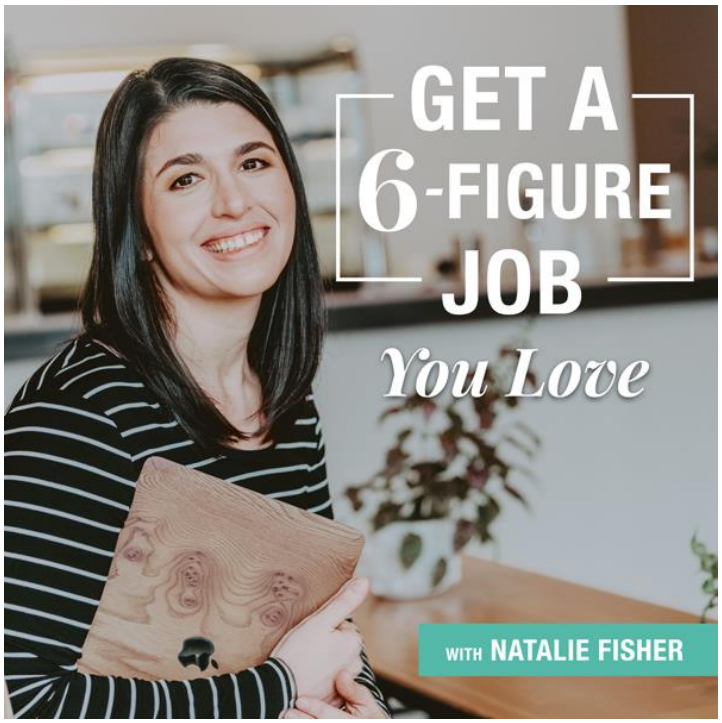
Ep #92: Average Growth vs. Quantum Growth



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 92, average growth versus quantum growth. 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 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.

All right. Do I have a lot to talk about today or what? So to set up this episode, basically, I'm going to talk about the people who move quickly. The people who seem to have an easier time in life in their career, they seem to get things faster. They're always up leveling doing something new and you're often thinking, "Whoa, how did they do that so fast or how did that seem so easier, how did that seem to fall in line for them so quickly?" Versus the people who are always struggling and always seem to be stuck and seem to put in a lot of effort but not get the results and seem to be complaining. So that's two extremes of the spectrum and you might be in the middle and I'm sure that in some areas of your life you're probably, one of those people that does it really easily and has a really easy time with things.

And you probably, don't even notice it because in that area of your life, you don't really put a lot of thought into it, because you're on autopilot for already doing something really well. And in other areas perhaps, your career, that's not the case and so that's what I want to teach you today is the difference between those two things. And this can be applied to any area. But basically, what I'm going to list out is the difference between the person's brain, who seems to get there really quickly and seems to have an easy time and there's a lot of factors that go into play there. And then the other character who isn't having such an easy time and they seem to be getting stuck a lot. So the first thing that I teach in my program and that I base the work that I do around is that people who do quantum leaps have quantum growth. The biggest awareness that they have is, and the belief that they have, they believe truly and deeply that their thought creates the results and they put in the time to create awareness around it.

So if you've been having a hard time with something and you're not sure why you're not getting the result, if you're asking yourself, "Oh, what am I doing wrong?" You need to stop and put some time into what thoughts are creating the results that you have and why you're not getting the results you want, the root cause of the problem. So the first thing, the belief that thoughts create results. Somebody who is struggling and I'm going to go back and forth here so I'm just going to do the comparison to each one and talk about each one a little bit. So somebody who is struggling and somebody's having trouble getting to where they're going and they seem to be stuck for a long time, they in comparison to the person who puts time and effort into seeing what's creating that for them and gets specific and goes deep on it and gets coaching perhaps, is really dedicated to figuring that out.

The opposite of that is somebody who believes that the action and the strategy create the result. So this person will believe that the amount of actions that you take or the specific strategy you use is going to create the result but they're not paying attention to their thoughts and feelings. They have a very low awareness of what their thoughts and feelings are as they execute the actions, they just think more action is necessary. Second thing, people who make quantum leaps and have quantum growth, they are willing to slow down and do some work on their mindset and their awareness first and often we don't want to do that because we think that's going to slow us down but really we have to get that in line.

