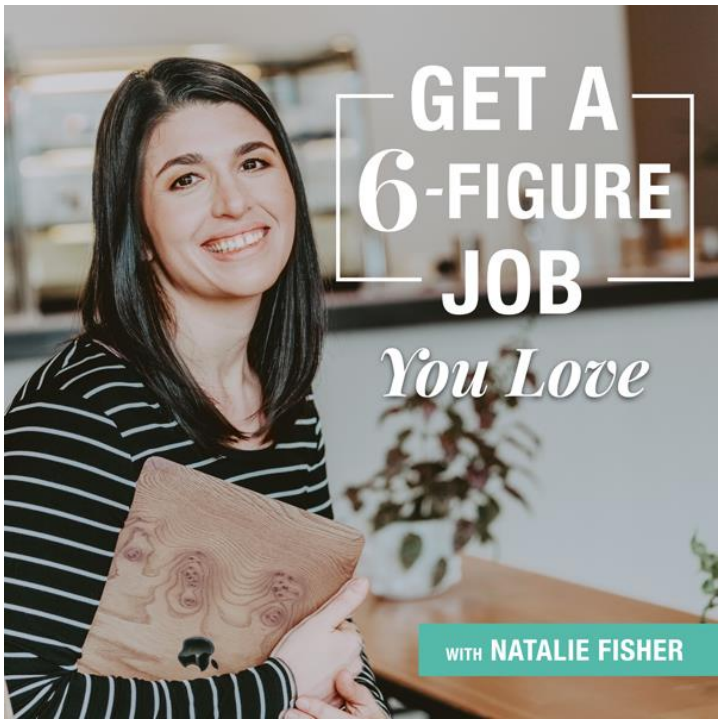
Ep #52: Mastering Commitment to Big Goals: A Client Success Interview with Constance Jarrett



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

You're listening to the Get a Six Figure Job You Love Podcast. This is Episode 52, mastering commitment to big goals. Another client success spotlight with Constance. Hey there, welcome to the Get a Six 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.

Well, hello, and welcome to another client success spotlight interview. And today we've got a very special guest on and as you listen to this interview, and as you listen to all the interviews, my goal is that you see little glimpses of yourself within the story where these clients had the belief before that maybe something wasn't possible, because obviously they hadn't achieved it yet. But how they moved through their belief to get to where they are.

So for Constance, she was working on making a transition from insurance to Salesforce in tech. And we're talking to her now on the other side of the goal. She's now in her dream Salesforce six figure position. And she's going to talk to us about how she did it and the things along the way, the decisions she had to make along the way, her thought processes along the way.

And she does a really great job, I believe of saying out loud what everybody's probably thinking before they start making strides towards something like this, before they hire a coach, before they get support, before they make the decisions that Constance made. She does a really good job of articulating how she was feeling and how she went through that process in order to get to where she is now.

So these interviews are purely here to inspire you, show you what's possible and talk about it with the people who have actually done it. So it's not just me talking about it, but we also get to go inside of the brains of the brilliant people who have moved through really impossible goals. Or, as I like to say, all goals are impossible until you do them. Because if you haven't done it yet, of course, you're going to think it's not possible because otherwise you would have done it.

So love this interview, love chatting with Constance. And I really hope that you can get a lot out of it. And I always want you to come back to how you're going to apply this to you, how this applies to you, how you see yourself in the story because it really is possible for you. If you have a human brain, you understand that you can choose how to think and if you're listening to my podcast, you know that because you've been absorbing the different thoughts that I share with you each week, then it's absolutely possible for you, no question.

So here's Constance. I am super excited today I have another very special guest. I feel like this one is extra special to me. We have a Connie on the podcast today. And she's going to share about her journey of getting from... Well, I'm going to let you and we're going to let Connie introduce herself, before I get carried away. Connie, take it away.

Well, it's great to be here, Natalie. Wow, what can I say about myself? My career began, how to find a new career. And I've been in the insurance industry for 18 years. And the ultimate thing of being, and position was eliminated. And I've been really probably over the last couple of years working there, wanting to change careers, wanting to do something different.

I tried a business, it didn't pan out too well. And just thinking what else can I do? And technology was one of those things that always something that I had always gravitated towards to but not really, I want to say, really get into because things of money, going back to school.

I figured I would listen to a podcast or a YouTube video, I think of a gentleman, he was in the tech field and he was talking about Salesforce and when I looked into it, that's just what... I was like, "Wow, I could do this." And there it began. And so when the position was eliminated, that's when I started just really working, know the thing with Salesforce, everybody know about the infamous Trailhead, well, the Trailhead just started working on that.

