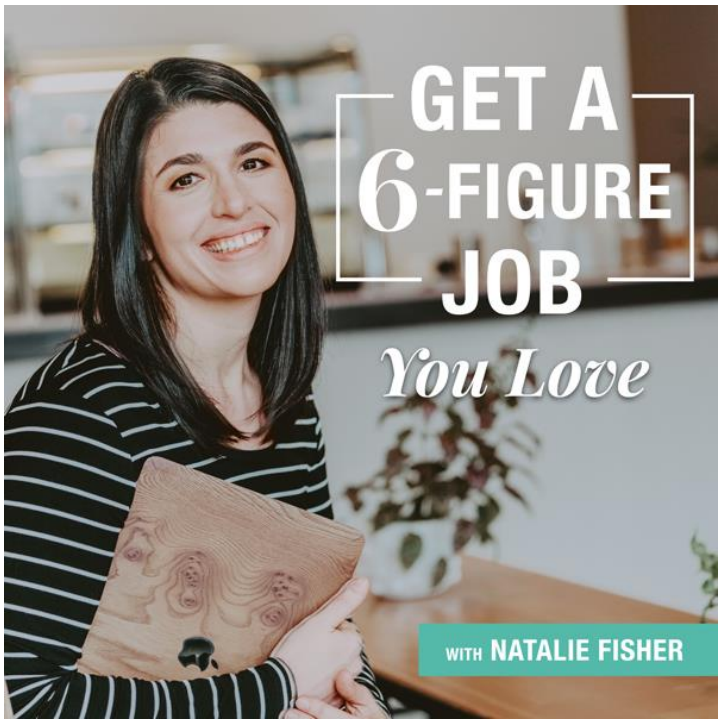
Ep #93: 4 Categories of Belief Required to Land Your Premium Role



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

This is the Get a Six Figure Job You Love Podcast, and this is Episode 93, Four Categories of Belief Required to Land Your Premium Role. Stay tuned.

Hey there, welcome to the Get a Six 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.

Hello. Welcome back. Another exciting topic today. This topic comes from doing a lot of coaching on a lot of things, and me just being like relentlessly curious to figure out what is blocking people from what they want, in this case a high paying, amazing, awesome, premium role, doing the thing they love doing.

What is blocking someone from getting that if the want it? That's where these four categories of belief come in and where I spend some time with people when I see that there's blocks in their beliefs in these areas. This is what I want to call an exploratory episode, where I want you to question where you're at with these beliefs and start to kind of see where some of them need unraveling, where some of them are kind of flawed because they're stopping you, and introduce you to kind of some awareness around why you're not there yet if you want to be there.

The first belief category is belief in yourself. What I mean by this is you need to be able to have a certain amount of belief in your ability as a human to be successful. You need to have a certain amount of belief that if you want to get a six figure role in whatever it is you want, HR, business analysis, data science, whatever industry it is you want, whatever title it is you want, whatever role you want, you have to have that belief that you can do it, so it has to be possible and that you can do it.

To describe these two extremes, we've got people who are so far away from that belief that they just resolve themselves to where they're at now. They don't even think about it. They don't even let themselves go there in their mind because they're so far away from that belief, right? So they would never take an action or step towards it, because their belief is so strong that it's never happening, or that they're going to fail and they're never going to get it, or whatever it is that stops them. It's so strong that they would just never go.

Then there's the second phase and belief, where they're like okay, maybe I could. Maybe it's possible. They might take that possibility and try and then they might fail, but their belief isn't strong enough to keep them going.

Then we have the third phase of the belief, where the belief is so strong that it doesn't matter how many times you fail, it doesn't matter who says what, whatever happens doesn't matter. Your belief is so strong that it lives up to anything that gets in the way. That's where we know we've locked in a belief, where it stands up to reality.

