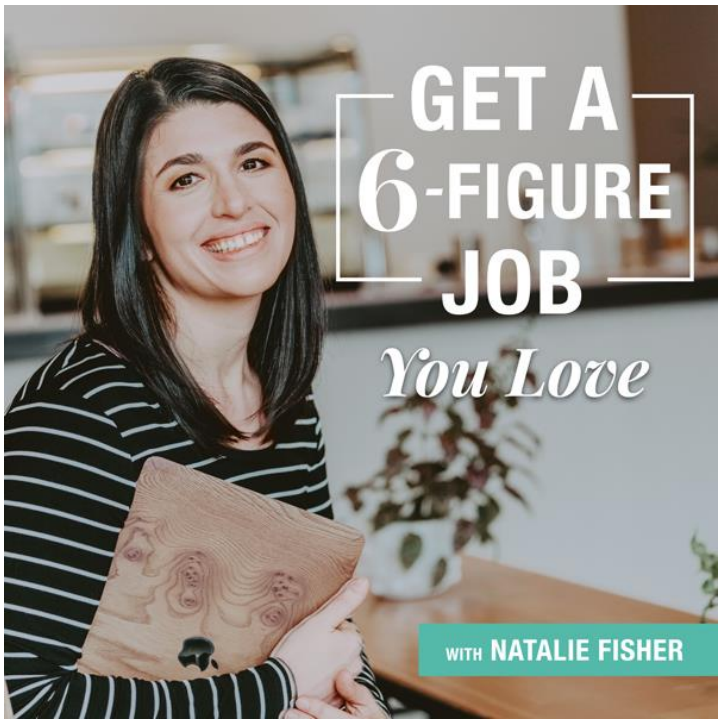
Ep #63: Failure Pride



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

Hello. Welcome back to Get a 6-Figure Job You Love. This is Natalie. This is episode 63, failure pride. 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 6-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.

All right. Today, I'm talking about failure pride. It's a topic I've wanted to talk about for awhile, and I'm going to do it a little bit differently today, because this is how I really feel about failing. Failure, first of all, is a thought. It's not a real thing. It's just a thing that we label failure. If you went to an interview and you didn't get the job and your goal was to get the job, then technically you failed, but you also learned a lot, right? So, I like to say it's winning or learning. It's not failing. But we call it failure as a society. So, this episode is called failure pride, because I want to teach you to be proud of your failures. New concept, right?

A lot of people don't talk about failures. They have their programs, and they'll advertise, and they'll say, "These people had all these successes and these testimonials, and this person did this so fast." I have people who do that too. Right? They get results super fast. Then I have people who take longer to get results, right? But they succeed because they don't give up, because they keep failing until they get it. Right? I've been one of those people. I failed a lot, and then when I got it, I was so freaking proud of myself. Then I was so much stronger to go do the next thing. So, if it's taking you a little bit longer, there is nothing wrong with you. It is totally fine. Sometimes that happens, and sometimes you can have a quantum leap, which I show you how to do in my 6-figure curriculum mastermind, and I show you the difference between people who do and don't and the mindset shifts that it takes. Right?

But failing is always a part of it, always. Right? I really want to make a point to talk about it, because I think it's important to know that rejection, failing, all of it is part of life, and there's nothing wrong with it. We've grown up to think that there is something wrong with it and that we shouldn't be doing it and that we should be embarrassed of our failures. what that does is it stops us from continuing on. It stops us from trying. It stops us from really digging in and taking the learning, because we're embarrassed about it, and we don't want to look at it, and we're like, "I feel ashamed. I feel bad about that." I want you to reframe it to the point where you could actually feel proud of it. Right?

When I'm working with clients, they'll often tell me, they're like, "I've just failed so much in the oast. I've just failed at that, and I feel bummed," and they're feeling bad about their failures. Right? This speaks to me because I'm like, "Do you realize how many people haven't failed as much as you, and they don't have that experience that you have?" Then we dig into, "What did you take away from that? when you failed there, what exactly would you do differently next time, and how are you using that now?" They have a lot. They have so much that's made them how excellent they are today because of those failures. Right? So, whenever you're doing anything to start with, you're going to be failing a bit. It's a foregone conclusion. I can already tell you that that might happen. Right?

If you don't fail, then you probably need a bigger goal, because you're not challenging yourself very much at all. Right? So, if you get the job right away, great. If you only have to do one or two interviews, great. Then you want to challenge yourself in your role, and you're probably going to fail a few times to get the results you want, because you're going to set a big goal. That's kind of what I'm all about, is we want to set big goals, and then we want to fail and then we want to reach them, and then we want to feel amazing. Right? You can't do that if you're trying to protect yourself from failure or if you're trying to not fail. So, if you failed a bunch of times, congratulations. I just want to tell you that you are in the field, you are in the arena, you are playing the game, and you are to be admired and honored for failing,

for being rejected, for whatever. Right? Because you put yourself in those situations and you deserve credit for that.

