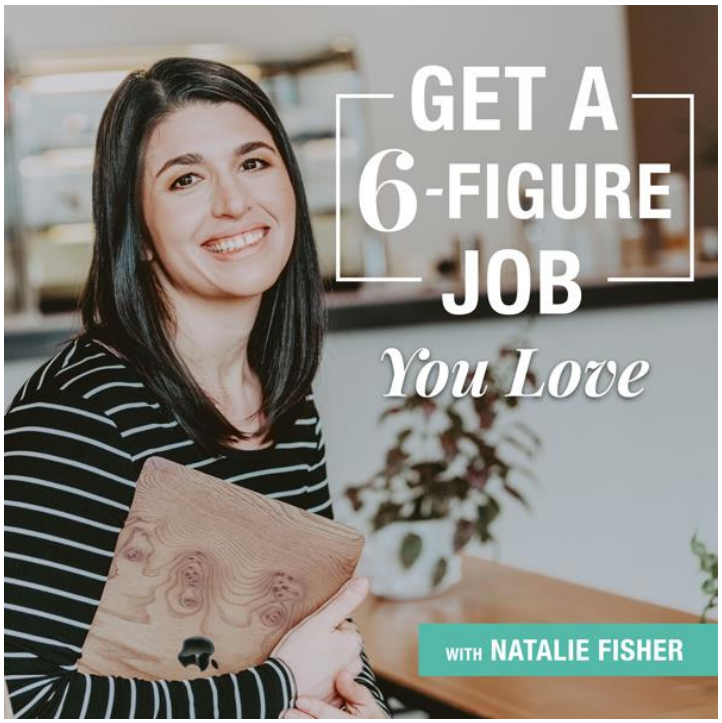
Ep #66: How It's Possible to Make a Career Change into a New Field



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

Welcome back to the Get a 6-Figure Job You love podcast. This is episode 66. How is it possible to make a career change into a completely new field even when you don't have a ton of experience? Stay tuned. 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 flub 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 and welcome back to the podcast this week. I had a lot going on this week, lots of conversations, lots of coaching, lots of in-depth digging into problems and solving them. And one of the ones that's been coming up as a general theme has been, "I want to make a switch to a different field, and I know I can on some level." You know you have transfererable skills, you're capable. If they gave you a chance, you could do it, but your educational background on paper or your experience on paper isn't allowing you to get through, or you think it's not allowing you to get through because you're not getting the attention or the responses from the employers. And you feel like it's because you don't know how to let them know that you're capable in a way that lands and all these other things that are coming up for you because there's doubt there, right?

A lot of people tell me that they're really afraid that they might not be able to make this career switch that they want to make. And it's like having the duality of these two things, which is like, "I don't have the necessary educational background, because I keep getting feedback about that or I don't have the necessary experience versus, but I know that I can do this because I've done these other things and I can understand how that lines up and how I'm able to. But I'm just not able to connect with the right people, let them know that. I'm not able to bridge that gap for myself."

So that's basically what I've been hearing and I've worked with lots of clients on this and we actually have one of our guests coming up, one of my clients who's going to share about his experience and his journey and how he did that. And I'll talk a bit more about him in this podcast, as well as give you some other examples of people who have done it. So first of all, this happens because you haven't done this before, right? So it's not like you're going from one HR position to another HR position, right? So if your entire resume is HR and you're applying for an HR job, then you would be equally suited as any of the other candidates, if not more suited, right?

But when you have less experience or a different background or it's unconventional, but you're trying to get into this new field, you feel like there's that added challenge there for you. So I understand where that thinking comes from and I understand the blockers that you believe are there. And so I'm going to help you break them down so that you can see other ways that you can approach this. What we normally do is when we have that duality of, "I don't have the necessary experience or background, but I know I can." You're just afraid that you might not be able to, what happens is it ends up in wishy washy land, which I talk about a lot and then you end up in a stop start cycle or you spend a lot of time being confused, maybe some time being discouraged.

Any evidence that you see that maybe says you can't, you make it mean immediately that you can't. If somebody told you like, "Oh, you don't have the education or you don't have the experience," you make that mean, "Oh, I knew that was true. Oh, I'm running up against this wall." And then you go into that spin. So what happens is it takes longer than it needs to because you get very caught up on your limiting beliefs. And whenever anybody says anything to you about what you perceive to be your weaknesses in trying to do this, then you get caught up in it. And you're like, "Yes, I know." And then you start to feel those feelings of frustration.

So we might try some things, right? Things like looking at people who have done it, right? And see, "Okay, how have other people done this? It must be possible," right? So you start to get this little glimmer of like, "Okay, what could I do?" Right? And you start to go down that path. And then what some of you tell me is that you get overwhelmed because there are so many paths that people have taken to get there. And so you start looking for how exactly, like, "How exactly did they do it," right? And so this doesn't work because you're looking for a specific how, and I talk about this throughout the podcast.