I say a belief is not a belief unless it stands up to encounters with reality, like repeated encounters. By that I mean you don't change it. You don't say, "Okay. Well I'll just take something lower. I'll just go do something different." You hold that

belief for yourself. That's the one category, is the belief in you. The second is the belief in the work that you are doing, in the value you are providing.

If you are... I'm going to use this example again. I used it recently, but one of my clients who is a genius in supply chain, he wanted to switch jobs and he interviewed with a tuna company, and he didn't really want to work for that company, so the belief in his value was there, the belief in himself was there, but the belief in the work and the place that he'd be adding the value here, in like the capacity he'd be adding the value, that wasn't really there, because he didn't really belief in this product enough to want to go and work and spend his entire day trying to problem solve for solving this problem of supply chain in tuna. The belief of what he was doing wasn't really there for him, so that didn't work out. That wasn't where he was supposed to go.

Another example of not believing in the work that you do is if you go to work and you input data all day and you're not feeling very stoked about that, you're not going to be very excited to go and get a job entering data if that's all you think you can get. You have to believe in what you're doing.

For example, I've met a lot of people who feel really passionate about data science, for example, because... And they'll have their own reasons, and you'll want to analyze your reasons about what it is you do and why you really love it, and why you believe in it, and why you stand behind it, and why you think it's so important.

They love it because they know that the way that they are able to come to the data and slice the data, and analyze the data, and get the data really shows directly the impact that they're going to be making with decision making in the company, and how it could change the trajectory of the company because of the data that they have put in front of somebody could provide so much information that it creates a completely different direction for the company that either makes or breaks a department, for example.

They see the importance of this and they love it and they get fueled by it. They get up in the morning excited to figure these problems out, versus if they just had to enter manual data every day they would be completely not into that. They'd be like this is not fun. This is not interesting. This is not valuable, yet it might be valuable to somebody. It's valuable. They need somebody to do that, but to that person it doesn't feel valuable.

You have to believe in the work that you're doing. You have to have a powerful why. If you've ever heard of Simon Sinek, I'm sure you have, he says, "People don't buy what you do. They buy why." So what is your why? Why do you love what you're doing?

For me it's very, very clear. It's because I can't stand it when people who are counted and smart and produce crazy results just don't have that gap between knowing how to talk about that. They don't recognize it themselves, and so they end up in lower paid positions. They end up settling for less. I love this problem as the thing that I solve and I'm driven by it like every day. You have to know that yo believe in the value and the service and the impact that you have behind what you are doing.

Then the third one is belief in the organizations out there that exist, and what they do, and what you could contribute in those organizations. You have to have the belief

that there are organizations out there that are amazing, they're doing amazing things, and that you could find a spot in those organizations where you could add the most value and work with somebody, like a hiring manager, who supports your growth, is a great mentor to you, and that you can have an amazing team that can help you and that you can mentor and pass on your knowledge to.

Whatever it is you imagine being the premium situation for you, you need to believe that that is out there and that that exists. You have to have that solid belief. Because, again, if you do not believe that, then there is no motivation for your brain to take any action to go and find it, so it's just going to be shoving you down constantly with yeah, but those organizations don't exist, and if they do then I couldn't get into them. That comes down to the belief in yourself.

Or yeah, but I'm not really good at what I do. Or yeah, but I do doesn't really matter. If any of that stuff comes up it's going to block you from moving toward where you want to go because you don't fully believe it's possible or it exists, and it all adds up these four categories.

Then the fourth one is actually around money, your beliefs around money and value, and your belief around what you are capable of being paid, what somebody might be willing to pay you. This could stem from your childhood, of whether or not your parents had money or not, if you were told money doesn't grow on trees, or if you grew up with less money and it was always restrictive.

It has to do with your belief around what's possible for you to get the money that you want to get. Then it comes down to your belief and value in yourself, as to whether you're able to contribute enough value to be paid what you want to be paid.

