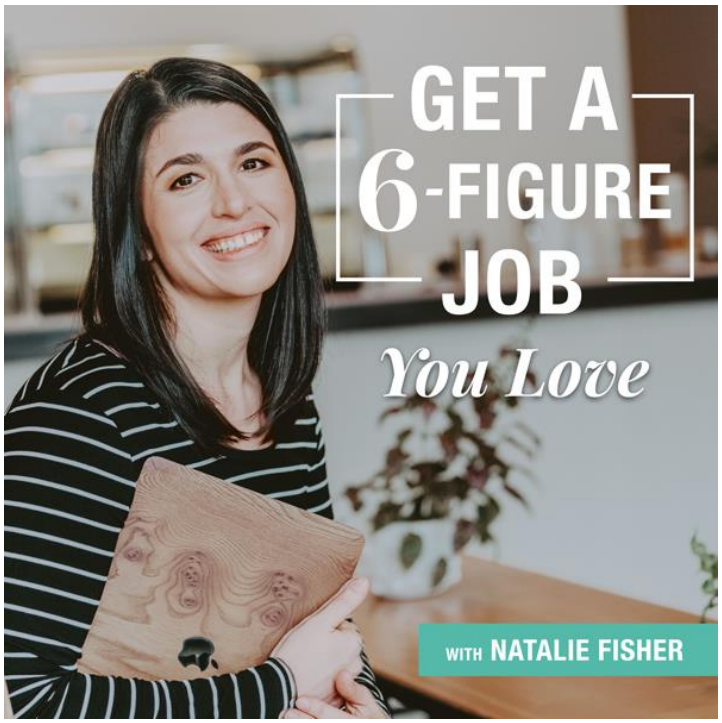
Ep #87: Where Are You at In Your Career Journey? (3 Phases)



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

Hello. Welcome back to the Get a 6-Figure Job You Love podcast. This is episode 87. Where are you at in your career journey? Three phases. 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 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.

All right. You know how I like to dive right in? So that's what we're going to do. So, over the past, working with all of my clients, I have kind of noticed that there's phases that you all go through. And I'm going to start with phase one and this is where we tend to be in a lot of self-doubt or perfectionist mode. And I'm going to call this the default because this is where most people, I find, are. This is where I was. And maybe you're not in this phase so stay tuned, listen, see if you're in phase two or maybe in phase three. And I'm going to describe what this feels like and so you'll know if this is you. So this is where... And I know because I started here and it's a natural progression, from phase one to two to three, once you kind of have this big picture and you learn where you can go.

You don't have to be in phase one. And a lot of people are in phase one and they stay in phase one for a really long time and it's very sad because it's unnecessary. So indicators that you're in phase one, concrete indicators would be that you are earning less than you want to be earning, earning less than you know you deserve. Something tells you, "You know that you deserve this." You've seen evidence of other people making more than you, they're doing less. Whatever the reasons, you are earning less than you want to be. And you've been in this position of earning less than you want to be for more than a couple of months. You've been in there for long, like some people, a long time, right? And you are the kind of person who's told, quite often by your coworkers or maybe your manager or people around you, that you do a great job.

You're given praise quite often. You feel undervalued and it's time to take a step up into something more, meaning you're not feeling fully fulfilled or fully engaged in what you're doing anymore. Maybe you're bored. Maybe you're not learning. You're not being challenged. And you're the kind of person who really wants that and you know you deserve to be compensated and you want to move to that next level. You also experience feelings of worry, lack, fear, maybe some frustration, not enoughness. And you experience these feelings on a daily basis, a lot more than you'd like to. And this is why. Because you spend a lot of time thinking about how you should be doing it better, how you should be farther ahead. The words I should have, I should, come up a lot in your head, in your vocabulary, in the way that you talk to yourself.

And you have a very loud inner self-critical voice, right now, if you're in phase one. And that self-critical voice in your head keeps telling you, and kind of hammering home the point of, "You should be doing better by now. You should have done more. You should not have made that mistake. You should have known this." And so if that's a part of your inner self talk on a daily basis, you're probably in phase one. You find interviewing... The thought of interviewing, the concept of interviewing, difficult, ambiguous. You don't like it. You would rather avoid it. You wish it wasn't part of the process. You wish you could just skip into the role and start working because you know you can deliver, once that happens. But you want to skip the part where you have to talk about it and advocate for yourself and share value. You don't like that part because you're not comfortable with that part.

You second-guess your answers so if you are actively interviewing or you do, you second-guess what you say. Often after the interview is over, you say things like I should have said that better or I should have known that or they're going to think that I'm not capable or anything that makes you feel bad after that

interview. If that's something that you would tend to say or how you tend to talk to yourself, then chances are you are in this phase.