What we do is we keep telling ourselves that it's not a good thing, and we keep trying to avoid it in different ways. Some of my clients, they'll be like, "Well, I don't want to go to interviews because what if I miss out on the opportunity because I failed?" Right? So, they're afraid. So they fail ahead of time and then they don't do it. Right? So, they might reschedule it, be like, "I'm just too scared. I don't want to go." Right? Or they might not go on as many. Right? They're not as interested in going on interview after interview, because they're like, "I'm just going to fail at this." Right? Not realizing that every failure is golden. Right? The reason why the mentality around failing being bad doesn't work is because it discourages us to continue failing, and what's ultimately created is slow progress. Right?

A stop start cycle where we feel really bad about failing, and then it takes us a long time to get back up and keep going, instead of just being like, "Yeah, bring it. Failure is part of it. Let's go." Then you get your results fast, because there's a certain amount of fails you got to do, whether it's being in an interview, or whether it's getting your next promotion, or whether it's to your next goal, right? You want to be setting a big goal and you want to be failing your way to it. You want to be learning and taking from every one of those failures, and you want that just to be normal for you. Right? I assume if you're listening to my podcast, because I know there's people who don't want to fail, those are the people who are in the same jobs every day, doing the same thing. They don't want any change. They don't want to go on vacation. They just want everything to be the same so that they don't have to fear failing.

That's okay. Those people are probably not listening. So, the alternative solution is to embrace failure and be proud of it. I'm really, really proud of my failures. I talk about them a lot, I think. I'm like, "Yeah, it took me 10 times to get something that people wanted for free." I have a guide that is called The Ultimate Guide to Behavioral Interviewing, and if you don't have that yet, I'll link it up so that you can grab a copy. It's got 10 examples of my interview answers that I gave to create success in interviews. The stories, and I write them out, I explain the psychology behind each one, and I talk about why they ask this, what they want to know, what they're looking for, and then I give you an example, and then I give you some questions to ask so you can come up with your own unique story, and I give you a fill in the blank template for each one. There's 10 of them.

That guide, 50 people every day will grab that guide from YouTube or from somewhere on the internet where I have that link. It took me about 10 times to create something that people wanted for free, because I created The Guide to Networking, I created The Guide to [inaudible 00:07:32] That Lead to Job Offers. I have some that perform okay, some other ones I have, but that one really nailed it, and it was really what people needed. Right? That's what people were looking for. They were like, "I want examples. I want to understand this." So, I'm really proud of the fact that those 10 tries before didn't work, because I really learned what I needed to learn from those 10 tries. Now it'll take me less tries, sometimes not if it's a big thing, but I know that I'll just keep trying until I get it. Right?

So, I'm really proud of my failures, and I really don't have a problem talking about them at all, and I also really know that it's part of life and that everybody fails. I think that we should talk about it more. Right? I have clients on the podcast, I have Constance, who I interviewed recently, she received 50 nos before she got her 6-figure offer doing the Salesforce business partner position that she wanted to do, right? 50 nos. She said that if she could go back and speed up her results, she probably would have worked with me sooner. She probably would've gotten help and guidance sooner. That's what most people say. They're like, "You know what? I probably would have gotten some professional assistance sooner."

Now that she's done that, she is a different person. When I first met her, she was speaking in a way about herself that she would never speak about herself that way now. She has a different brain. She has evolved to a different level of human, right? Those nos and those failures are what created that for her.

She's going to have a completely different life now, completely different life financially, and fulfillment doing the work that she loves to do, and all of that paid off. Right? But 50 nos, right? Some people are just not willing to go there. Right? They're just like, "Yeah, this is too hard. I'm going to change it," then they get nos in the other area, and then they just end up floundering, not knowing what's wrong with them. But it's all about knowing that failure is just a part of the process, and being willing to do it, and being willing to come back and learn from every one of those. Right?

Constance got 50 nos, some people get 10, some people get three, some people get seven. But the point is, is that I'm not just talking about everybody being successful all the time. In the end, those people who are successful are the ones who stayed with it. One of my very favorite quotes is you cannot fail if you don't give up. It's true. There's no difference between those people other than the people who are successful just stuck to it for longer. What's ultimately created is strength, right? From your fails. You can create so much strength from failing that you can never create from success all the time. Win, win, win, win, win all the time, right? So, you want to be mindful of the fact that if you failed, you really deserve some credit. The more you fail, the better you are, and the closer you are.