But when we're looking for a specific how, even if you had a step by step, that step by step is going to have to be altered to work for you in your specific personality situation, career change situation. You're going to have to alter the how to work for you no matter what, even if someone did hand you a plan, right? And so even if you did interview someone and talk to them and ask them exactly how they did it, you going to go do it exactly how they did it is only going to work for you if you're in line with the belief that you can do it no matter what. And because you're different, the how that worked for someone else it's probably not going to work for you, at least not in the exact same way, right? So the how is always going to be self-engineered by you.

And so what I'll also say that doesn't work very well that I see people doing is getting into that limited mindset of, "Well, I'm applying for the jobs. I'm not getting the attention back from these people or these employers that I want." And it also depends on how you're applying. So trying to get hired through the red ocean as I call it, the red ocean concept is that of like there's a lot of competition there, sharks are tearing each other apart. It's a very bloody ocean. When you don't have the experience, you're a less experienced shark swimming in this ocean and you're not really that equipped, then it is going to be tougher, right? Than if you're competing, let's say, as I used the example before, if your whole career has been HR and you're going to get another job in HR, then you're more likely to be able to rise to the top of that pile and get interviews, right?

So the way that you might be approaching it without even thinking that there's a plethora of other ways, you might be continuing and perpetuating that discouragement and that doubt and that wonder like, "I don't know if I even can do this, right? And whether or not you can do it, is completely up to you. And of course you can. So what ultimately ends up happening when we're thinking this way, when we're like, "Okay, we need to figure out the how, and we're just applying," and maybe you're trying to figure out what specific words you need to use and stuff, potentially, you're going to get discouraged and then give up, give up for a little bit, change your mind about it. Being like, "Oh, I don't know if I can."

Because when you're in that doubt, like, "I don't know if I can," you're not taking the most productive action. So you might end up settling for what you don't really want because you're not really living in certainty of what you want being possible even. So when you're in that wishy washy land, you haven't committed. You haven't said, "Okay, I'm doing this no matter what." You've allowed yourself to just be doubtful about it, right? And telling yourself, "Well, I can't because I just don't have the experience, so I just can't," right? And if that voice in your head wins, then that means that you're probably not going to do it. You're going to stop trying, because that voice is the one that's telling you, "Well, you just don't have the experience. So you just can't do it."

And enough people tell you that, you're like, "Yeah, see, I knew it. I just can't," right? So that's just the determining factor of whether or not you keep going and do it, or whether you don't, is which voice you listen to. And as I've said in the beginning, there's that duality of like, "I know I could." And the fact that you have the desire for it and the wanting for it, and you know you're drawn to it, means you can, right? It means you're supposed to. It means you're supposed to take that journey and evolve and get it done. But then the other part of your brain is saying, "No, you probably can't. It's probably too hard. You don't

have the education anyway. It's a lot of work. You have to go through these people telling you that you can't. What else can you do? You might as well just give up," right?

So there's those two voices. And the one that wins is the one that ultimately determines your results and what you get in the end. So alternatively, you need to start with deciding and believing that it's 100% possible. You're the only one who decides this, right? So you can listen to my episode on shame intolerance if you are having trouble dealing with other people telling you things that you take to mean stop what you're doing, listen to that episode. But you need to start with deciding and truly believing that it's possible for you and going from there to build on that belief. And I can't stress enough, you have to believe that it's possible before you can make it happen, right?

You have to believe it. And everybody wants to see it first. They're like, "Well, I'll believe it when it happens," right? But it's backwards. It doesn't work that way. It just never works that way because you can't take the action you need to take if you're like, "Yeah, maybe it'll happen, maybe not. I'll believe it when it does." You're not taking control in that case, right? So you don't take the action that you need to make it happen. The way that you believe, the way that you know you believe is if you're not worried about it not happening.

So if your day isn't spent questioning yourself, second-guessing yourself, doubting yourself, then you know that you're in action to just make it happen, right? And you're taking the steps and you're engineering your how. You're just assuming it's happening and you're taking action from there, right? And most of us are not. We're mostly all in doubt, spinning around being like, "I don't know if I can, maybe I can. I hope it works out," right? And that line of thinking doesn't lead to focus, productive action that gets you the result.

So the second thing is that we need to know that what we want is totally possible. And when there's no longer anything to worry about, if you don't have a bunch of reasons why it's not happening, then you know you're on the right track. The third thing is you need to find that evidence of people who have done it, but not to figure out exactly how they did it. I mean, that can be helpful for you, but not so that you can try to do it the same way, but just so you can tell your brain, "They did it, so it must be it possible." And if you find a whole bunch of evidence of that happening with other people, then your brain is going to start to get on board with it and be like, "Okay. Yeah. We're just finding our own way. We're just figuring this out for ourselves because we haven't done this yet." Right?

