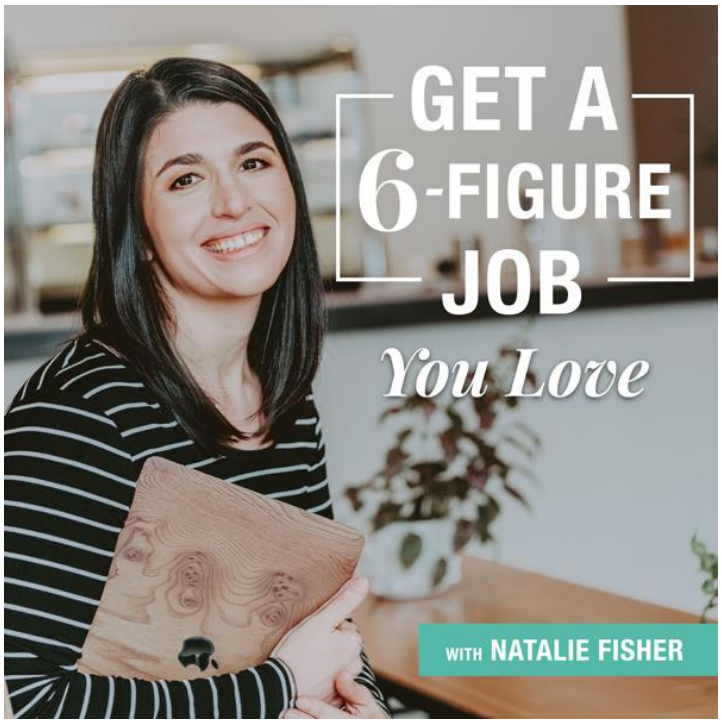
Ep #70: The Myth of “It Takes Time”



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

Welcome to the Get a 6-Figure Job You Love Podcast. This is episode 70, The Myth Of It Takes Time. Hey there, welcome to the Get a 6-Figure Job You Love Podcast. I'm your host, Natalie Fisher. I'm a Certified Career Mindset Coach who also happens to want to skip all the BS and get to what it really takes to create real results for you and your career.

On this podcast, you will create real mindset shifts that will lead to big results and big changes in your career and your income. No fluff here. If you want to get a six-figure job you love and create real concrete results in your industry and make a real impact, you're in the right place. Are you ready? Let's go.

Hello, good morning. It is early in the morning right now when I'm recording this, and I've just been really inspired lately, and I'm going to batch a whole bunch of podcast episodes today, and I couldn't be more excited. I have so much to share with you. One of the things that has been coming up, and it comes up a lot in the world of job searching, switching careers, even getting a promotion or a salary jump, is that it takes time, and it's a limiting belief that a lot of people hold, and they just think it's fact, right? You think, "Yeah."

It's like it's sunny out. It takes time. A lot of my clients have said to me, "Well, it takes nine months to get a job. It takes a year to get a job. It takes at least six months to get a new job," and these are all just arbitrary beliefs that they picked up. Maybe it took them nine months once in the past, or maybe they've seen that it takes people a long time.

On LinkedIn, there is a lot of people posting, saying that they've been in the search for a year or they've been in the search for nine months or whatever, and so there's evidence that shows up that this is true, but it can't be true or a fact because it doesn't take everybody nine months. It doesn't take everybody a year. It doesn't take everybody six months, so there's no fact to that. It's just a common belief that a lot of people have, and so they just find evidence to support that belief. Whether that be on LinkedIn posts, talking to people, people will say, "Oh, yeah, it just takes time," and a lot of people will agree with you on this belief, and so it just kind of becomes something that we, collectively as a society believe, and I want to challenge that belief today because I've seen it be not true in so many circumstances.

I know that the most common objection is people will say, "Oh, yeah, but the people who didn't take that long, they were just lucky," or, "They already knew somebody," or, "They had this, that, or the other that I don't have," and so they'll always be making excuses for why somebody else can do it fast, but they can't. It takes them nine months, or it will, and so the problem with this is, is that you just keep repeating in your head. You're just like living by this truth of, "Yeah, it just takes a long time." First of all, that's demotivating to think about that if you ask yourself, "How does that feel when you think it takes a long time?" You're not going to be very motivated to be avid every day, and it's not necessary to believe it. Like it's a choice to believe it, because like I said, if it were a fact, then it would take every single person on the planet nine months or a year to land their next role, and of course, it doesn't.

