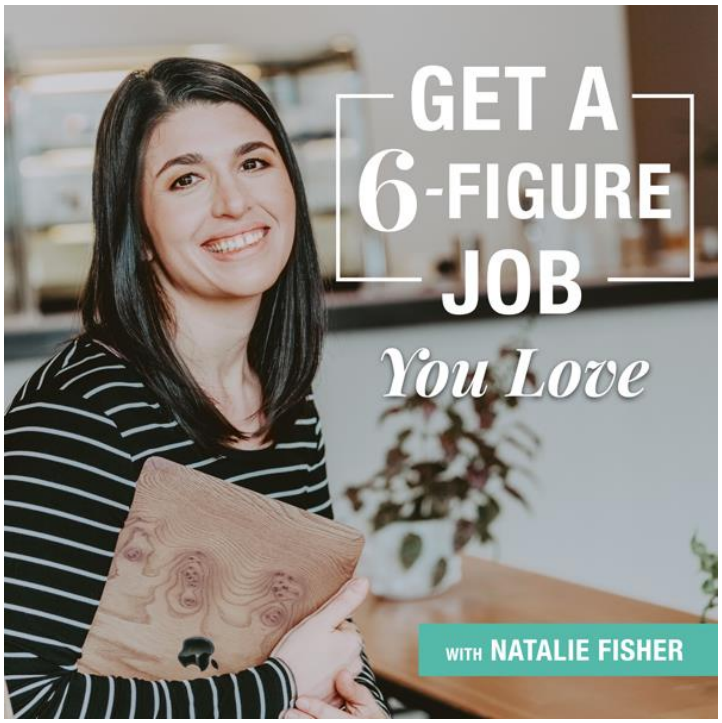
Ep #106: 5 Clear Indicators That a Client Will Be Successful



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

This is the Get a 6-Figure Job You Love podcast. This is Episode 106, Five Clear Indicators a Client Will Be Successful. 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.

Hello. Today we're diving into a topic that I've noticed over and over and over again. And every time I have a client come on and they're celebrating their wins, they have been successful, there's always a clear path that I've noticed that shows that they're going to get there. Right? And if you're not here yet, if you don't show these clear indicators, that's okay. It's a normal part of the progression, and some things just need to happen. Some little switches need to get flicked in your brain before you're able to get onto that path to success where you know you're going to be successful. Not you hope or you think maybe, but you know. And these are the things I'm going to talk about today.

So, the first thing I notice when a client really starts to get their momentum going, and they start to make that shift, is they really dive into their curiosity. So their initial response when they get a rejection, or when something doesn't work out, or when they try something and they didn't get the result that they wanted, they don't immediately get deflated, defeated, angry, frustrated. They get curious. Right? And they kind of start to think about things in their mind in a productive way, where they can get curious about what it is that they want to do differently. So they learn how to be curious and apply curiosity in all different ways.

I say you can't really go wrong with genuine, open curiosity in any situation. Right? So curious about why that didn't work, curious about what they want to do next time, and then asking those questions to themselves, or coming to coaching and getting coaching on those questions. Curious about what other people want and how they can demonstrate that value at a higher level, how they can make that irresistible to someone else, how they can add more value, how they can create larger results for somebody, how they can create a result where people are like, "Of course, I want to pay you for that." Like, "Let me pay you for that, please. If you're going to do that for me, yes, I'm all in." Right? Curious about where they didn't quite do that yet.

And it's a process, right? It's a process that takes some incremental, sometimes boring work. And yet, at the same time, there's a miracle available that can mean that that happens in a minute. Right? And it's being open to both of those things. Right? And I find that when my clients start to get curious, and their default isn't, "Ugh, I wasn't good enough. I'm angry. I'm defeated. I knew I couldn't do this," when their default is changed, and it goes to curiosity, that's where massive growth starts to happen, and they start to gain momentum from these events instead of getting pushed down and being farther away from what they want. So that's the first one.