You unconsciously want to adapt to other people liking you, so you want to adapt your answers to get approval. You believe that you need to have all the answers 100% of the time and you're very, very aware and vigilant of other people's potential judgements and what they might be thinking about you. You try to get your answers "right" basing this on whether or not someone's response to you is favorable or not. And you put that pressure on that response of somebody else to tell you whether or not you said it right or not. You're constantly getting input from other people. So you might be like, I need an expert or somebody more experienced to review my stories, give me feedback on my stories and tell me if they think they're strong enough to get me hired.

So you're looking for validation from somebody else who you think knows better than you, in order for you to feel confident. You feel disconnected from your own value and your own capabilities and for that reason, you have trouble articulating what you've done, why it was valuable, how you did it, and whether you're even directly responsible for it. So you might be tempted to say, "Oh, but it wasn't me. My team did it. I had great people. I didn't do anything." You might be tempted to say, "It was just my job. I didn't really do much." You have a temptation to downgrade your accomplishments and be rather flippant about them like they don't really matter. You have a fear of failure, you fear being criticized or judged.

And you fear it so much that this stops you from moving forward and taking action because you're afraid you're going to do or say something wrong or do or say something that somebody else is not going to approve of. So you're unclear of what exactly what you want to do next, in some situations. If you're in phase one, you might be lacking clarity on what you want to do next but you know you want to do something. And so you're not sure what the best version of yourself looks like. If you look into the future at your future self, you are unclear on what that person you're becoming looks like and feels like. You don't really know. You're used to putting yourself last. So you don't want to disappoint people, you don't want to bother people, you don't want to make people mad and this leads you to discounting your own desires and priorities and putting them last on the list.

And you don't have much awareness of it or the skills to change it at this time. Okay. So tell me if this, at all, sounds familiar to you. If you said yes to any of those things, if you said yes to more than a few of them, then you are definitely in that first phase right now. And that's completely fine. I was there too. I think we've all been there. I think it comes from past childhood trauma or things we picked up along the way and this is just how we're used to operating. So that's why phase one, I kind of call it the default phase.

Phase two is curiosity and possibility. So this is where the six figure curriculum students start to open up to. This is where they land when they actually start doing the work inside the program.

So indicators that you're in phase two. You're starting to feel confident you will actually be able to get where you're going. You're starting to believe, "Hey, I could actually get this six figure job. This is a thing for me that I'm going to do." You understand why you are where you are and you feel like you have a grasp on how to change it, how you actually have control over changing your situation. Your experience is that of curiosity, openness and trust and these feelings are now bigger than your worry, fear or doubt. So you start spending a little bit more time throughout your day in the possibility of you being successful and you succeeding versus being afraid to fail and paralyzed from that fear. And you stop trying to be perfect all the time. You understand the truth about being perfect and about the striving to be perfect and you stopped trying to get everything "right". And you've started to trust yourself and that you actually know something.

You're starting to get a grasp of your value. And from there, it's showing in how you show up for yourself and what actions you take towards what you really want to achieve. You understand that interviewing is not about being liked by everybody or hired by everybody or approved of and that it's actually about sorting. It's about sorting people out to see who is a right fit and who is not. It's like dating. It's about serving and connecting versus trying to get and convince. So you can distinguish that difference and therefore you calm your nervous system down when a rejection happens because you're not panicked about all your worst fears coming true, about you not being good enough and it not being possible for you.

You're no longer so worried about what other people are thinking of you. So you're not totally consumed by what that person is thinking about you and making up something in your head that makes you feel scared. You're more curious about how you can provide value to this person in a way that you enjoy and excel at and that they need. You share your stories as if you would share them with a coworker or a friend. You stop overthinking everything you're saying because you have more of a calm sense of value in yourself. You can calm yourself down by reminding yourself of the value that you know you have and you've provided already. You constantly have new epiphanies about yourself and you start trusting that you actually do have a lot of value to offer to the right organization and that they will be happy and willing to pay you what you're asking.

You've dropped the I am my own worst self-critic voice or you've significantly learned how to manage it and you're now able to be more compassionate with yourself. You're starting to feel more at home with yourself, your value and your ability and you know that no matter where you go, you can figure things out and that you will get to where you want to go. And you stop putting so much weight on other people's opinions like recruiters or hiring managers, or even family or friends who have opinions that you can tell might hold you back. And you start putting the most weight and attention onto how you want to see yourself and who you want to decide to be. So that's phase two, it's kind of the transition phase between the self doubting uncertain person to the person who's like, "Okay, I'm open to this. I can see this happening and I don't need to be perfect to make what I want happen." You start to kind of transition to that next phase.