So it's those four categories, and then you can grade yourself as far as what stage your at. The first one is I don't believe at all, like I'm so far away from that belief that I don't even know how to get there. So you want to grade yourself in each of those four categories as far as where are you. Are you in stage one of that belief? If you are, then you have to ask yourself do I want to change the belief? Do I want to believe differently? I know this might seem like a silly question, because people who are there might think well, I don't have a choice. That's just what I believe.

No, you're wrong. You have a choice. There's no belief police. You can believe whatever you want. Sometimes it takes few days, weeks, months to make that belief sturdy. I'd say if somebody has a really strong belief, they believe this very strongly, I'll say it's like a table. It's like a four legged very sturdy table.

What we need to do is we need to poke holes in those legs because we want to knock that table over and we want to build a new table that actually supports your beliefs that you want so you can get closer to where you want to go.

Those are the four categories, and you want to ask yourself are you in the first stage of the belief, where you're like really far from it? Second, are you in the second stage, where you're like okay, it's possible, but if I get rejected or if I can't do it the first time, or it doesn't work, then I'm going to stop believing? Most people who are in that stage will say, "I'll believe it when I see it."

That's backwards, because all successful people know that you have to believe it first. You have to have at least more belief than you have not. Then you have to keep that belief, even when you're reject, even when you don't find the companies on the

first Google search. Maybe you're like oh, yeah, I could find a company that does this and this and hires for these people. You try one Google search and you're like yeah, I couldn't find it. There was nobody. There is no company.

It has to stand up all those little tests to be able to move to phase three, where you're like I'm going to find it, and if not I'm going to create it, in some circumstances, but in this area of career there's very likely what you want exists. I haven't found a situation where it happened yet with any of my clients.

They either find what they want or they find something very close to it, but they don't compromise. They don't have to compromise, where if your belief is low you'll be very quick to entertain compromising, justifying, settling.

The four categories of belief, again, is belief in yourself. The second is belief in the work you're doing, the value you provide, and why you're doing it, the emotions that you have behind that. Three is the organizations that exist, the organizations, the hiring managers, the cultures, the way the companies are run. You have to believe that they exist and that you could get into them, so that's kind of a combination between belief in yourself and belief in the organizations existing. Then four is the beliefs around your money mindset and whether or not it's possible for you to earn a certain amount of money.

If you want help with these beliefs, join me in Five or Six Figure Curriculum. When you join before March 31st you will get a workbook with this new challenge that I've designed for getting your six figure premium role in eight weeks or less. It actually breaks these beliefs down, so you're going to work on each one of them every single day, and it gives you very specific instructions of how to do that.

We're going to break them down so anything that is there... It's like cleaning out the cobwebs in your mind around any of these beliefs. It's very potent work. It's very short. It's maybe 20 minutes a day, half an hour at the most, but once you nail these beliefs, as I was saying on the last broadcast I did, it's like taking that time to slow down and look at why your car is not going where it wants to go as fast as you want it to go. This is that work. It's like you do that and then all of a sudden you can start the car and go, and it goes very fast.

So you want to join us inside there. You're going to get a hard copy workbook sent to you. You get immediate access to all the video modules, and immediate access to the live calls on Tuesday, and immediate access to the LinkedIn party community. So join us in there. I will talk to you next week for another episode.

And don't forget, if you haven't gotten on my email list yet, you're going to want to go to the Eight Reason You're Getting Interview But You're Not Getting Hired. That link is in the show notes you get. You get a freebie that outlines all those reasons for you and how to fix them. So take me up on that offer. Join me inside the Six Figure Curriculum, and I will see you there. I can't wait to support you. Have a good week.

Currently it's going great. I'm working on an NLP project. NLP is natural language processing. It's a particular field of data science. I like it, obviously because it is challenging. It's a new project in the company, so I'm starting from the beginning and it's exciting. I'm happy.

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, 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.

I break down each reason very specifically, and how to fix it. 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. Thanks. Talk to you soon.