Second, they take the small takeaways, and they blow them up, and they live by them. So they have one "aha" moment that really changes the way that they feel in their body. They have a major reframe. And then they go out, and they live from this shift. And I call it a one-degree shift, because if you think about golf... And this analogy's been used before, but it fits really well, is you can hit a golf ball, and it can only go like a meter. And then you can switch the way that you're positioned just by a millimeter, or by one degree, and that golf ball will go in super close to the hole. It'll go really, really far, versus just going really little, tiny bit. And the shift is actually very small that needs to be made. And I see clients make these shifts and really just hit the ball again and just knock it out of the park completely. Right?

And I think it's the same with baseball. You hit the ball on a slightly different angle. The difference isn't very big, and you get a home run versus nothing. Right? And so these one-degree shifts happen when a client has realized that they had a limiting belief and that they didn't need to have it, and they see a way that makes sense for them to think about it, and they're like, "Wow. Okay."

And you'll hear my clients talk about these one-degree shifts whenever you listen to one of the success interview podcasts. They will share with you those one-degree shifts. And those shifts had to come out through coaching. They had to come out through a conversation, where they were questioned in a way that they had never been questioned before. Nobody had asked them those things before. Nobody had made them think about those things before. Therefore, they were not able to make that shift on their own. So the one-degree shifts, it's one thought that they take, and it completely changes the way they think about things, and they're able to go out and have a different result really fast. I've seen this happen with myself and with my clients. And I really like to believe you're one thought away from your goal. Right? One thought away from getting yourself to where you want to go. And once you find it, then you're off to the races. So that's number two.

Number three, they celebrate their milestone results all the way up until their ultimate result. So, I did a podcast on this. It's called Milestone Results Versus Ultimate Results. The milestone results are the little gold coins, the little things that you collect along the way that mean you're on the right track, that show the progress that you're making from where you were before. And then the ultimate result is your actual contract with a six-figure salary and your premium offer in hand, and a start date. That's your ultimate result, but there's milestone results that had to happen before you got there.

And those milestone results might be getting an interview for a really high-quality opportunity because you got yourself to apply this time, when before you didn't, or really showing up in an interview confidently, not feeling nervous, not being shaky, because you valued yourself. Another milestone result might be, you reject a company because you go in there and you realize, "Hey, you know what? I didn't feel this. I didn't feel like I was the right fit, and I didn't want to be there" instead of justifying why you should take it because you don't believe in what you want yet.

So there's all sorts of milestone results. And the clients that succeed, they learn to recognize them. And they will come into the community, and they'll post about them, and they'll be like, "I can't believe that I showed up to this interview, and I actually asked for the salary that I wanted. I had the guts to actually say it." Right? Huge milestone result. Right? And then even saying, "I negotiated it. I used the script in your program, and I said the thing that was very uncomfortable to say." Huge milestone result. And even if they didn't get it... Right? Normally, when you negotiate, you will get more than you thought you would, and especially if you do it in the way that I teach you inside the program. You're going to set it up so that you get more than you intended. But the milestone result is the actual asking, right, is becoming the person who asks. And if you've been somebody who hasn't negotiated your whole life, like maybe you're just used to taking what you get, then that's huge. It's huge that you just asked, even if you didn't get it yet. Right?

And so the milestone results are things that we need to identify and we need to put attention and focus on because if we don't do that, then we're just putting our focus on the things that are not working, and that's making you feel bad. And when you feel bad, you don't have that momentum to keep going. Some really good milestone results that my clients have inside the program are, "I'm attracting way better opportunities than I was before." So, this means they they've been interviewing before, maybe, with B-list companies, or companies that they don't think are their top choice, but they're okay. Right? Now they're interviewing with A-list companies, companies who they really want to work for and are going to give them much more opportunity and be way better.