And then phase three is confidence and natural boss. So I call it the natural boss phase, because you kind of get into the groove and if you imagine somebody who is in the natural boss phase, you can imagine that they're not always doubting themselves incessantly, right? They might have moments of it, of course. I think we're all human and we might always have that. But they're not listening to it and living in it all the time or they'd never be able to take action to get them to where they are. If you imagine a TED talk speaker, somebody whose ideas have been widely published, they see that they have valuable ideas to offer or they'd never be able to take that action enough times to get to the point where they are now sharing their ideas with hundreds of thousands of people.

All right. So what are the characteristics or the indicators that you are in the natural boss phase. You're able to redirect yourself back to self-confidence faster and more skillfully than ever. So even when that self-doubting critical voice comes in, you don't have a problem with it. You don't make it a problem. It's not an issue. You just remind yourself. So what I do is I'm like, "Ha, ha. Yeah, that's funny. That's funny," when my brain wants to tell me like, "You suck, you're not good enough. Nobody likes you." You have achieved the results you wanted to, at least once, using this process and you are ready to take it a step further and achieve your next set of results. Your experience is that of curiosity, openness, trust and also pride and excitement and certainty in yourself. And these feelings are a lot greater. They supersede your fear, worry, lack, and doubt.

Based on the second phase, you have developed an awareness of your own brain's sentences and what they say. And you problem solve and think to skillfully change those sentences if you don't like them. So

I might have some default sentences presented to me and I will, at the stage where I'm at, pretty quickly be able to identify that and be like, "I don't like that. I don't think I want to think that. That doesn't feel good to me. No, I'm deciding that's not what I want to think." You've learned to tell the difference between a circumstance, something that is a fact of the world and your thought about that circumstance. And you're pretty skilled at changing your thoughts, if you want to. You set goals knowing you'll be successful at them. You plan for your success and you expect to be successful versus worrying about failing all the time and worrying and spending time in that possibility that it might not work, it hasn't worked, it hasn't happened yet.

You're more on the side of, "Yeah, of course it's going to happen. I'm working towards it and I know how to. I know how to create those results and this is what I'm doing." And you'll see people... There's a lot of evidence of people like this, they set a goal and then they go and do it. They set a goal and then they go and do it. And a big part of that is, yes, they fail along the way, they don't just get it immediately. They get better at it so they get more skilled but they expect to be successful. They don't expect to always be failing.

So I had one client, he was having trouble accepting the expectance of success in his head. He's like, "Well, how can I expect success when I've failed all these times." And I'm just like, "Because you have been expecting to fail all those times, you have continued to fail. You have to expect success to come, at some point, and be willing to just keep going until it comes." And then focusing on that expectance of success is what actually changes the result you get.

You aren't confused by your results when you get them because you understand how you actually had control over creating them. You know how to think when someone doesn't respond to you as you would like them to or when something doesn't go as planned or when you are rejected. You know how to skillfully lock in beliefs, giving yourself the space and compassion along the way to get to your decided destination. So if you get rejected, you are much quicker at bouncing back from that and changing the way that you react to that rejection versus somebody in phase one, who would spend a lot of time being very disappointed about that and continue to solidify the worry and lack and fear that they have around not getting what they want.

You don't get it perfect all the time and you're 100% okay with that, even to the point where you are happy to share about your mistakes and learnings and you have no shame about them. You get excited to move forward with the new data, you kind of use it as data collection and you just keep creating better and better results for yourself. You don't mind if you make a mistake because you know you're human and you know that everyone makes mistakes. And you don't just think that as a platitude, you live it.

So what phase are you in? If you're in phase one, the default phase, what could you do to get to phase two? And if you're in phase two, you want to work to get to phase three. So if you're finding yourself between, that's okay, the phases' kind of crossover. They're all transition into each other. But as long as you keep doing the work, you're going to move to the next phase. It's inevitable.

So when you consistently find yourself in phase three, that's where you're going to be ultimately the skillful person who knows they're going to be able to move forward and do bigger and bigger and bigger things. This will take you to your first six figure position from anywhere from 100K to up to 500K. A lot of people think that there's quite a limit on what you can make when you work for someone else but you can make up to 500K, I'm sure even more, working for an organization where you can provide that value. So yes, you can make a lot of money working for someone else. And when you learn how to find the right organizations, that really value you, there is so much opportunity there for you.