And then when the circumstances don't line up, so if somebody does tell you like, "Okay, you don't have the education for this position," you'd be like, "Okay, well, I guess that one's not it. What am I going to do next?" You're not like, "Oh, yeah, I guess you're right. I should quit." Right? And I have client examples of my clients who have done this, right? And they got frustrated along the way. It's part of it, right? So I have a client, Michael, and he was transitioning into becoming a data scientist. And he had not officially worked as a data scientist before. And he was able to get a job in a startup with doing data science. He became one of their executives.

And so from not having had that official experience, he built his career on the belief that that was happening and then he took the actions there. And I could tell you the actions that he took, but that wouldn't matter to you because you're going to find your own actions and you're going to find your own how. I promise you, it couldn't be the same thing. You literally could not re-engineer the same how of one person and make that happen for you, right? And my client, Nicholas, who's going to appear on this podcast coming up in a few weeks, he went from a job in finance to becoming a consultant implementation specialist, doing consulting work. And he's making double what he was making.

And he did that because he had to hold that belief that what he wanted was possible. If he hadn't of, then he would've gone into another finance role that perhaps paid him more, but he really didn't want to do that. And there was a reason why he didn't want to do that. It's because he wasn't supposed to do

that, right? And so he held the belief and he held his ability to go through the discomfort and the frustration to be able to get to the other side of how he did it. And now he knows his how, but he only knows how he did it now because he had the belief to start with. He had the belief and he just kept going.

So I'm also going to link up an inspiring article about a plumber who made his way into a career as a software developer without going back to school, without learning how to code in school and how he made this happen. He taught himself, he engineered this result himself. He had a house, he had kids, he had a mortgage. He couldn't stop all of his income and go back to school. He did this based on the belief he had that he could do it because he spoke to somebody who inspired him to be like, "Oh, well, if you did that," right? And then his brain went to work. And the belief was really well cemented and his brain could go to work in a really effective way.

And it started by him having a conversation with someone to show him what was possible. And that's my aim with this podcast, is to show you what is possible for you and what you are capable of. So pay close attention to what works and what isn't working for you. One thing I mentioned earlier was don't necessarily expect to compete at the same level through job ads, through hundreds of applications coming in for roles when your resume won't look like the conventional resume that they might be looking for. And that doesn't mean you can't do it in a different way. It just means that that strategy is likely not going to work, especially if you've already been trying it for a while and you haven't been getting the result, right? So you likely won't be able to see how it applies at first.

You will need to learn specifically what they're looking for in a whole person, not just their background and education on paper, but what they're looking for in a whole person, so you can learn to speak their language. And then by speaking their language of them in their field, having conversations and then opening up doors for yourself. So finding your own evidence for how someone did what you want to do and how they went about it, but more so, what they were thinking, what was their thought process that allowed them to create that for themselves? These conversations will open up so much for you.

And if you end up having a bad conversation, which happens, remember to listen to my podcast on shame intolerance, which will help you move right through those key conversations, because not everything is sunshine and daisies, right? So that is just part of the process. And networking is better than cold applications in this type of situation, in my opinion, from what I have seen. And so you need to engage and connect and be really intentional in these conversations. Don't be attached to the outcome, but do be committed to your end result. So don't take any connection for granted or dismiss them as not being able to help, right?

Three months later somebody comes back and says, "Hey, there's a position open. I'd like to refer you even though we talked three months ago," right? So the opportunities are found through conversations. It's always going to be through a conversation, right? No matter what you do, you can't avoid having a conversation. And so when we waste our time sending in a lot of applications and we're not actually connecting with any human beings, we feel like we're being productive. But especially in this situation, if you're not getting those responses or results back, you know it's not working, right?

So that is what I want to share with you about the process for changing your mind about making this career shift. So the reason why it works is because people connect with humans that are interested in the same things. They connect to the why, they connect to why you want to do something, why you're drawn to it. They connect through passion, through geeking out over common interests, which is totally different than when you're applying through a machine that wants you to have said a certain number of words, which is a completely inhuman way to hire.

It's like a concept of the red ocean versus the blue ocean. When you're a applying out there on the sites where everyone else applied to, you're swimming in a bloody red ocean, and you're not a super strong

swimmer if you're doing this change. And for some of my clients, they can compete in that ocean and win. For some, they can't. For some, they don't. They can't, and they don't do well at it, right? So you need to find your blue ocean and that can easily be done, but you don't want to waste a lot of time and energy in the red ocean when you don't need to because all that does is lead to frustration and discouragement and eventually quitting.