So I've used a ton of analogies for this in the past, the one that comes to mind right now is, "Okay, well I'm going to keep putting gas in my car and so that I can go." But if the transmission is shot and it's breaking down, so let's say the transmission is your confidence and it's breaking down but you keep putting gas in the car which is pushing yourself saying, "Come on, you've got to do more." But your confidence is wearing lower and lower then that's not going to work. So what they need to do is they

need to stop the car and take a look at what's going on there first. And that might take a little bit longer but in the end they're actually, going to be able to move because otherwise they can't really go anywhere but they think it's so important. They're like, "Oh, but I got to keep moving. I've got to go." So the people who are stuck and grow at a below average rate are really anxious and they don't want to slow down.

They're in a very, "I have to go," energy, I have to do this." Like I hear some people say, "I need to get this job, immediately," and they're in that very anxious, chihuahua energy where they're like, "Help me now, answer all my questions. I'm jumping up and down. Tell me, I need to do it now." Versus, "Stop," and be like, "Okay, I need to slow down for a minute. I need to adjust, what's going on here? Because taking action from this place is not ever going to get me where I want to go." And we know this because people can take anxious action for a really long time and then they get burnt out, they think it's not working. And then every time they go through that cycle, they get more demotivated. Versus stopping to be like, "Okay, I'm going to slow down and figure this out."

Number three, capacity to have the quantum growth is they will stop and ask themselves questions. So they will self-coach themselves, they will ask things like, "What was I thinking that created that or what am I thinking now that is going to create the future result that I want?" Because they know that what they think today is creating what they are doing tomorrow, creating what they're going to do and creating the result they're going to get. Versus somebody with below average growth mindset, is going to talk to themselves in terms of action. They're going to be like, "Well, what did I do? What were the actions that made this happen? What should I do next, what will create what I want next?" It's all about, do, do, do. And it's really taking a very surface level approach to something that can't be fixed on the surface level.

It's like trying to put whipped cream on garbage or lipstick on a pig or just not willing to slow down and scrap that and make a proper cake, not willing to actually, do that. Number four, people who have quantum growth, who figure out how to get their results quickly and are aligned, they don't rush themselves, they don't push themselves. They're not insisting and putting super amounts of pressure on themselves to get something done, immediately. They understand that, having the awareness of what they're thinking is the most important thing. And they allow themselves to take the time to release the old beliefs that are not serving them. They understand that it's a process and it's not just going to happen the next day. I mean, for me, when you get experience that this work, it can happen pretty fast but they're not like putting pressure on themselves to be like, "Okay, I have to change this now, I have to change my thinking immediately. I have to go now."

Because that, putting pressure on yourself is just making you feel bad and your emotions are such a huge part of this. The emotions are so much more than we give them credit for, hardly anybody pays attention to emotions. They're like, "Well, what do I need to do?" And then they allow those new beliefs to take root and come in and they start evolving and the more that they are willing to take time with that process, the faster they're actually, able to go. Whereas in contrast, the people who are slower and their results have below average results, they expect instant gratification. They want it to happen right away and when it doesn't, they find a problem with either themselves and their inner critic voice starts yapping, the inner critic inside you is like, "Well, you didn't do that right."

Or they just give up and they abandon the work on their mindset and they're like, "Yeah, that didn't work." So contrast there is understanding that it's a process that may take a little bit longer. And by a little bit longer, I don't even mean... I don't even have a timeframe in mind. Depending on what the belief is, you want to change it could take a couple days, it could take a week. Some beliefs if they're really ingrained could take a month, myself doing this work... You get faster at it when you do it more

but some beliefs are still going to take a while for me to get to a hundred percent. And then the below average earners, the below average growth comes from that place of, "This needs to happen now."

Number five, the people who have the quantum growth, they start to enjoy the process. They start to find a joy in the work of becoming aware of what they're thinking and seeing. And they become more observant and they go deeper with it and they stay with it, they enjoy this and they get more power from this process. They're feeling more in control because they have a way to do this. And in my program, I work heavily with the model which is a tool that helps you break down this exact stuff and they enjoy digging into their own mind and having those aha moments. And this is something I personally do, I self-coach every day and I get new ahas at whatever level you're at. And I've grown to really love it which is even more fun when I get to teach it to other people and they get to have these ahas as well. So they find fulfillment in this work versus somebody who is below average in their earnings and in their growth, doesn't want to do it, they're avoiding it.