And so what I said, I want to recap, is basically these three phases, what I'm talking about, are your thinking skills. Notice, I'm not talking about what you're doing in these three phases, I'm talking about

what your inner experience is like. Because a lot of people don't know this and they will keep trying to tell you that the action... It's like take more action, do more. A hundred applications didn't work then send out 200 applications. But truthfully, it's not the action. It's not about your action. It doesn't start with your action at all and most people, that's where they ask. They're like, "Well, what do I need to do?" And it's really about your thinking skills, the ones that fuel your ability to fuel your action through a thought and a feeling that are going to work, then you get to carry that action out. Because any action that you take, it has to be aligned with your thought and feeling.

And when people are not getting the results they want, this is exactly why. It's because their actions and their thoughts are mismatched. So when we look around at other people, we see this all the time in our lives, the people around you. There's people taking a lot, a lot of action and they are not getting the results they want. And the reason is because their thinking and their mindset and the way that they're feeling is not aligned with the action that they're taking. And they don't know this so they just think taking more action is the answer. There's so much evidence to prove that this is not what creates results, yet we still want to go back to this all the time and so did I. I spent a lot of time in incessant action when I wasn't getting the result I wanted and I just kept thinking I had to go harder and do more and take more action and that that was going to get me more results.

But there's a point where you can't take any more action. If you're taking action all day long and not getting the results you want, you can't possibly take any more action, so then what? Because if action was all it took to succeed, then people who worked the 12 to 15 hour days and put in that extra overtime and took those extra projects, if that action is what created the results, then they would always be recognized and they would always be rewarded and they would always be given raises, right? Every single time, if that's what the action was responsible for. But we know that there's a lot of people who work really, really, really hard and do all that and they don't get it. And then they complain and they don't know why and the reason is because their action is not aligned.

So working hard and taking a lot of action, if that was all it required, we would see evidence of everyone who applies for hundreds of jobs, getting the offer, right? We'd be like, "Oh, well, they got the offer because they took like a hundred actions." When we also have evidence of people who have taken a lot less action, that was a lot more aligned, and gotten even better results. So anyone going on lots of interviews and not getting an offer, they were not aligned. Their thoughts and feelings were not aligned with what they were saying, how they were showing up. So it just simply doesn't work the way that we all think it does. Because it's not the action itself, it is the person's mindset. And I can prove that over and over again, with a dozen different examples.

So we can look at people who have taken a lot of action and had success come really easily, or what looks like really easily, we don't really know their whole story, but we can look at people who do work really hard and do get the results. And then we can conclude, "Oh yeah, it was the action. They are working so hard. They are such hard workers. He works 15 hour days, of course, he got that promotion." And there's evidence of that too. But the truth is they were taking aligned action, where their mindset was in line with their actions and that is why it worked. And sometimes they don't even know this. So if you ask them, "Oh, how did you get that promotion?" They might say, "Oh, well, I put in a lot of work." They will say, "I worked long hours."

They will tell you that what they did was what created it. But they don't know they had subconscious programming mindsets that they were not aware of, that actually worked for them and lined up and helped them to get that result. So your career and navigating interviewing and raise conversations is a never ending path of charting your responses to what's happening in real life. So your internal response to what happens versus your external response is you want to be aligning your internal mindset and your internal feelings with your external results. So your thinking skills will allow you to diagnose, fix

when you're not getting what you want, which happens along the way for any goal. So we're going to have some situations where we don't get what we want.

Your ability to be aware of this, navigate and choose your way of thinking will allow you to adapt, will allow you to adapt quickly and with less suffering and with less beating yourself up and without having to be inner critical. It's going to allow you to course correct and pivot when things happen that you didn't expect or that didn't go as planned. And these abilities will make it easy for you to turn any rejection you get into fuel and not make it be a problem for you. Even at the level that I am at, I know that failure and rejection is still a huge part of this and even a bigger part of it. I get rejected now, way more than I used to but I just care a lot less about it. And what I experience regularly is very different. The only difference is I don't make it mean anything about me. I don't have a problem with being rejected. I incorporate the rejection and the failure into my process for success. And it is a completely normal thing to me.

So since failure and rejection is part of this process, once that is accepted, then you can easily see the difference between someone who does accept it and someone who doesn't. Someone who doesn't accept it will constantly be fighting against reality and their belief in themselves will be low and it will easily crumble. When they don't accept that rejection and failure are a part of any process, their foundation will easily crumble. Their self confidence will easily go down. It will diminish with every rejection instead of increase, instead of get stronger. Someone who does accept and understand this and has the ability to be aware of it, will navigate it in a different way and choose their way of thinking about it in a different way. And they will not get stuck in the first, this didn't work, the second, it's didn't work.