Let's flip the switch for a second. Instead of failure being bad, let's imagine that every time you fail, you're depositing money into your metaphorical bank, and the jackpot that you get to collect when you get to withdraw all that savings is going to be fricking huge the more you fail, because when you save money, you're proud. Right? You're happy. You're feeling good. Right? So, imagine that failing was that. It's like you're saving up for your success by failing. Why this works when we get to reframe failure is we get to enjoy the ride. Right? We get to be like, "Okay," because when you save money, you don't really think about... you might think, "I can't buy that, so I'm going to buy this instead. I'm going to save this money." Right? But you're feeling satisfactory with yourself, for lack of a better word. You're feeling, "This is a good decision. This is good. I'm saving money. I'm doing the right thing." Right?

We want to feel the same about failure so that you will get to your result faster, because the faster that you fail, the faster you will get to withdraw your money. My goal is for you to think of failure in a way that makes you want to do it. I mean, it doesn't feel good, kind of like saving doesn't feel good, right? It'd be more fun to go out and buy that car right now than to save for it. Right? But then if you don't save for it, then, well, you either can't buy it at all. Right? You're like, "Well, I can't get it anyway," or you might go into a bunch of debt for it, and then you'll have to pay it back later. Either way, you don't get out of it. You have to lay the groundwork first. Right? You have to either save or you have to pay it off after, or you just don't have it. You just go without it.

So, thinking of failure in this way is like, "I'm saving up for my success, and this is just the way that it's done." In my 6-figure curriculum mastermind, I'm giving you a whole bunch of tools as to how to fail, come back, and actually create strength for yourself through each one of those. We have a few different evaluation processes that we do, and a few different ways that we frame this, and we go deeper on this topic. Even if you don't fail when you go to the interview, maybe you do get the job right away, I have clients who get them in two weeks, what's your next goal? What do you want to do after that? Right? What challenge do you want to set for yourself after that? Then how are you going to get there? Right? Because no matter what, whether failure is present now in your job search or it's present in the future with your next goal, it's always going to be a part of your life. Right?

When you get to embrace that, things get to be a lot easier, because you're just like, "Okay, this is another part of the rollercoaster on the train. We're just going up and we're going down. That's just how it is." You don't want to get so super affected by the ups and downs. You don't want to get so super effected by failing that you're like, "Ugh, I'm thrown out of the game. This is awful. I feel terrible." You want to be like, "Dang it. I don't like that. All right. What do we have to look at?" Right? Then when you succeed, you don't want to put so much pressure on, "Oh my God, I'm worthy because I succeeded and I

can do this." You want to be like, "That's cool. I did it. Awesome." Celebrate yourself a little bit. But the difference between being so emotionally driven by the successes and the failures is that you don't get to actually have that even trajectory where you are moving forward progressively.

That's what slows people down. That's where that stop-start cycle comes from, is people are really dragged down by the failures so much so that they have a hard time getting up. It takes them a really long time. They make it mean all sorts of things about them instead of just being like, "Dang it. I wanted that job. Too bad. All right, what's next?" That's another thing I teach, right? Is we don't want to attach our worthiness to failing or to succeeding. We're worthy no matter what already. We're perfect. We're complete. We're loved. That's already done. Now let's go out there and do some cool stuff because we want to and we can. Beating yourself up for failure isn't going make you get there any faster, putting pressure on yourself isn't going to help you get there any faster, and you can keep doing it, but if you're getting the same results every time, listen to me when I say this is what's holding you back, right?

I'm all about just we're all in for everything, embracing all of it, embracing the failure, embracing the success, embracing the learning, embracing the fact that we're here alive on the planet as humans with all these options in front of us, all these resources, all these ways that we can open up opportunities, all these people we can talk to, the internet, where everybody's just a click away. We're really in an amazing place and time to create things. The only reason that we don't is because of how we're using our brains, how we're deciding to think about things, how we're choosing to think about things. In my 6-figure curriculum, I'm going to teach you these tools to manage your brain so that you can actually have control over all this. It doesn't matter what happens, you're going to be able to handle it. In the end, the success is going to come and it's going to be so much sweeter than you ever imagined.

Thank you so much for listening. I will talk to you next week. Hey there. If you've been listening to the podcast for awhile, I want to invite you to something very special. As you know, you know I've been coaching one-on-one for years, and you've heard me talk about all my clients, and you've heard them come on the podcast. From these experiences and from all these hours that I've done coaching, I've created the ultimate program where I take you through the steps that I walked everyone through to achieve the unreasonable results that they've achieved. I don't just mean getting a job, just getting any job, or making things a little better here or there. I mean life-changing results. Doubling salaries, switching industries while doubling salary, getting 6-figure positions with no official paid experience, and just creating a life that they didn't imagine was possible.

This isn't for special people or unicorns. This is for everybody, as long as they're willing to be open and apply the work. We work in a high touch container where you're supported with lifetime access. You get the proven process, the highest quality support in the industry, and there's literally no failing unless you quit, which I won't let you do. So, there's literally no risk in joining me inside the 6-figure career curriculum mastermind. So, if you want to get started, all you have to do is go to www.nataliefisher.ca/getstarted, and sign up for that workshop, and I will see you in there.