I personally have seen the timeline collapsed with so many of my clients because they have mental shifts early on in the process, so we just want to take a look at that, and the work that I do is kind of poking holes in those limiting beliefs and questioning them so that you can kind of remove them as blocks and different things can start happening, and so just because a lot of people believe it takes time or it's going to take time, I say actually not. It doesn't take time. That's not a fact. It takes being aligned. It takes being an energetic match, and it's like we can try to solve the problem in different ways, so if we believe that it's going to take time, then we will create evidence that supports that, and it will take time. That is the result, and we accept, so what we do is we accept that it's going to take time, so then it does, and we lock that belief in without really knowing that it is a choice to believe that, and so this is fine.

It's actually not a problem. If it takes time for somebody, I'm not saying that's a bad thing. I have had clients who it has taken longer for, and in the end, they still get to benefit from this huge improvement in their life for the rest of the years of their life now, and so yeah, it can take time or it doesn't have to, and so what if it takes longer? What is ultimately created is your choice, so what I want to offer are some alternatives to it takes time. We know that people do get jobs pretty quickly, right?

I've had several clients who have done it in two weeks, a month, three months, four months, and I have less clients who've taken a bit longer than that, but the point is once they do get it, they can look back and say, "I see exactly why it took so long and that it didn't have to take that long," because they just had mental shifts a bit later, so it's always a choice, right? I'm not saying there's anything wrong with the timeline either way, as long as you stay in it and you get it eventually, and I love to say that quote, is, "You cannot fail if you don't give up." I'm not saying there's anything wrong with it. I just wanted to share this from my experience, because I had a sneaky belief that things have to take time. Then, when I was able to let go of that belief, things started to happen faster, because I was simply just boxing myself into this paradigm of things have to take time.

This takes time, right? By time, I thought, "Okay, it's going to take me a year to do this," and it's like, "Actually, it doesn't though, because lots of people have done it in less time than that," so then I get curious and I'm like, "Well, what were they thinking?" Right? "Why do they have results faster? What happened there?"

I've been able to kind of play out both ways, have something take a long time and struggle a bit more along the way, and then have something happen really quickly and have it be easy, right? I kind of know what it's like for both scenarios, and either way, I'm very proud of myself at the end and it was a great experience. I'm happy that I did it, but I want to play out how the struggling and the taking time isn't necessary, and so some alternatives around playing with the concept of time and how things line up, and I think that the thing with the job searching is we believe it's not within our control. We believe, "Oh, well, I can't make somebody hire me. I can't control what happens."

"Therefore, it's probably going to take a long time because I'm going to have to go on a lot of interviews," or whatever it is you believe why you believe it's going to take time. First thing is I would question that belief of why. Why do you think it's going to take you longer? Why do you think it's going to take time? Is it because somebody said that to you once?

Is it because it took you time in the past, and if it took you time in the past, you are that much more well-equipped to do it faster the next time, so it actually doesn't make sense because we automatically use the past to support the future, right? We want to be really efficient and we're like, "Well, if this happened before, it's going to happen again," but the only reason it does is because we just take that on as a truth, as a fact, and then we recreate it, but you want to ask yourself, "Why do I believe that this is going to take me X amount of time?," and then you'll get some answers from yourself as to your specific limiting beliefs around that. You want to ask yourself if it was your past, if it was something somebody said, if it's just a collection of things that you've been reading, maybe even an expert said it takes time, right? I know that I read a lot of people's posts on LinkedIn where they say, "I've been rejected, rejected, and then a year later, I finally landed my role." Right?

I've had a lot of clients who have been in the search. They were in the search for like 10 months before they came to work with me, or they've been in the search for several months, and then they come and we start the work together, and they do it within three months after that, and so I like to say to them ... They'll say, "Oh, well, it's taken me a year," and I'm like, "Well, not really. It took you three months from when you really got serious about it," because when you hire a coach and you put that investment on the line and you're like, "I'm doing this," you become more emotionally invested and you have the shifts that you need. You start doing things differently.