Then I got connected with a nonprofit, where she was definitely a force in the industry for the last 15 years. And she had a project that she was working on. And that's where it all began. Of course, this was all non paid time, but definitely being able to work on a project and being able to work on the Salesforce platform was really good. But the big thing was being a newbie in the industry, you don't have that experience, that's there, it all started.

Yeah. So you had passed the Salesforce exam, you had some experience, which I remember we coached on a lot about being non paid. And then what started happening from there? What roadblocks did you start hitting, even though you had technically what you needed to get the Salesforce job? What roadblocks did you run into?

One of the biggest roadblocks was the thing of that I had in my head about the experience. My biggest thing that I have talked to up to that point had been recruiters. It was, "Well, you don't have enough experience." And if you go on the job or when you look at most jobs, it depends, well, let's just say in the tech industry, is usually the minimum at least they want is three years.

That's the standard, if you want to say that. And that was what I was running into, and I'm getting interviews with recruiters, but it's just not getting the position. So that's where I was getting the problem.

Yeah. And really important point there to highlight because I think a lot of people go through this. I've had other clients as well that go through this and recruiters, they are just in that one space where they're like, "Okay, if you don't check the boxes, then we're not going to continue you."

Right.

And that's where people can get really easily discouraged. Because they're like, "Well, it's just not possible." So anyways, as we continue on to tell your story, Connie, we'll explain how it is possible, even despite these obstacles. So yeah, so recruiters, and then having them reinforced that belief of, "Oh, I need three years experience, the experience I have isn't good enough," blah, blah, blah.

And then having to overcome this limitation that looks like it's a fact out in the world. So tell us a little bit about how you were able to overcome that. Because I mean, you obviously don't believe anymore, that that's required because you are on the other side of it.

Yeah. Well, I guess that's where you come in. Because I think I was in that space, "Okay, what's going on here? I'm getting the interviews, and it's not working in." And then I was thinking, I think sometimes everybody has that wisdom part of them that says that, "Well, maybe it's this."

And I think in my case it was, "No, well, maybe it's the way you're thinking about it." They did pop to my mind and mindset. And then I had been following Natalie for, I don't know, maybe a year.

Yeah, you told me it was about a year.

A year maybe. When it had mindset coast setting, I was like, "Now, this is it." So I think just sitting here working with my mindset, because doing something different from what I've been doing before, going into another industry. And I think we talked about this, where I never had problems with interviews before. And when I started this, that's where everything was like, "Okay, I didn't realize I was this bad at interviewing."

And then it all started not, it wasn't that just bad at interviewing, it's just the way I was thinking about it.

Yeah, you just have these limiting beliefs that you didn't know you had. And that was blocking you. Yeah, totally. Exactly. Yeah. And so with that, being able to overcome that and now being on the other side of it, being able to see, "Oh, okay, that wasn't true." And also throughout the whole experience, all of the limiting beliefs get shown.

And so what do you think the biggest fear was that you had to overcome to ultimately make the decision to be like, "I'm going to do something different and I'm going to hire a coach to help me with this." What do you think the biggest fear was that you had to overcome there?

Believe it was going to work. I think it's just the belief that it was going to work for me. You go through those things like, "Well, is she going to take my money that's?"

That's what people are thinking.

Yeah, that's the thing comes up in your mind because [inaudible 00:09:52] online, I haven't met you, I have seen some YouTube videos. This is one of the biggest thing and then you think about, is it going to work?

Yeah, thank you for saying so perfectly what I'm sure everybody's thinking.

[crosstalk 00:10:08].

So how did you get over that? What made you trust and have that belief in yourself and in me to make that step? Because it is a big step.

Yeah, definitely, I think a big thing about when you talk about getting someone a coach, just in general, a coach in anything, is showing up. I think and I guess you could say that same thing about me is, am I going to show up? Am I going to come in [crosstalk 00:10:40]? And am I going to do the work?

So, I think the big thing was overcoming that belief, that is going to work for me.

Yeah, and then making it work. Now you're the kind of person who you can hire a coach, you can decide you're going to spend money on something, and you can make that work now.

[crosstalk 00:11:02]. Right.

Because you realized it was... And of course, the coach is going to provide you with guidance, and whatever their process is, but ultimately, you're the one who applies it and makes it work. And so yeah, beautifully noticing that and like I always say, to people that are considering working with me, I always say that I will meet you, I'll be there with you the whole way. But you got to come and do your part of it, right? And then I will be there to guide you.