They won't even care when something doesn't work, they'll just be curious and fueled to go to the next thing. They can use their new thinking skills to engineer and improve upon the how something is going to come together, how this result is going to happen. And until that result shows up, they will continue to engineer the how for themselves, because they know that the result is going to be inevitable. They know it. So I want you to think about interviewing and advocating for yourself, for raises, promotions, et cetera, as a stack of skills you need. And these skills are separate from the skills you have for your job. So it's separate from say, being a whizz in Salesforce or being a technical whizz, or being able to really dial into problems in your role. These are different skills.

These skills will help you in your role as well. But the skill of interviewing, advocating for yourself and the thinking, mental skills that I'm talking about, those are the skills you need to be successful in your career. So no matter what area of your life you want to achieve certain results in, success is always built on a stack of skills. And these skills I'm teaching you here are foundational and they apply to other areas of your life, once you master them. So when you gain the necessary skill to accomplish the certain goal, you will accomplish it. It's as simple as that. So if you need to learn a certain programming language to write a certain program, you learn that language and then you write the program and you will be able to do it. That's pretty doable, if that's what you want to do.

You'll be like, okay, I'm going to take this course in this language and then I'm going to apply what I learned and then going to build this. You'll be able to do that. Or you... I'm going to take this course in building a house and then going to build a house. And you could learn how to do that. And that doesn't feel too necessarily too scary for you because you've got the skills to do it. And if you don't have what you want yet, this means you haven't acquired these particular skills yet. And that's okay. It's not a big deal. If you want to be the person who gets hired, gets promoted, add insane value on a regular basis, this is just who you are, gets more offers, is sought out for your value and has a bigger impact in your career, these are the two most important skills you need to learn.

The first one is you need the skill of letting go of being perfect, letting go of getting it right 100% of the time. We are not in school anymore. This line of thinking does not serve us and being willing to take that imperfect action and learn deeply from it, until your result is achieved. That is a very foreign way of thinking for all of you good students out there. You're like, "What? No. I can't do things that are not A plus," but you have to, okay. You have to. So my mentor says B minus work, and a few of my mentors were like, "Don't do your best. Just do something." And that moves you forward. Makes sense. We want to hold off so we can get an A plus. And then we never move forward because we can't get an A plus without learning along the way, because it's not like school. It's not a textbook that we study from. We don't have a textbook with all the answers. We never will for this because your answers are going to be different.

The second skill you need is the skill of tracking the root cause of why you're getting the results that you're getting. And the root cause always starts with your thinking. What your thinking and feeling was, when you took certain actions, will tell you why you got certain results. So why did you get the results that you got and being able to clearly answer that question. And that is what coaching is about, that is what we dig into. So those who are unable to do this, so say if you can't or are unwilling to let go of having everything be perfect and have 100% of the answers all the time, somebody who is willing or unwilling to do this is going to have a fear of rejection and a fear of failure that is going to hold them back until they can let go of this.

So they're going to have this fear driving what they do and here's how it plays out. So say... This is one example of how it plays out. It plays out in many, many different ways but say the circumstance is the job interview. Your thought about the job interview is, "I have to have all the answers." From thinking that and believing that, you feel fear and you put pressure on yourself. And then how you show up in the interview is you second-guess yourself. So they ask you a question and you search that mental Rolodex for the right answer. And then you stress yourself out and you end up freezing. You say something because you can't go through that mental Rolodex and think about it forever to get the A plus answer because they're waiting. And then what you say is less than ideal and then you panic because either you can't come up with something or you can't decide what's perfect. Or you give them an answer because you have to give them an answer and you're not really happy with what you end up saying.

And then the result is you do not give the best answers that you could. You don't give off valuable, confident energy. You give off unsure, confused... Is it this? Is it this? I don't know, what do you want me to say, energy, right? And then you become more in a people pleasing energy and uncertain, not confident and this repels people. Okay. So this is just one example of how that could play out. I have a million examples of how that plays out. But in the program, we go through how you do it so that you trust yourself and you have the right answer. And my clients are amazed that what comes out of them, when they actually stop to think about, "Hey, I actually am pretty smart." So they're never going to create that confident dynamic in an interview when they can't let go of, I have to get it right. I have to get it perfect. It has to be 100%.

They will not present their value to its full potential. And they will not make them money that they possibly could because that requires the willingness to not be approved of by everybody, not be liked by everybody and be liked by yourself enough to keep going until you find the person who's like, "Oh my God, where were you? I can't wait to hire you." Yes. It requires the potential for failure and disapproval. It requires rejection or at least the willingness to be rejected. Their nervous system is trying to avoid saying anything wrong or doing anything wrong, so the internal voices, this might not work, they might not like this, somebody might not approve of what I have to say. And they won't learn the skill of showing up like a valuable candidate because they decided that what they had to offer was valuable.

