidence and the certainty from them so that then we can hire them, because that's what we want. Ultimately, we want our problem solved. You'll be repeating the same cycle because you're thinking there's no way out. If you keep repeating the same cycle, you're eventually going to give up on your dream. And I'm not going to let that happen. So it's not about the words, it's not about how you look, it's not about your accent, it's not about how much you care about what they think, it's about you, what you believe about yourself, how much value you really believe that you're going to be able to bring to the role.

And that comes from you doing an intake of your accomplishments and having that self-confidence that you can figure anything out. And it comes from what we talked about earlier in the podcast. That's where it lies. So moral of the story, the answer is within you. It's not outside, from more information.

And that's what I help my clients tap into. Because they're geniuses, they really are. They've done so much amazing stuff and yet they're like, I don't know why anyone won't hire me. And it's just because they need a bit of help to believe in themselves and to see their own value and their own brilliance. So once you are interviewing like this, once you learn how to interview with the whole interviewing concept, this is what will start happening, you won't feel bad about the interview if you don't get the job. You won't beat yourself up for not saying something right or perfectly, you'll just learn from it and move forward.

You won't be caught off-guard if they ask you something you're not sure of, you won't panic for not knowing, and it won't throw you off your entire interview game. You won't be second guessing yourself throughout the whole thing, you won't be doubting yourself throughout the whole thing, you won't be looking intently at them to get validation or to use their reactions to reassure you of whether or not you're doing well. You won't be concerned about them judging you negatively or whatever. You'll know that you're good enough and you're happy to be able to present your skills and experience to them. You won't have those feelings of insecurity, worrying about if they are going to like you and hopefully they accept you as a human and hopefully they're going to hire you. You won't have that feeling of trying to outrun your humanness by trying to be perfect.

You'll stop needing to obsessively prepare. You'll be able to sink into trusting that you are enough as you are, no matter what happens and that you are there at that interview for a reason. And you'll know that you're simply working towards an inevitable result. So no matter what happens in that particular interview, you will have that confidence in yourself and trust in yourself that no matter what you are going to land an amazing role in an amazing organization that you'll love and that loves you. And in order for this to happen, you're going to have to develop a few skills. The first skill is going to be self-acceptance and self-love. Second is going to be self-confidence, really tapping into that self-confidence of your resourcefulness, your curiosity, your ability to figure things out. The third thing is going to be increased failure tolerance.

And it's not as difficult to increase your failure tolerance when you are in complete acceptance of yourself and proud of yourself for your own accomplishments, and you have that self-confidence to figure it out. You're not going to be as afraid to go to an interview and get rejected. That's not going to be a problem anymore. And then tenacity. You're going to have that tenacity and perseverance to just be like, it doesn't matter what happens, in the end, I'm going to get this done. I'm going to figure it out no matter what. So those are the skills that you're going to need in order to make this happen. And the results that you're going to be able to create from this process are you're going to show up with so much more confidence to the interviews, whether it's because you're not going to be hanging your worthiness on whether or not they respond well to you or not.

You'll be feeling confident in yourself, no matter what happens. You'll know exactly what to do to use a rejection to come back even stronger the next time. You'll be proud of your accomplishments and your experience and you'll talk proudly about them. You'll have a deep seated belief that even if you don't know something, you trust yourself that you'll be able to figure it out. If you don't know something, you

won't automatically jump to, I'm stupid, I really should know this. You'll start to feel like you're really aceing those interviews, feeling confident no matter what. You won't rely on the outcome to determine your value. Whether they choose you or not, you will still feel confident and certain in your value. You will have a more pleasant, more fun, more relaxing interview experience.

You'll feel good about showing up authentically as yourself. You'll feel confident and accepted of your own accomplishments, skills and history, regardless of whether they decide to hire you or not. And to sum it up, you will generally have a better life. Because when you're not hanging your hopes and your fears on what someone else is going to say or think or do, you get to take all your power back and be in full, complete control of where you see your life and what direction you go in. And if you'd like my help, you know where to find me. And I talk a little bit more after the podcast ends on the outro of how you can work with me. And I really appreciate you being here and listening. And leave me a review because I am offering you a free gift for anybody who leaves me an iTunes review. And I will be back here next week with another exciting topic on the podcast. All right, my friends, thanks again for tuning in. And I'll talk to you next week. Bye.

If you're resonating with what you're hearing on the podcast, I want to tell you something. If we ever talk or work together or interact in any way, I will not, even for a minute, buy into the story that you can't get the job you want at the pay you want and deserve. I will not buy into the story that the recruiter said you needed to have more experience or that you were told that you needed to get another degree or certification before you could be considered, or that there are so many other great candidates out there that are more qualified who have already applied, or that you need to check with your accountant first or whatever the excuse you have that robs you from your power. I will not buy it.

Because what I know for sure is that if you're not being valued and if you're not being paid at the level you know you can and deserve to be, there is a clear reason why, and it is a reason that is completely within your control. If you want to learn what's really been holding you back so far and you're ready to get some help, head on over to www.nataliefisher.ca/apply. I will be able to help you identify why you've been stuck so far and exactly what you need to do to move forward. And I will help you do this by showing you how to take control of your career. How to set the frame for what you want, instead of thinking that you have to be at the mercy of what you have. And as we all know, if you don't believe that the job you want is available and that you can have it, you will always settle for the jobs you don't want.

If you are ready to move out of that space and into a better situation, I am here to help you. I'm going to teach you exactly what to do with lots of examples. Head on over to www.nataliefisher.ca/apply. I'll see you over there. And when you leave me an iTunes review and send me a screenshot of the review directly to my email at natalieatasknataliefisher.com, I will send you a free gift as a thank you. And this free gift, I usually sell it for $100, so it's $100 value, and it contains 50 examples of behavioral interview questions. So if you've ever stumbled, second guessed, rambled in an interview not sure exactly what to say, I have this free guide that's going to give you so many examples that there's no way you'll be confused at the end.

It's helped thousands of people land jobs, just from understanding so clearly what needs to be included. So if you don't know how to tell a good story, inside you'll find the exact words. If you don't know what stories to tell, you're going to see the components of a successful story in action, and 50 at that. You don't think you have any good stories to share, don't worry, there's 25 questions in there to ask yourself to pull the stories from your own brain. To get your hands on this, all you have to do is leave me an iTunes review and send it to me to my email and I will respond with this guide. Thank you so much for listening and I will talk to you soon. Bye.

Thanks for listening to this episode of Get a 6-Figure Job You Love Podcast. If you're ready to dive deeper into your career mindset and start creating bigger, more impactful results in your career, join me at www.nataliefisher.ca/getstarted. I'll see you over there.