So it's like you're the hero, you're the person who's going to go do the thing. And I'm the guide, the adviser. So you got to find the right person, the person that you connect with or the person that resonates with you. And then the rest is you believing in yourself, which is a big step. And I think the biggest blocker for a lot of people.

So thanks for sharing that so openly and honestly, because I do think I love it when people just say what everyone's thinking, but nobody wants to say it out loud. So I fell like that was one of those moments. So thank you.

So what would you say was the biggest shift that you had? So there was that, the one about the didn't have the official paid experience and seeing evidence of that. What other mental shifts would you say you had along the way that really assisted you in getting to this result?

I think the biggest mental shift for me was just thinking... I hate to say, just one day, it just happened, but sometimes-

One day, it just clicked. Yeah.

Yeah, one day it just clicked for me because we had been gone through this. And it really hadn't been that long. It's just that I have been listening to other people in your video you've been doing through your series. And it seems like it just happened in an instant, or it happens faster. But I think with me, it was just the more that I kept with the coaching, it eventually click for me.

Yeah. And it has to when you keep showing up so committed, it has to click, it always does.

And it has to click and I think what happened with me was that just saying like, "Okay," one day I just sat down and I was thinking of like, "Okay, what is it that I'm needing to do?" And it was just about, "I just got to think about this differently." And just really sitting down and I know you talk about affirmation.

The affirmation part, played a big part of it. And I think with me working well with my affirmations, just being really more intentional on that and listening and writing them out and [crosstalk 00:13:43].

Yeah.

I don't know, it just opened something up for me one day that, I don't know, I just got it. It sounds a little wishy washy, but that's just how it happened.

No. Yeah. And I've heard... Yeah, no, it's exactly right. And so can you tell people about the affirmation process that I took you through because people don't know that because they haven't worked with me.

Well, I think in the very beginning you talk about the ThinkUp. Is it ThinkUp app?

Yeah, ThinkUp app.

And we meet every week, you get, you have different affirmations that you need to say based on the way that you're thinking in that particular week, or the most thing that you're needing to break through on, I will say. Reverse that to yourself, and that was how it worked.

And with me, it started with the networking part. And when I really broke through with that, it was more that it really got back to my mindset of believing that I can do this.

Yeah. And just brainwashing yourself to be like, "Yeah, I can't do this." Yeah, based on all the things yeah. And so the affirmations for sure, are a big part. And I use them with all my clients who want to go through that process.

And just to explain a little bit on it, it's coming up with custom thoughts that are really going to work and resonate with each person because something that might work for Connie might not work for somebody else.

And so it's finding that magic formula of thinking that's going to work and just going to get you to automatically go into the results that you're wanting, which is exactly what happened here and was just exactly what happens with my other clients as well. And with myself, because I use this same process and it works. It just works. So sometimes it's hard to describe exactly because it's going to be different for everybody. Right?

Right.

So, that's probably why, but thanks for explaining that. And you were just really committed. I can't go far enough to say that you were just so committed every single week and showing up and taking everything that you learned from the session and applying it in the affirmations. And that's just a true commitment to, "I'm doing this no matter what, no matter how many times I fail, or how many times someone says no, I'm doing this."

And that was something else that I wanted to mention... We did a calculation, how many noes did you end up roughly? I feel like you ended up getting before the yes came through.

I want to say roughly about 50 [crosstalk 00:16:24].

Yeah. Wow. Yeah.

[crosstalk 00:16:29], that's just no. Natalie talks about the noes as, "Okay, these are people that you've actually talked to you interviewed with," I will say roughly that amount. [crosstalk 00:16:39] to how many applications we have applied for since, but that's roughly how many noes I got.

And so it's just so much sweeter, that after that you've persevered and gotten through all those noes to get to your result and imagine now what you're going to be able to do. If you can do that-

Right.

... then whatever other goal is coming, is going to be so much more. It's so much easier and possible. And you just know it's done because you've already gone through this. A lot of people in their marketing want to talk about just the shiny result. And that's why I like to tell the full story because I'm like, "That's how it goes," right? And if you're committed to it, and you want it then whatever it's going to take.

And I know that you also... I wanted to ask you about how you embrace the process, coming back in every week and getting coaching on the interviewing, evaluating the interviewing, improving and how you started to have fun with the process? Do you want to talk about your experience of interviewing? Before, where you were avoiding it. And not even wanting to go because you were like, "Oh, they're just going to say no," to really embracing and being there for it.