Not basing it on, "Oh, if they respond well, then it means I'm valuable." No. You decide that first. So the return on investment of letting go of this, letting go of trying to be 100% get all the answers, is literally hundreds of thousands of dollars throughout your career, if not millions.

The second skill is tracking why you got the results you've got. So those who are not good at this, or aren't aware of it or are not willing to embrace this, will be in a constant, desperate hurry to do more. And this was me. This was totally me. Always looking for the next strategy, the next right thing to say, the next person to review my stories to tell me that they're good enough, the next step by step process. Just tell me what to do. Like very focused on the action.

And they will continue thinking that more action is better and that that's the answer. And this is why people get stuck in trying a bunch to different diets, for example, to lose weight. All the diets actually work. There are testimonials and raving successes, for every single one of those diets. Each one of those professionals who has written a book on a diet, has thousands of people who have succeeded on that diet. And it's not the diet itself, it's the person who's on it. It's their mindset. It's their thoughts. It's like... There's those books for get rich... Like Rich Dad, Poor Dad and The Secrets to Making Money and there's all these books of how to help people have financial freedom. And thousands of people read these books but only some of them, does it actually change their lives. And it's because it's not the book. And it has nothing to do with that. It's how your thoughts and feelings, how the person reading the book interacts with that information and then how they carry out those actions and if they're aligned with them or not.

So when your mind, your thoughts and feelings are not a match for what you want, you'll spend no time looking inward. And then you'll just be like, "I need to do more. I need to do more. I need to do more." And if this is where you're at right now, and you feel like I'm doing a lot of stuff but it's not working, what's missing is looking inward and looking at some stuff that might be uncomfortable. But there's some stuff you're wrong about, some stuff you're telling yourself, that you're wrong about. So there's thoughts and feelings in your head that are not aligned.

So for example, somebody might say, I want this role and I want to make this much money. I want this type of role. I want this to be my title and I want this much money. But they might have a belief, that they're not aware of, that making that much money will put a huge amount of pressure on them to perform. And really deep down, they're not really that confident and they have maybe some imposter syndrome and they're like, "Oh my God, what if I can't do it? What if I'm misrepresenting myself? What if I'm telling them that I can do something? What if I'm too confident? What if I'm overselling myself?" They might have this fear of that, which will stop them from ever getting that role at that pay because they have that conflicting mismatch of beliefs. That's an example.

And they come in all different shapes and forms and sizes. But there's no shortage of limiting beliefs, if you don't have what you want yet. So every time somebody tries to go get that role at that pay, they're going to subconsciously sabotage themselves because they're not a match for what they want. On the inside, they're not matching what they say they want on the outside. So the ability to make your internal world a match for what you want on your external world is the skill of being able to track what exact thoughts created your results. And being able to change those thoughts and create different ones and create different results as well. This is the second skill. And I boil it down to the two. Mastering these two is the answer. I can't say it any differently. It's like once you figure out how to take imperfect action and be totally okay with that and then learn how to track why you got certain results and why you didn't, is exactly what got me to where I am today and what's gotten my most successful clients to where they are.

And here's the thing, these skills are not hard. We really should have been taught them in school. But most of the world is walking around without them. And a skill is just like a new habit of the mind. It is

just a different road that we decide to travel on every day. And it's like you used to think a certain way about something and you get used to thinking that way, and you do certain things that way. And then you decide to do them a new way because you saw that there was a more efficient way to get there or a more efficient way to do it. It's kind of as simple as that.

It's like you're on a path and it's taking a really long time. And then someone shows you, "Hey, there's actually this new path that could get you there a lot faster. Do you want to try hopping on there?" And most of the time, a lot of people can be really scared to hop on the new path, be like, "Ah, maybe... It might get me there faster but I'm just going to keep chugging away here because it's more comfortable." So don't fall into that trap. So they say, from scientific research, I looked this up as well, that it takes about 21 days to form a new habit, a minimum of 21 days, sometimes longer. But that's kind of the baseline. You need some time to develop, confidently and consistently, a new way of thinking, especially if you've been think the old way for years and years and years. And you can't... It's like you can't go to the gym once or whenever you feel like it or sometimes, and expect to see the results you want.

So here's the thing, I've designed an optimal way for you to master these skills. And so I'm releasing it, inside my program, The 6-Figure Curriculum. It is the foolproof plan for members of The 6-Figure Curriculum to wire these skills in permanently. The plan is eight weeks or less to your premium role and then I'm releasing it only inside The 6-Figure Curriculum. Starting now, you can sign up for it right now and I'm telling you what you're going to get. It will allow you to have the daily work that's going to get you to master these skills. And remember there's only two skills. So this is only eight weeks of your life to master these two skills.