You start doing things you hadn't done before, so that changes the speed at which you will progress, so I like to say to them, "Don't tell yourself that it took you a year. It actually took you three months from when you got really serious." Right? Then, they can look back and they're like, "Oh, obviously I wasn't really doing these things before," and they can see how they were thinking differently before they had a coach or before they had these new beliefs, and they're like, "It totally makes sense. It didn't actually take that long." Right?

Looking at your own, like I always want you to be asking yourself, "How does this apply to me? What do I believe? How does this affect me? How can I use this?," so you want to be looking at your beliefs right now as far as why you think something takes a long time, and this could be anything, right? It could be your next job if you've been in the search for a while, or if you've been wanting to get a promotion for a while, or if you've been wanting to make a certain amount of salary more than you've been making.

Why do you think this has to take a certain amount of time? What is that mental construct that you have created for yourself, and take a look at that and explore it. Then, explore ... Like I was saying, a lot of people do it sooner, so I like to go to people that I admire and say, "Hmm, how did they do it?" Like I wonder what they're embodying.

"How are they thinking? What identity did they have to embrace before it happened in order to have it happen faster, in order to have things match up to their mind?," because your internal world is a reflection of your external world, so whatever's going on in your head is reflecting out into the world. Your thoughts are like a mirror to what you actually are receiving, right? I like to play around with the thoughts about, "It's possible that it could happen next week," and if you really sink into that and be like, "Hmm, it's possible that I could get an offer for the best job I could imagine next week," that could happen, right? Then, if you just sink into that belief and if you have resistance around it, you want to ask why, right?

Maybe you're like, "Oh, well, I don't have any interviews lined up." Then, you can be like, "Okay. Well, if it were possible for me to get this job that I really want next week, as early as next week or as early as two weeks from now, or in the next month, if it were possible." Just stretch yourself to see how far you can play with that to see where you can get on board maybe, right? Then, be like, "What would be necessasary for me?" Right?

"Who would I have to be? What identity would I have to embody? How would I think? How does a person think? Who does this in a week, two weeks, a month?"

"How would that be different than how I'm acting now?," and I can guarantee you that the person who does it quickly doesn't think it's going to take them a year. They don't have that ingrained deep thought, that it's like, "Oh, a job search takes nine months. A job search takes a year." They don't believe that, right? Not at their core, so thinking about it that way like, "It can happen next week."

"It's possible for it to happen next week. Lots of people do it in like a couple weeks, right? Lots of people have several interviews happening," and then they have so many things happening that they get a call and they're like, "Oh, I've got an offer on the table," but they didn't know it was coming because what happens is it happens in a second, right? We spend this time thinking, "Oh, it takes time," but when it really comes down to it, it happens very fast, right? We end up getting this offer in our email inbox, and it's happened, right?

It's like, "That didn't take long for that to actually happen," and then you review it, you sign it, and then everything gets set up. The truth of the matter is that doesn't take time at all. It happens very fast, so what takes the time is you getting yourself on board with what's necessary to have that happen sooner, and have that in your reality sooner. I like to ask you to stretch yourself to see, "Where can I get on board? What is the shortest amount of time I believe that I could do this in?" Right?

I find, for me, it really motivates me. It really gets me excited to take action. I'm like, "Wow, if it can happen next week, what would I need to do? If it can happen in a month, what would I need to do? What could I do to make that possible? What could I think?"

"What would I need to think?" If you believe it, your beliefs will show up in your life. If you believe them on a core level, that will always happen, so you got to look at it both ways. If you're believing it's going to take time, it's going to take time. If you're believing it could happen next week, then you drastically increase the chances of it happening next week, right?

The deeper you believe it, the more it's likely to happen until it happens, right? Why this works is because there's only doubt and fear in the way, right? There's doubt and fear. There's all this brain chatter that's telling you, "Oh, well, I'm not in control of it. I can't control that person if they do this or that," and while you're focusing on all the things you can't control or while you're thinking about those things, you're not focusing on the things you can control and the things that are completely up to you, and there's so much that is, right? It's like you can control how many people you talk to, how you show up when you talk to those people, how much value you give, what you talk about, how you engage in conversation, what questions you ask.