Yeah, when you hear no or the ultimate nothing.

Yeah, the ghost.

Yeah, you either get the no or you get that ghost part. And when that happens, you start, that's where that doubt comes in and you start not believing in yourself. And you're thinking that, "Okay, this isn't going to happen for me." When I was coaching, when Natalie was one of those things of, "Okay, you know this was going to be easy. Everyone's going to do it. It's just one of those things that you have to," because I would thinking people really...

Let me just put, I don't want to put down other people. As far as with me, you don't think about the amount of work it takes when you want to set a goal or set something, doing something different, something out of your comfort zone. And when it doesn't come in that instantaneous way, something else may have come.

I've applied for jobs before. And it's only taken me maybe three interviews before I got the job. And in this case, it took a whole lot longer. So you start thinking something is going on.

Yeah.

And so it really took me to really look at the process and think about what was being said in our coaching sessions and say, "Hey that is true, I'm doing something different." And then it also goes back into where you have other goals in your life and it didn't happen instantaneously as you thought it would, and you give up on it. As one of the things of it really teaches you to just keep going, if you really want to do it and that's it.

Natalie used to tell me too like, "Do you really want to do this, Connie? I mean, we could stop this right now."

That is a good trick.

[inaudible 00:19:42].

Yeah, and we're talking about a big goal here, right? So it's really important. I want to slow that down for a second. We're talking about a big goal here, right? And a big goal like a six figure position in Salesforce, it's going to... And something that you've never done that before. Right?

It's a big goal, it's a stretch from where you were, doubling the salary that you were making before. And it's just going to take what it's going to take. And it's, again, coming back to that commitment of, "Are you in it for the whole thing?"

And a lot of people exactly how you described it, again, they just start going into that self doubt. And that is exactly why it's so important to keep getting coached to keep coming back and bringing you back to that, because at the end, this is what you get to enjoy, right? You get to enjoy that. And it's so much sweeter once you reach it because you know that you're the person who now decides you're going to do it, and then you actually do it.

And there's no price to be put on that, it's a priceless feeling. So how do you think you ultimately feel differently now as a person after having achieved this?

Wow, I feel like a totally different person. I think before the thinking, or the way you have your mindset, well, as far from me the way I had my mindset was, of if it happens, it happens, if it don't, it don't. And now is the thing about I can look at it as, "Okay, well, if I set this plan," and if I just think about this differently, if I think about it in a way of it being impossible. Know what are the steps that I need to get to this and be committed to it can happen.

Yeah.

That's the way I think about it now is just, now when I go into things, first thing I say is like, "Okay, what is my mindset like now?" I think that-

Yeah, totally. Yeah.

[crosstalk 00:21:45] my life is now is like, "Okay, what is my mindset going into this?" [crosstalk 00:21:49].

Yeah, so good. So good. Yeah, starting with the thought, starting with the mindset versus, "Okay," doing, doing, doing, which is what a lot of people do because they don't know how to slow down and pay attention to that mindset piece.

Right.

And so as far as what you're going to be able to do now, having achieved this results. And even on our very first consult, you talked about what you'd be able to do financially, how your life would be different. What are you looking forward to now after this has happened?

Wow, I think I'm just looking forward to, I know for one thing I'm just looking forward to being in this, being able to enjoy the goal that I set for myself and just be in a... I want to say, you gave this analogy a couple of times to me about the future, [crosstalk 00:22:38] like future Constance, "Future's Connie is already there, and you need to go and meet her."

Now I've met her, she's there, and now it's like, "What am I going to do now?" When you think about, how I'm going to set this next goal in my life. And I think it's just the big thing is the mindset, the money is definitely nice on his part of it, being able to really breathe on some things, being able to take care of maybe some bills, and maybe go vacation, those type of things that comes through.

But I think the biggest thing that I didn't realize, because when you first go for a six figure, going for a bigger position, the biggest thing always on your mind is money, which I'm not saying that's not what you want. But I think with me, it was a big thing about how I changed as a person. [crosstalk 00:23:36].

Yeah, totally. And while as you changed as a person, the money comes as a by-product.

Right.

That always happens. Yeah. And especially because that was your intent, your goal. And you raised yourself to the point where you believed you were that person who could contribute that much value. Right?

Right.

And all the work that you did on yourself along the way is now showing up in your results.

Right.