They're like, "How can you tell me that my beliefs create my results?" They just want to dismiss it, they're not open to being wrong about anything. They're like, "Nope, this is fact," they want to argue it and they see it as if they do it, they're like, "Okay, fine. I'll do it." And it's like a means to an end and then they're anxious to get it done. They're still in that urgent chihuahua energy like, "Okay, fine. I'll just do these exercises and get it done." And they're not really, they're missing the point of the work itself so that's five. Six, so the people who are below average earners, they have below average growth. They are using the past to dictate what's possible for the future so they tend to go to the past a lot.

So saying things like, "Well, I didn't get those interviews before, I wasn't able to do this before. I've never done this before." And they use that as evidence for what they can't do in the future. They're like, "Well," and their brain shuts it down. And so they don't even think of ways or come up with ways that they could... In contrast to someone who has quantum growth or excels faster, this person will decide what they want and become the person who has it so they'll start doing that embodiment work, start digging into some of the future self work, for example, that I have in my program and they will decide where they're going. So they're basically, charting their course, very intentionally versus the other person who's thinking, "Well, I couldn't do it before so that means I can't do it.

And without even consciously thinking, I think this is a very subconscious thought, it's like, "Well, I haven't done it before, I can't do it." But then when we think about all the things we've done, that we didn't know how to do before it's pretty obvious that we have always been doing stuff we've never done. We've always been ever since we were born every day after that, we did something we'd never done before. We took our first breath, we ate for the first time, we walked for the first time, we talked for the first time, we did all these things for the first time that we'd never done before. So it's really not useful to think, "Oh, well, I've never done that before so I guess, I can't do it. It doesn't actually, make any sense but we start to form these beliefs as we grow to think that, "Oh, I haven't done it before so I cannot be able to do it." So they decide and this is just not a problem.

Imagine if you just woke up as somebody who didn't believe this was an issue for you and you're just like, "Yeah, okay. I haven't done it so what? Let's try it, let's get started." The people who have average growth or below average growth, they experience more fearful emotions, more worry emotions, more anxiety, more anxiousness on a daily basis than they do experience things like certainty and confidence and trust and belief. And so it just means that their anxiety and their anxiousness outweighs their confidence and their certainty and their power, they don't feel powerful, empowered in control. And the person who has quantum growth and succeeds faster and at a higher rate, that person, their emotions are going towards the other side. So they feel more confident, they feel more aligned, they feel more certain. And they create those emotions with their thinking on purpose and then they head to where they're going.

So it's just pretty simple this one, it's you either have more fear and more worry and more doubt or you have more confidence, more certainty, more empowerment. And you don't have to have 100% confidence and certainty all the time but it just outweighs the anxiousness that you have. If someone's feeling anxious all the time, when they go to an interview that's going to show up. Everyone they're around, they're going to spill out that desperation and that neediness and that fear and that anxiousness. Whereas if they feel confident and certain that's going to create a completely different result. Number seven, people who are slower to take action slower to make the steps they want to make quicker to give up, they wait until they feel "ready" to do something.

And this is a sneaky way of being like, "Well, I need to prepare, I need it to be perfect. I need everything to be in line. I have to have everything in place, I have to wait until I have this and this." And they always put something else up for when they have that then, "Oh, no. But I don't have this yet. Oh, but I can't do this yet. I need this certification or I need these people to look over my resume or I'll do it when I'm feeling better or when I come back or whatever." They have a reason all the time to postpone taking an action that might be scary. Whereas people who grow quickly, they know they're onto themselves. They know that they need to take that action and they will do it before they're ready and they will get into the habit of that.

So they'll again, self-coach themselves to know that, "Okay, this is what needs to happen, I've been postponing it for a long time. Let's just take this first step, we can do it." And that way they get moving and so that is for some people. And some of these things are going to resonate with you and some of them are not and I just made the most comprehensive list I can here so that you can take what you need from it and be like, "Yes, that is me," and "No, that's not my problem so much." So just keep that in mind and always be asking yourself, "How does this apply to me, how does this work for me? Is this true for me?"