Now, if you're in The 6-Figure Curriculum already, you will already be getting access to this. If you are joining us, you're going to get a beautifully designed workbook in hard copy that shows you exactly what you need to do for these eight weeks, mastering these skills and exactly how that applies to you.

And the reason why I divided it up into phases is because I know everybody's not in the same place. So you might be between phase one and two and so you'll be able to go through at your level. Every piece of work is very simple. So every exercise, it literally is going to take you less than 20 minutes to do. And the skills you're going to gain by doing this work is going to change the way that you see yourself. And one thing I've learned is we will always live into how we see ourselves. The way that you see yourself is everything. So if you're not where you want to be right now, it's because some part of you doesn't see yourself as that person who has that 6-figure role, who makes that much money or who works at a company like that or who does certain work. You don't see yourself that way yet.

And this work is designed to make you see yourself the way you want to and the way that you see the possibilities around you and what you're capable of. So what changes is how people respond to you changes when your energy changes. When you're clear on your value, when your confidence as a professional changes, you become magnetic and then people around you see you differently. And all this changes through learning these skills. And it's going to change the career prospects from the moment you start and it's going to permanently alter your income trajectory, not just for this year, but for the rest of your career. And what happens in the interview room is going to surprise you in a really good way. So the kind of answers that you come up with are going to surprise you. You're going to be like, "Wow, that came out of me. I said that? I'm pretty genius actually." So kind of starting to show yourself what you're capable of. And the interviews that used to scare you and intimidate you, will now be something that you embrace with curiosity, confidence and certainty in yourself.

And when you do that, people will start responding to you and seeing you in a different way. And when this happens, you'll expect it. You'll be like, "Okay. Yeah, I know why this is happening," and you'll understand why it's happening. You understand about you're thinking, feeling and why it's creating you to show up in the way that you are and then the rest of the world to respond. And if you know how to

keep strengthening the skill, the beauty of it is you get to do it again and you get to create more from that place. And when I say confident and certain in yourself, I mean that no matter what anybody else says to you, whatever a recruiter says or well meaning people, however anyone else reacts to you, you get to decide to keep that level of confidence and certainty in your own value, no matter what. The level of power and authority that you have over the results is going to be completely within your control.

And you're going to feel that and you're not going to be disappointed if there's a rejection that happens, because you know the drill, you know how it works. And the sense of control that you'll have over your career and how you're interviewing becomes completely different of an experience for you, from here on out. So going from, I'm not sure I can do this, I'm hesitant, feeling uncertain, worrying about what they're going to think of you, worrying about certain gaps on your resume or certain levels of experience you have with specific things or thinking I don't know what I'm doing wrong, why aren't I getting offered the job? A lot of people are going through that cycle right now, of trying and failing and trying and failing and not understanding why and then just getting more and more frustrated. That is all going to change. You're going to go from that to having control over your own results, no matter what or who you're talking to.

So what you think is standing in the way right now is actually not the problem you think it is. I have one mentor and she would say, "It's always a thought problem." And that always kind of brought me back to like, "Okay, if it's a thought problem, how can I solve it?" It gives me so much more power and so much more opportunity and options. So I'll agree that you don't have control over specifically who hires you, specifically who says yes, but you do have control over your overall results. You have control over the big picture. You'll go from not understanding what you were doing wrong, not knowing what you needed to do, to predictably being able to create what you want over and over. And this means confidence and certainty in yourself that supersedes any lack, worry, doubt or fear in yourself that you have been experiencing.

And from doing this work, me and my clients, I know we all have had these neural pathways changed. We've all changed a lot of neural pathways that were not serving us. And I can't even describe to you how it feels to be able to put a new neural pathway in place and then go with that and have that show up in how I feel and what I'm living into. I can't even describe how that feel. It's so much more control over things because it never feels like a set of actions that's getting me the success anymore. It feels like my brain. And those things help me after the first result and the second result and the third result that I get. So what really feels like the ultimate power in your life is developing the thinking skills to literally make your life long commitments become true, so your long term goals.

And you kind of look at them like, "That's what's happening. That's what I'm doing." You literally plan for them to be the only option in your mind, you plan for them to be the only success that is happening and you go on autopilot from there. And when I learned this new skill, I had some of my clients and they were able to implement and achieve their goals and they were amazed as well. And I knew that we now had the secret and we had the control over what we needed to achieve bigger things. So this is the mission that I have and the desire that I really have to bring to everybody that comes in to my program, is for them to really cement and solidify these skills in their career and the rest of their lives. I have many clients who also talk about how this has affected their relationships outside of work and what they've been able to do outside of work. I had one client who said she lost a lot of weight using these skills.