Yeah. So good. So what were some of the more shifts that you made that you didn't expect to make? What really surprised you during this process?

The biggest thing that surprised me was, honestly I have to say that I kept going.

Love it.

That was the biggest shift for me because even though I have accomplished things in my life, but also I can say that when things really at felt like difficult and I didn't know what to do or I got frustrated, I also give up and that was one of the biggest things that I was just really, really, really surprised that because you say the thing of, "It takes as long as it takes, it takes" and I was like, "What? I don't want this to take forever."

Yeah.

And then I started embracing that. It was like, "Okay." [crosstalk 00:25:02] if it takes as long as it takes, and I think that was the biggest thing that turned me around [crosstalk 00:25:11] comfortable with that, right? [inaudible 00:25:13].

Yeah. And I think that it works differently for different people. But thanks for bringing this up again, because it's something a lot of people think about, they're like, "Oh, well, I don't want it to take forever. I don't want it to take that long."

But the alternative is not doing it because you don't-

Right.

... want it to take longer. So you're like, "Well, I don't want it to take forever, so I'm not going to do it." And it doesn't move you closer, quitting doesn't speed you up, think like attaching to the timeline and being desperate for it to happen immediately doesn't speed you up.

And it's counterintuitive because that's where our brain wants to go. And so you did a really great job of embracing that. And then really just evolving yourself throughout the whole process. And really just taking it all in and now becoming the person who will make things happen a lot faster because now, right?

And also, I do remember this coaching session that we had about the time that it was taking, and it's at the end of the day, you get to now enjoy this position, you get to now enjoy every single year after that of your life or your work or your career, making a lot more money doing what you love. You get all these benefits. And at the end of the day, yeah, so what if it took a little bit longer? It's really-

[crosstalk 00:26:25].

... it's worth it.

I think that was one of my big... The time thing was a block for me.

Yeah, there was a lot of, "I should have done it by now. I should be here by now." And and I remember we were talking about how that wasn't useful because you were going to get there anyway.

Right.

Yeah.

I didn't believe it was going to take me forever, anyway. It may seem like that, but in my mind, I was like, "Well, it's not going to take me forever."

No, it doesn't. And it happens in a minute. Remember when it happened, you were like, "Yeah, it happens in a minute." Yeah, it doesn't take time at all. It's just having your mindset aligned. And sometimes it just takes longer to get your mindset aligned, but once it is, then it happens very quickly. Yeah.

Right.

So what will you take from your coaching experience moving forward, going into your into your new role and your new goal to be setting yourself up for success?

I think the biggest thing is the thought, that whole thought process of-

Yeah, starting with the mindset first, yeah.

Starting with the mindset first, I didn't realize how important that is. I didn't know that the thinking is what really dictates because if your thinking is in that place of, "Okay, well, I may not know how to do this, whatever is coming in front of me, I'm going to figure it out." That thing of, "It's okay, if you don't know it, you're going to figure it out. It's going to worked out." If you have a plan-

Yeah.

... it's going to happen. I think that's the biggest thing that I've taken away from, it's my total mindset of everything.

Yeah, and I noticed too. I do feel like I'm talking to a different person now than when I first met you. But the thoughts you have about yourself now and the beliefs you have about yourself, when I first met you, you were in self doubt, you didn't really believe in yourself, you weren't really sure. You had enough belief in yourself to take the step forward and be like, "I'm going to do this." But now, how would you say you think about yourself now versus then?

Yeah, I remember that first call. That was-

Yeah, me too.

... my mindset was totally different from what it is now. I think the very first call we have, I was definitely feeling a lot of self doubt, low self-esteem, just really, really down on myself. No one else could have been more down on me or talk worse to me than me at that particular time.

Yeah. And that's a reality for so many people. Yeah.

Yeah. And right now, I just know that I'm capable, I can figure whatever it is out that needs to be done, have the smarts and intelligence to do it.

Yeah. And you didn't need paid experience, you didn't need three years of it.

Right.

You didn't need any of those things you thought you needed.

Right.

You just needed to change the way you were thinking and be committed to doing that. Yeah. Amazing. Yeah. And so how would you describe the process of coaching to someone who's never experienced it before?

You know I-

I don't know if you'd worked with a coach before. Had you or was that the first time?

I've worked with some coaches before. And when you're talking about a career coach, there are different types of career coaches out there.

For sure, yeah.

And when I first started with you, my thinking was that, "Okay, she's going to tell me what I need to say in these interviews." Even though, you specifically have mindset coach there, but I still thought, "Okay, well, she's going to tell me what to say in an interview."