So number eight, people who have average, slower growth or below average growth, they again, believe that actions alone create the results, they think that's what it is. And I guess, I have this one in here twice because I was doing it for so long. I think the lesson that I needed to learn so badly is the lesson that I want to get out so badly to everybody else. It's like, "Your actions alone do not create your results and we know this because so many people take a lot of action and they are still not getting the results." So the opposite of that one is slowing down to take a look at your thinking, your emotion, how you're going about it, what your approach is and slowing down if necessary to get to that point where you are taking action from a really aligned place.

So number nine, using current circumstances to dictate who you are. So this is something that below average earners, people who have below average growth, people who stay stuck, this is what they do. They look at their current circumstance and they use that to mean, "This is who I am," and we know when you take a rags-to-riches story, say somebody's homeless and they end up making it into being rich one day, there's no way that they tied their identity of being homeless to who they were otherwise they would've stayed homeless forever. Another example, if you are in a role right now, maybe you're in a toxic environment, maybe you really don't like your current job, maybe you know you want to get out of this situation but you look around at your circumstance and you say to yourself, "Well, this is what the best I can get, this is the best a person like me can do." That's tying your circumstance to your identity and the truth is you can choose whatever identity you want and people do it every day.

So whatever your current circumstance is, you can decide to say, "Actually, no. This is where I currently am but I'm deciding something different." And then you start to build out what that future identity looks like. And you get more and more clear on it for yourself until you start to align with it. And so you start to be it in your head so much that it just makes so much sense that's where you're going to go and then your actions just follow naturally.

And then number 10, is giving versus getting consciousness. So I bet you can guess who's in the getting consciousness and who's in the giving consciousness. And by being in the giving consciousness, I don't mean... People often get this confused, they're like, "So I should just care about what they want and that's it. How do I balance it?" And the answer is, the people who quantum grow to take quantum leaps, they are looking for a win-win. They're like, "I want to know what I can contribute? And they're more interested in that first, they focus their mind on that first because that's where they want to put their focus is curiosity on, "What can I give here?" And ultimately, giving and contributing is actually, one of our mandatory human needs, I believe Tony Robbins taught me this. But giving and contributing outside of yourself is actually, necessary for you to feel fulfilled.

So giving consciousness in the case of job interview and finding that match is looking for the win-win. But first and foremost, focusing your attention and your mind on what it is that you can give, how it is that you can provide value here. And also thinking, "Okay, am I going to be happy here? Is this the right place for me, is this the right culture for me, is this the right pay for me, is this the right company for me?" And the reason why that's also important is because that has to come from giving too because if you accept something you ultimately, don't want or are not happy with then you're not going to do your best work. You're not going to be your best self, you're not going to give the most value that you're capable of giving because deep down you're unhappy with your choice. You're unhappy with the situation so that's why the win-win is so important.

The win-win, getting what you want is just as much for them as it is for you because they don't want to hire someone who doesn't want to be there and you don't want to work somewhere you don't want to work because then you won't be at your best. So that's the win-win that we're looking for, the giving consciousness that we're looking for quantum growth. Whereas the getting consciousness is needy, desperate, anxious, chihuahua. It's like, "Tell me what I need to do or what I need to say to get the job so I can just get the job and then I'll be okay," and that is very unattractive, that is very repellent and if there's even a hint of that then that's going to block you. And if you're used to being in getting consciousness then you can probably, see that you haven't made it as far as you could.

And also it doesn't feel very good to be in getting consciousness for all you're interested in and all you're focused on is your survival primitive brain. And this is not your fault, this is normal how we're wired. We have to reroute it and circumvent it because we are wired to protect ourselves. So when people are in getting consciousness, it's nothing that they're doing "wrong," their brain is functioning how it's supposed to work. It's just not getting them the best results because people don't like that. So if you're in getting consciousness, don't be hard on yourself just notice it, be like, "Okay, this is just something that isn't working, it doesn't feel good. It's not where I want to be." And I've coached some people that are like, "Oh, no. But I have bills to pay, you don't understand, I have a family to feed blah, blah, blah." And it's like, "Yes, but that doesn't change if you move to giving consciousness, it doesn't change if you move into curiosity, it doesn't change if you move your focus to focusing on value, becoming a high value candidate, how you could be a most value."