You can control all you need to control to make this process work faster for you, and we all have the ability, and I always say, "If you have a human brain and you can think, and you're aware of your thoughts, and you can choose them, like you're aware of how you think, you can control the speed at which you land your next opportunity. You can control the speed at which you get your next raise, and it's only going to be a matter of what you can get on board with believing right now versus what you have been believing." I like to start with, "It's possible that it could happen in a week, in two weeks, in a month." If you're resistant to that, it's possible it could happen in a month and a half, right? You want to see.

Then, you want to think about collapsing the timeline and finding evidence of all the people who have done it really fast, right? You can use my podcast as evidence, right? There's clients on my podcast who come on and they interview, and they talk about their shifts and how they were able to do it quickly, right? They're like, "Yeah. I was job searching for months, and then I had this one shift, and it happened really fast for me."

Right? "I had this one shift, and then it happened really fast for me." Your shift is going to be unique to you, right? You're going to need to find it, and I can help you with that. I'm the best at that.

You joined my program, and that's what we do, right? We have to find that one shift, that one mental thing that's causing you to be where you're at, instead of where you want to be at, right? It works really well when you can just kind of start entertaining this new line of thinking that it does not have to take time, right? That is just a lie, and there's lots of lies available that we can take on and we can live by, and you can choose to live by that lie. You can choose to say it's going to take time if you want to, and there's nothing wrong with it taking time.

I'm just saying, because I know that most people want it to happen faster, right? What you need to make it happen faster, what's necessary from you is for you to be open to this idea, because what is the upside in thinking it's taking time? What advantage is that giving you in your life? Why are you continuing to choose it if you are? Why would you continue to choose the thinking around it takes time, it takes nine months, it takes a year, it takes six months, whatever it is you think?

Why would you continue you to think that if there's no advantage, or if you can see an advantage, what is it? What are you gaining from that, and so you're going to need to be open to being wrong about that. You need to be open to be like, "Maybe I'm wrong about it taking time." Right? You need to be willing to

open yourself up to that and have that new feeling, that new way of thinking, that new paradigm come in, and be like, "Hmm, what if I am wrong?"

"Then, what?," and so the results that you're going to create is you're going to see things with a new lens, going to see things differently. I used to think that it was going to take me a really long time for me to get my business up and running, and so for that reason, it did take me a long time. It took me several years before I started actually serving people at a high level and started doing things, and I used to have the belief, it's like, "I have to put out a lot of content before I can work with clients," or, "I have to do this. I have to do this first. I have to have all this stuff," and that's a belief that my clients have had too, where they're like, "I have to get this certification," or, "I have to go back to school," or, "I have to go get more experience for less money," or ...

Those things need to be challenged because it's like, "Is that really true?" For me, it was not, and I spent a lot of time doing stuff that didn't actually move me forward at all, and I think a lot of us are doing that because it's comfortable, right? It's comfortable to go back to school, do a certification, do another class because most of us are really good at that. We're good at learning. We're good at taking tests, or we like that, but when it comes to interviewing, putting ourselves into uncomfortable situations that we're not used to, that we're not really comfortable in, then that's when we're like, "Well, I need to go take another class instead."

Right? That's where I was like, "Ah, I'm nervous. I don't want to be coaching real people. I need to create content first," but the only way that I could get really good at coaching is to coach, right? The only way you can get really good at interviewing is to interview, right?

That paradigm shift happened when I hired a coach, and she questioned me about it, and then I immediately signed up seven new clients in a couple of weeks' time when I had that paradigm shift, right? I was like, "Okay," and I could say, "Oh, it took me six years to get my business to the point where it's at, but really, it only took two weeks to get it really started." Right? It took it two weeks to get it really going to where I was like, "This is what it's about, right?" It was just because I had these limitations or these blockers of what I thought needed to happen first when it really was a lie, but I needed somebody to show me that.

I needed somebody to question me on that and ask me the questions, and then I needed to come up with the answers and be like, "Yeah, you're right. That actually doesn't make sense, does it? Okay. I get what I need to do now. Block, cleared out of the road, I'm proceeding forward," and it was just, it happened so fast.