Yeah, that's probably what lots of people think.

I think when you're looking at going to get a career coach, you got to look at, where are you really having those noes issues at. And as far as with me, I just knew it had to do more with the way that I was thinking about this. And I will say, for people that if you are definitely going through a career change, and you're doing something totally different, just look for a coach that's going to give you the everything that you need, as far as going with that mindset.

Mindset, thinking when you talk about, when you look at exercise, and they say, with exercise, you're losing weight, what is that thing? 80% of it is mindset and 20%.

Yeah, is mechanics. Yeah, or the actions.

I feel the same thing about, when you're looking at changing careers because a lot of it is going to be mindset. [crosstalk 00:31:12]-

Absolutely. Yeah.

... been in a career that, in my case 18 years, and going to totally something different, a lot of it is going to be mindset and looking differently.

Yeah, because there's a lot of beliefs there that are blocking you from making that change. Right? Yeah.

Right.

And that's a really good way to put it too. And, yeah, at least 80% of it is mindset. And I love that you brought this up too because my clients do this a whole bunch of different ways, right? So I give them strategy. And you know how inside the program, their scripts and templates, and all the different ways that resources and tools you can use to go and make this happen.

But ultimately, it is the mindset that makes any of those things work. And the way that I know this is true, is because every single client has done it a different way. Right?

Right.

So not everybody is going to meet somebody on LinkedIn and then get a job from there. Not everybody is going to... People use all sorts of different things. And that's why the way that I coach, I'm so much more interested in mining for your own genius, and mining for what you already have. Because that's what's going to get you the best results.

So yeah. So the process of coaching itself, to someone who's never ever had a coach before, they don't know what it is, how would you describe the experience?

I think it's a good experience. The whole purpose of me doing this was that the process, you showing up every week or whatever, [inaudible 00:32:43] at times, with us it was every week, and when you're in those sessions, just really trying to soak and absorb what is being said, and secondly is, executing it.

And I think that's the big thing about if you're going to do a coach, know you have to think of as you going out and executing what you're getting from those sessions.

Absolutely.

It's not about the coach is going to be able to tell you what to say or and it's just going to happen. A lot of it is, it's you have to get out there and make it happen for yourself. You have to believe that it's going to happen. And also trust that person that you're with. Sometimes we go in also with this frequency thing of...

It took me a while to get out of my way of how this is supposed to happen.

Yeah, releasing the how.

Yeah, releasing the house, just doing something different. I think with me, the big thing, like in your session, we talk about the networking. The networking was one of those things that I had to overcome because that just wasn't one of those things that I was doing in my search, sending a letter to cold, basically it's cold-calling.

Yeah.

[crosstalk 00:34:10] And asking to meet for coffee or ask about a career, that was one of the things that really it took me a couple of months or so just to do that. Because it was just something I wasn't used to.

Yeah, and then you became the master of it.

Yeah. I became the master. Once I really embraced, and just [crosstalk 00:34:30]-

Yeah, totally.

... I definitely, became the master of it. I think you have to look at the process like that, is that it is a process. My thing was, that the end of our time I'm going to have a job. I think it didn't happen that particular time and you just have to go with the process.

Yeah, just deciding that this is happening no matter what. And that was the mindset. Yeah, absolutely. And yeah, to clarify on that. The networking is, I like to open it up to all channels. So networking is a big way. It's just so many opportunities that are not posted on the job boards and stuff. But like I was saying before, not every client will get a job through networking. Many will. But there's so many different ways to do it because it was ultimately around what you were thinking.

And I just really appreciate that you were just willing to take on every challenge, every suggestion, everything, you were just there to apply it, even if you didn't want to, even if it was uncomfortable, you were doing it and it really shows up in what you've been able to create for yourself. So congratulations, and thank you for just embracing that journey, because I'm so, so proud to be able to say that you were my client and that we did this.

So how would you describe me specifically, as a coach? I think it's important for people to know what they're getting into if they're considering working with somebody. What would you say about my-

Your style is, I don't want to say this as.. Definitely-

Go ahead. Be honest.

Natalie, the reason I think I chose you is because you are very blunt and not [crosstalk 00:36:10]. And I don't want to say this in a way that it's a bad thing, but it's on task because I have a story where I think, I want to say it's the very first session, and it was the thing about, you go through the pay thing and you ask whether you want to do it? And my think was I said, "I want to think about it."