You can focus your brain there, you have the ability as a human to completely focus your brain on what you can contribute. You can completely focus on that and that is actually, going to provide you quantum growth for your family, for your bills, for everything versus staying in that getting consciousness. And some people really insist on staying in that getting consciousness. And they probably, will find a job somewhere making a little bit, eventually. But it's not the kind of consciousness that you want to have if you're looking for a really high level, high paying position and you want to be an in demand person and you want to be excellent and you want to make an impact, it's two different levels.

And some people are just not able to get out of that getting consciousness and it'll show up in their results. And sometimes it takes some unwinding rate, I had to do the same thing. And that's what I teach

in my program is, helping you to let go of that and how to trust and how to believe that the results are going to show up for you with you showing up and doing your part with everything you possibly can. And that is the 10 comparisons. So if you want help with this, if you resonate with any of this, inside my program we have a module where I teach you on this.

So I help you to pinpoint where that is for you, what that problem is for you and how to go deep and tackle it from the root. So a lot of programs are very surface level, I took a lot of surface level programs before that were just telling me what to do, do, do. And this is why I love the work that I do because there's so much to navigate inside your mind, our brains are so complicated but when we figure out how to do it, we have quantum results, we have quantum growth, things happen quickly and you don't know where you are on your journey. See, and if you've been working on something for a long time and you feel like you need to bring some new energy to it, you feel like you've been stuck in the same place for a long time, I want to offer that you don't know where you are. You could be very close.

And when you keep telling yourself, "Oh, but this is going to take a long time. I've been at this forever, this is so hard." Then your brain says, "All right. Well, I guess, there's no rush. You might as well just stay here." But when you tell yourself, "I could have a breakthrough tomorrow or this could be my breakthrough right here," When you hear an insight that really resonates and sparks you. That changes the way that you show up, it changes your energy and it changes your emotions. And so I say it doesn't take time, it takes getting aligned and with these 10 principles that really will help you to get aligned. If you've got these 10 principles aligned then this could happen for you next week.

And you don't know how far along you are so you might think you're very far away and you might be very close. So if you want extra support, join me inside the program where we cover this and so much more, it is impossible to fail. You get lifetime access to the program. You get live coaching every single week, Tuesdays at 2:00 PM, unless otherwise posted. You get the LinkedIn community where everybody comes together and shares, wins and helps with ideas. You get coaching every day from me and my head coach so I'll see you in there.

And for those of you who haven't joined my email list yet I do have the eight reasons why you're getting interviews with no job offers available for you to download. So if you're not on my email list yet, you're going to want to be on my email list because I share a lot more things just like this. And you will also get the free copy of that PDF guide. And that's going to outline eight reasons why you're getting interviews and no offers and how to fix those reasons. All right. I will talk to you next week. Have a good one. Bye.

I've been on probably, 20 plus years in the supply chain space. I had made a decision, it was time to move on. One thing that was made clear to me, there's a mindset and that's a generic way to say, "You have a choice to make about how you think about what's happening to you."

Yeah.

You could go down a very negative path or you could simply choose to say, "Well, no. I'm more valuable than that," I can really try to use that to stay constructive and positive in situations where you have these types of things. And I think that's just really set me up, I think for go forward approach to how I'm going to solve problem.

Totally. Yeah.

So definitely, it's been at least... It was probably, from the day I decided to move on to the day I took an offer, it was 10 months. And that would tell you, I felt like I wasted six months in all honesty. If I just had taken the plunge and started working the work much earlier on, I think this would've been just a quicker transition.

If I were to sum it up, I would say the most common thing people come to me with is, "I'm going on interview after interview and I'm not getting the offer, what am I doing wrong?" So I've put together a

freebie where you can get this download completely free. It has the eight reasons that this is happening and I break down each reason very specifically and how to fix it. So to grab that download, the link is in the show notes, you can click on that link, you just have to enter your information. It's called the eight reasons you're not getting hired and I will help you figure that out. I will see you in the freebie. Talk to you soon.