So I can make a case here for lots of reasons why you can do it. Career transitions are 100% possible. And I try to find the most extreme one, plumber to software developer without going back to school. And I have a whole video about them inside my program, where I explain exactly what you need to be thinking and feeling and doing, how to reach out to these people with templates. We take all the guesswork out of it. Literally, you can use these templates to reach out to people. I teach you the mindset and you'll be able to make this work for you.

Now you can listen to all of this that I've said today and you can say, "That's BS. People simply won't hire me if I don't have the experience. They just won't. They won't hire me because I don't have the education." And that is your choice. You can keep that belief. You can hang on tightly to your limitation if you want to. I am not stopping you. I'm just telling you though that that is why you will not do it. Simply because of the story that you want to keep telling yourself as to why you can't. That's your choice. So what's going to be needed for you to do this? Is the willingness to embrace networking and have fun with it. And if this is not something that you like to do, if you haven't done it, if you've avoided it, if you've resisted it, I can make it easy for you.

I give you all the template scripts and everything you need inside my program to be able to do this. It makes it less daunting. It makes it fun. It makes it easy. It makes it possible. I give you all the instructions. When you're willing to release the attachment to exactly how it's going to happen, you need the willingness to try new things and keep going to create the result until you create it. And it happens very quickly when your belief is aligned. You need the commitment to not losing sight of your end result no matter what the circumstances are, no matter what someone says to you. No matter if someone says you can or can't do it, or it's not going to be possible, your commitment to believing and betting on yourself has to be higher than what anyone else says to you because it's your life.

And then what ends up happening from that is when you decide to take on that mindset, you're working towards it each day. You're not concerned or worried. You don't have anxiety. You're not doubting yourself. You're just going for it. It's like when you order a package from Amazon, you expect it to arrive. You don't fuss over it all the time, right? When you get into the car and you decide you're going to go on a road trip, you know that you're going to arrive at your destination. It's just a matter of time it takes to drive there. Just a matter of whatever stops along the way or going to come up. There's always going to be stops, right? There's going to be a red light. You're going to have to stop to go to the bathroom, going to have gas up.

There's going to be stops along the way that are required, but you know you're going to get there. It's just a matter of deciding to take that trip in itself and see it through until you arrive, right? And that's a very powerful analogy because we don't do that. We don't commit and decide. Because if you're on this road trip, you're not going to stop halfway through and be like, "Okay, I guess I'm going to give up. I don't know what to do now. I'm going to sit here." You're either going to have to go all the way back home, which is going to take some effort or you're going to have to see it through till the end, till you get there, right?

And we don't question that at all. So the other things that happen is you start to continuously keep the why you want to do this in the front of your mind. Why do you want to make this happen in the first place? When you're clear on your why, then you're fueled by your why. And then the conversations you have will feel you. They'll be better conversations. People are very attracted to why you want to do

something, right? Your last action fuels your next action. And it happens very normally and naturally when you're in line with your reason as to why you're doing this. You manage your thoughts and your mindset in a way that you productively fuel yourself forward.

And when your thoughts and feelings are in line, your actions become automatic. And that's what I help you to do. That's what a coach will help you to do. Help you align your thoughts and your feelings so that your actions become automatic. The satisfaction of being someone who's been able to do this, because in the impact of this, the impact that you'll have on your own life and in all the areas of your other life too, it's not a small thing. It takes a different skillset communicating your value in any situation, because you literally are the value for figuring it out.

When you figure it out, you become a more valuable employee. You become someone with the ability to create more and do more. You're always valuable, worthy as you are no matter what, even if you don't do anything. Just want to clarify that. That's what I help my clients to do. So I don't claim to have every answer for you, but I do claim to be the best at helping you figure this out for you what will work for you. Because I've helped so many people do it that I know with confidence, I'll be able to help you. And not everything works for the same person every time. A lot of things do work, and I'll give you all of those things inside my program. Every strategy, every template, every script, every tactic, but it's not necessarily those things they're going to work.

Sometimes they do. Lots of clients take them and say, "That was really helpful. I went and did that and it worked." And some people say, "I decided to make up my own and this way worked better," right? And the belief and the thought, and the action has to start with you knowing and deciding that it's possible. That's why in my program I work with individuals in a high-touch environment so I know they're going to be able to get results because I know that I'm going to be able to help them break through these limitations.

And that is what I have for you, my friends. So I hope you enjoyed this episode. If you know anybody who's going through a career shift right now, or wants to go through one, or isn't sure of themselves, is having doubt, is afraid, isn't sure if they're capable, then this episode is definitely going to benefit them. And I know that you like to help other people. So I would love it if you would share that with somebody who needs it today. And thanks again for listening and I will see you next week. Bye.

Hey, there, so if you've been listening to the podcast for a while, I want to invite you to something very special. And as 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. And 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. And 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 six-figure positions with no official paid experience and just creating a life that they didn't imagine was possible. And 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 six-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.