You was like, "No. You need to start now."

Yeah.

"Is it a yes or a no?" And it was like "Wow," this [crosstalk 00:36:36]. You have to make a decision now. If it's a no, it's going to be a no, if it's a yes, let's be your yes. Definitely, keep you on task and-

And I find that's when people get the most transformation is right then when they make that decision, right? They're like, "Okay, I'm in the route." Because a lot of the waffling, what I like to think, the reason why I like to do that is because it doesn't serve anybody for you to go off and think about it, right?

Because then you're just thinking about something, you're thinking about an extra decision in your life, that you could just be getting to work either with or without me, right? So it's not useful, but we do have a lot of thoughts around it. And so a lot of people do want to go think about it.

And I've created a lot of content around decision making, because I really find that process fascinating. We waste a lot of time in confusion as humans.

Right.

We're just like, "Okay, well, I don't know, maybe, maybe not." And then we don't end up doing anything. And a lot of people can stay confused for months or years. So, yeah. Again, that and I've been called blunt before and I think it's a little bit of tough love approach because ultimately I want what's best for everybody. But sometimes it's necessary to be like, "Okay, we got to make a decision here."

Exactly. I guess the whole purpose of having a coach is to push you, to make you think different.

Exactly. Yeah. And not everyone's willing to be there for that. And so that's where I get to see, "Okay, is this person ready? Maybe they're not ready." Yeah, evene if they're not ready, then they have to go do it their own way, they have to go do their own thing. But if they're ready then we need to get started.

Because if I'm calling you, it's obviously that I'm ready.

Yeah, exactly. Yeah.

[crosstalk 00:38:29] decision of doing it. It think the thing of you just being really consistent and just really helping you look at things in a different way. And even though that little bluntness is there, I mean, it's also a good thing because that's the whole purpose of having a coach.

Yeah. And I always say the difference between you don't want... A coach is paid to tell you what you can't see yourself, right?

Right.

They're like, "Okay, I'm here to look at your mind, to see what's going on, to see why you're not getting that result." And that's going to sometimes take hearing some things that you don't want to hear, having some realizations that you're like, "Oh, wow. I don't..." Sometimes you're going to have to sit with it. And then you choose what you do with that information. Right?

Right.

So yeah, really well said. And so what would you say to someone who's on the fence about hiring a coach?

Do it. It's the thing of, "Don't wait." Especially if you are in a space, you need a coach. Me coming to find out, coaches can... You're going to need a coach for a lot of reasons in your life.

But since we're talking about career, if you're going through a career change, and you've been out for a while, we'll go ahead and get the coach in the beginning of the process if you can, and if money is an issue, you can definitely find ways to get the money, but go ahead and do it [crosstalk 00:40:02]-

Yeah.

... especially if you're contacting someone because if you're contacting someone, that means that you really want to go ahead and do it. And just let it do it. Stop wasting the time because I think I wasted a year. It was a year before I really contacted you. And if that had happened in the beginning, things may have happened accelerated or quickly for me than it did. But things happened the way it happened.

But yeah, just do it. Stop contemplating and then thinking like, "Well, what if this doesn't work out? Or that doesn't work out?" Just go ahead and do it because more likely it's going to work out.

Yeah. Well, you get to make it work, which is what you've been a really beautiful example of. Because people think like, "What if it doesn't work?" And it's not about it working or not, it's about you making it work.

Right.

It's like, "Well, what are you going to do to make it work?" And it's there, it's worked for many, many people before. What do you think would be a reason why somebody would not get results with coaching?

I think the only reason is if you allow your ego to get in the way, that's the only reason I would think that you wouldn't get what you want out of coaching. Because if you're not going in with really an open mind, gung-ho, it's not going to work. [crosstalk 00:41:21]-

Yeah. If you're resistant.

[crosstalk 00:41:25], if you're resistant, if you're looking for something to happen in this particular way. [crosstalk 00:41:30] coaching, that's the only way it can't happen. Because if you're not willing to listen to your coach-

Yeah, the person that you paid to help you. Yeah.

[crosstalk 00:41:45] to help you, [inaudible 00:41:45]. I don't see any other way that it can't work.

Yeah, well said. Yeah, I fully agree. And also if you didn't show up or do the work.

Yeah. [crosstalk 00:41:55].

That's also another reason. Yeah.

[crosstalk 00:41:56]. You've already researched this person and you've already done all the things that you had to do in the front end to just get to the point of talking to the person. So, yeah.