I was like, "Whoa, all of a sudden, I have seven new clients," and that was it. The rest is history, right? I was like, "Okay, diving in," so you just want to look at that and say, if you have been telling yourself, "It's going to take a long time," or if you believe it's been taking a long time already, then you want to ask yourself how long you believe it could take in a perfect world, right? Like, "What's possible? What's really possible, and what needs to change in your identity, in your thinking, in your way of being for that to become true, for that to become a reality?"

I can tell you that it is always an option, and there's always a way of thinking that will get you there faster, and that is what I'm really good at helping you figure out. I just wanted you to have this new option to think on this podcast because it's something I hear so often. It's like, "It takes so long. It takes time," and it's not something that feels good, right? A lot of things on LinkedIn that I read ...

I spend a lot of time on there. If you haven't joined me over there, definitely come over, follow me, connect with me, introduce yourself, but people are like, "The job search is debilitating." It is really hard on your mental health. Like they have these thoughts about it, and we share these repeatedly. A lot of people share them, and they share ... Like I've seen those posts where someone will write, "Rejected,

rejected, rejected, rejected, hired," and the rejections will just be like the word rejected, printed like 100 times or something, and then it'll be, "Finally hired a year later or whatever."

It's like they are not talking about all the things that happened between those rejections. When they post it like that, it just looks like you're hitting your head against the wall over and over and over, and then all of a sudden, you got lucky and broke through, but that's not how it works, so if you were rejected and every time you did a very thorough evaluation on that experience, you got super clear on it, and then you went forward to the next one, there's no way you get rejected 100 times. I mean, maybe, but there's different things there that need to change, right? I could list them all day, like so many to different factors that come into play, and so it kind of gets me fired up. I'm like, "You're missing so much of this picture," and when people post these things, it's like we all kind of collectively are like, "Oh, yeah, it takes time."

"Oh, yeah. Good for you, man. You got rejected so many times," and I think that nos are part of the deal, and I talk about that all the time, but we have to use those nos to our advantage, right? We have to take what we learn, because it's like there's one thing doing the same thing over and over and over again and just being like, "Okay. Well, it's just going to take time."

"Okay. Well, I'm just going to go to the next one," without really taking the time to see what happened there like, "What went well? What did you do really well? What are you proud of? What do you want to do again? Was it even a good fit?"

"Did you actually want to work there in the first place?" Some of those rejections probably don't count because you wouldn't have even wanted the job, right? A lot of people are applying for things they don't even want because they're thinking, "Well, I got to do something, so I might as well just apply for these things, even though I can do it, but I don't really want to do it." That's something I'm going to talk about in another podcast, is the concept of premium job offers. It's like a premium job offer is an amazing job offer that you're excited about, that pays you what you want, that has growth opportunity.

I'm going to talk about all that. Those are the only ones we want to care about you being rejected for. The other ones, you don't need to waste your time with, and that's something that a lot of people don't know yet, because they don't believe that they could get that premium job offer. That's kind of the topic for today, is it does not have to take time. That is a myth.

If it does take time, that's totally fine. I like to say if it is taking somebody a long time and they stayed in it, victory is even sweeter for them, it's awesome, and they get to learn so much more from it than someone who got a yes right away, but if you want to get a yes right away, that's possible. You need to get aligned with the role, you need to get fully aligned with yourself, your own values, you need to know who you are, what you want, and it happens. It happens so much more than you think or that you probably see evidence for, is people just getting the job, and I'm one of those people. That's happened for me, and I had a specific thinking.

I was just like, "Yeah, I'm going to get this. Yeah, I'm going to get an interview for this. Yeah, I'm perfect for this. I know I can help them with this," those type of thoughts, right? Some people have trouble getting on board with those at the beginning because they have a lot of self-doubt and stuff, and so they don't really believe that, but when you can get that aligned in your body, with yourself, your own confidence, and you find a company that interviews you that you're really aligned with, then that does happen.

It can totally happen in 30 days, two weeks, right? Totally possible. I just want you to open up your mind to that possibility, and thank you for listening, and I will talk to you next week. Hey, there, so if you've been listening to the podcast for a while, 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 on 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, 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. 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. 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.