So the value of learning these skills is so much more valuable than me telling you what to do. And I do have lists of what you can do because I used to be very action oriented as well. So there is a lot of that inside my program but I'm more focused on your thought being aligned with whatever action you choose to take. And it's so much more than just your career trajectory. Like I said, it changes all the different aspects of your life if you love it. So if you're already an experienced professional, this work is

going to help you see with crystal clarity where you want to go next, where you've potentially been underselling yourself and show you exactly how to take yourself to the next level. If you're starting your career or you're earlier on in your career, these skills will help you up level to your next level, wherever it is that you are going.

And that is why the three phases are in place and you could be very experienced and still be in phase one. And that to me is very exciting because if you think of what you could do if you were in phase two with these new skills, that is such an exponential opportunity for you. So when achieving my goals and when I work with my clients, this is what we do. And I don't go telling them what to do or how to write their resume. It's actually the last thing I would do, is review a resume. I do it sometimes but there's... Most of my clients, I've never looked at their resumes before. I've never looked at them because I know that their thinking is actually what's creates the result. It's not going to be the resume itself. So if you're ever wondering, how did this person achieve that result? How did they do this so quickly? Or you wonder what they said in the interview, this is going to be exactly what you learn in the eight weeks to land your premium offer.

We're going to take these two skills and embrace them over eight weeks. So you're going to be able to go from phase one to phase three in eight weeks time. And the foundation of learning these skills is going to stay with you forever. And it's going to keep compounding and adding more value forever. So what you do in the next eight weeks really matters to the quality of your life and what you decide now is going to be an imperative factor to how you are living your life in the next two months. So make the decision that you want to make it different than your past. Joining The 6-Figure Curriculum today gets you oriented, so you get to start right away with the material inside and you get ready for your new chapter.

So to get in on this, you want to get signed up before March 31st so that you can get the hard copy of the beautifully designed workbook. You want to go to www.nataliefisher.ca/start. The link is also in the show notes and you're going to get this beautiful workbook and you're going to want to keep coming back to it every day. It'll be hardbound and sent to your house. And that is your Bible. You'll be able to study that and you'll be able to master these skills in a very short amount of time. And then of course, you get immediate access to the rest of the course curriculum. It's going to change the trajectory of your career and you can get oriented before we officially start the challenge.

And hey, if you've been interviewing and wondering what you're doing wrong, why you're not getting the offer and you want some real concrete insight into what the actual reason is and no one is giving you feedback, let's be honest, get on my email list to grab your free copy of this in-depth guide. So I've created this guide based on all my experience, coaching hundreds of people. It's called The Eight Reasons Why You're Not Getting The Offer. Plus you'll get emails from me periodically on how to up level your mindset and your career. And this guide has been known to get people into new roles with just one little mental shift. So get in on that, link is in the show notes for that. And I'll see you in your email inbox soon and I'll see those of you joining The 6-Figure Curriculum inside our LinkedIn community. And I can't wait to get to work.

Now, my brain has been rewired since working with you. From a personal perspective, you've taught me to think differently. The bottom line is I've always provided for my family and I will always find a way to provide for my family. From a professional perspective, a zero mistakes tolerated culture is not only unattainable, it's toxic. It's not even worth wasting my time and my life anymore. From a candidate or interview perspective, I'm prepared because I always prepare. I cannot possibly know the answer to every question and that's okay. In summary, I don't fail. I learn and then move on. I turn failure into fuel. The main thing for me is that I'm now adding value in an organization and in an industry that aligns with

my values and goals while earning 6-figure compensation. So it's incredible. I really appreciate what I'm doing right now.

Did you love this podcast episode? This is only a tiny fraction of the kind of breakthroughs, mind blowing explosions and career upgrading magical stuff that happens when you join The 6-Figure Curriculum. And it's all available to you right now. Join to get immediate access to the video modules and get started. And the kind of things that you'll end up saying are going to stick with interviewers for hours after they talk to you. They're going to be obsessed. They're going to perceive your value so much higher, once you start seeing it yourself. And when you join us before March 31st, you're going to get a hard copy of The 6-Figure Curriculum workbook mailed to you. Yeah, that's right. Like in the mail. It's really satisfying to have that in your hands, if you're anything like me. I really like to have a tactile thing to work with.

And if I might say it, it's not like any book you've really read. It's not what you imagine. It's a deep, interactive, best friend, so to speak, that will keep you on track and deeply focused in the work to land your premium offer in the next eight weeks or less. I can't wait for you to get your hands on it. And if you're impatient like me, there's all the information for you to get oriented and get started right away. And you get immediate access to that as well as the live zoom calls every week and the LinkedIn party that we're having inside the private LinkedIn community as soon as you sign up. I will see you in there and remember, March 31st, get your hard copy.