Yeah, absolutely. Thank you, that was really well said. So what would you most want people to know who are in your position, when you were when you started? They're doubting themselves, they're not really sure if they can do this, they have a few limiting beliefs, what would you want to let them know, is possible for them?

That it's definitely is possible. If you want to do something that you really have, when you say you want to, there's something that you want to accomplish, and you have this little, sometimes the hairs go up in the back of your neck or you get this little sign thing in your stomach, you know?

Yeah.

And you really resonate with it, and we know what that is. It happens differently for everybody, but when you really resonate with something, and you go into it, and you figuring out that it's going to take a little bit more, it may not come as fast as you want it to come. But if you just really stick with it, get the necessary help and guidance that you need. And if you set those goals, it can happen.

Yeah. And I wanted to, before we stop the interview, because I wanted to talk a little bit about your results. So you got the six figure Salesforce position. And I love what you told me about when you were interviewing and how you were really feeling like you were able to show up as yourself.

And that was, I think another one of the big shifts that you had throughout the coaching was enjoying being yourself and answering the questions and speaking about your past and your background with pride. Do you want to talk a little bit about how you created the results in the end with these things?

I think the biggest way that I created that was just, like you said, I really embraced... I had this thing of thinking, I was telling Natalie that I was thinking my background really didn't matter, the only thing that I was doing [crosstalk 00:44:09] in Salesforce that matter. And not bringing that whole wholeness of who I was into that interview because in my mind, I was thinking it didn't matter.

But when I really start really embracing what I've done in my past as far as work past, all the great things that I've done. I've been able to accomplish and put that all together in that interview when I really started embracing it and looking at it, doing a little research on how to bring all that together in an interview and doing it in a very authentic way and not...

I know you talk about and you have your podcasts and videos about not trying to say things in an interview that you think that that particular employer wants to say. And that's what I was doing and in the beginning of me interviewing, trying to come up with things to say so they can connect with it and, "See I did this." And when I let that part go and not trying to please the interviewer, but really come in, just being myself and speaking about great accomplishments and how it could be contribution to the organization, it just really helped me a lot.

I mean, I just felt, I wasn't [crosstalk 00:45:32]-

Yeah.

You talk about and this was a big thing with me was trying to prepare for the interview before and going over all the questions and trying to figure out what to say. It was one of those things that once that connected and once I started connecting everything together, I didn't even do that anymore.

Yeah, exactly. And that's exactly how it needs to go. Because really, the information is within yourself, you have everything you need already there. It's just a matter of figuring out how you can access it when you need it. And yeah, the beautiful process of just being like, "I am enough. I have all this background." And reframing it in a way where you can see why it's so valuable to somebody, why it's so valuable to the organization and it can be applied to the work you want to do.

Because it's not just, I talk about it, how it's not just your case, your Salesforce experience or what you've done there. And that's relevant. And yes, you want to talk about that. But your whole character traits, your whole, what it's really like to work with you. The determination that you've had in the past, we talked about a lot of stories where you overcame things in the past that you were like, "Oh, yeah, I did that." And just you as the whole person, not just what you think they want and giving them snippets.

So I think you did another thing that you did there was doing a really good job of just embracing that. And taking that on and being like, "Okay, that is enough," trusting like, "I am enough." And then those moments are really, really important in your life. Because now you get to go forward and work with these people. And you are going to be you. So you might as well be you for the beginning, right?

Right. Be you from the beginning.

Yeah, amazing. Awesome. Well, is there anything else you want to share? It's been so much fun.

No, I mean, it's just been really great. This whole experience has been really great, because it's really taught me a lot about myself, and anybody out there who's going through the same thing that I am, just embrace the process and believe in yourself that you're doing it because if you had the thought in your head that you can do it, then, I think that, I know that's-

That's enough.

... [inaudible 00:47:43], but it's enough that if you say, "Well, I can do this," then, you know.

Yeah, it's a cliché for a reason. It caught on for a reason. Because there is truth to it. It's just you have to, yeah, and I know that it's like, "Oh, believe in yourself, you can do it," blah, blah, blah. And there's so much more to it than that, but it has to start there, right?

It starts [inaudible 00:48:05].

Yeah, it has to start with a belief. Even if it's small, I can help you grow that. That's what we do is strengthen that belief. But thank you so much. Absolutely. Everything you said is going to be so powerful for everybody. So I can't thank you enough, Connie. It's been amazing having you as a client and I can't wait to see what you're going to do next.

Thank you very much.

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