And it was always how it was supposed to go, because they were kind of practicing their interviewing with these B-list companies. And now they're going to accept an offer at an A-list company. And that would've never happened if they hadn't have been tracking their milestone results. They probably just would've accepted something less and just been like, "Yeah, that's all I can get," right, which is what a lot of people are doing. So they celebrate their milestone results all the way up to their ultimate result.

And I want you to think of that like... I used in the podcast this analogy about a video game. And when you play a video game, you get throughout the whole thing, before you win the level or you win the game, you collect little gold coins. Right? And you might fall down and take some damage sometimes, but you're not dead. You get back up, and you keep going, and then you keep collecting little gold coins. I don't play a ton of video games now, but it's like you get that little dopamine hit of, "Oh, I got a gold coin. Cool. I collected a gold coin. Ooh, I collected a little bag of gold coins here," and your brain feels happy about that. Right? And that's what we have to kind of use for our progress on our trajectory, is we have to see those little gold coins being collected, and we have to feel that little dopamine hit of those little gold coins being collected, knowing that that means we're getting to the ultimate result. That is taking us there.

So that's the third thing they do. They learn to really recognize those milestone results and feel good about them, instead of immediately going to, "Well, I don't have the goal yet. I don't have the result yet." Right? And that's what will get you feeling bad. See? So number four, they know. They have belief. It will happen. They are in full expectancy of it happening, and they don't have major doubt around it. So their trust, their belief, that it's coming, that it's on its way, is far greater than the doubt they have about it not happening. And I know this because when they come to a call, they will talk about it in that way. They will say, "Yeah, I know. I'm in this group of interviews, I've been doing this interview here and this interview here, and I know I'm going to get it. Yeah, I know." They speak it. Right? You can feel it in their body and in their body language, their tone. They know it is happening, with certainty.

Whereas if I talk to someone who isn't, their body language, their tone is going to be different. The words they use are going to be different. So being in that full belief and expectancy, and having the courage to trust, which a lot of people don't have, and that's the reason they're not able to get what they want, because they don't have the courage to trust. They're always putting focus on the fact that they don't have it yet, or they're putting focus in the fact that a failure happened and that that means that it won't happen for them. Or they're putting focus somewhere that indicates doubt. And it indicates perpetual doubt. Right? Because at some point, you have to believe it's happening. You have to expect it to happen for it to happen. Number five, they know that thinking and feeling, and shifting mindset first, having that correlation between thought, feeling, and that action coming from the right place is what changes the result. They know that. So they're not taking the frantic action from just needing to act and act and act and act. Right?

So these are concepts that I've talked about before on the podcast, but I just wanted to break them down so that you can see very clearly, are you in these places? So, are you getting curious right now when you get a failure happen, or when something doesn't work out? How curious are you, when you go into the interview, about what they need, what they want? Because when you help other people get what they want, you get what you want. Are you getting takeaways consistently that are one-degree shifts? Is that happening for you? Right? And that might be happening here on the podcast. Are you taking those one-degree shifts? Right? And if you're not, then are you looking for a plan to get those one-degree shifts so that you can actually succeed? Right? These one-degree shifts are necessary. This is what we offer in my program. I give you these one-degree shifts.

Third, are you celebrating your milestone results all the way up to your ultimate result? Are you feeling like you make significant progress every day? Are you doing that? Or are you feeling crappy every day?

Are you beating yourself up every day? Are you feeling like it's never going to happen for you, every day? Or are you celebrating the things that you have accomplished, and looking back at them and being like, "Damn. I'm on my way. It's happening. It's coming"? Are you in full belief? Do you expect success to come to you, or do you kind of have a doubt that it won't? And is that your real truth? Right?

So ask yourself, and be really honest. Do you know about the thoughts and the feelings you're having? Can you identify the thoughts and feelings that have created what you have now? Can you identify that? And can you tell me, if I were to ask you, "Why don't you have the result that you want yet?" And the answer to that would be, "Because I've been thinking and feeling this, and this is the action I've been taking, and this is the result I've been getting." If you can't answer that question clearly, then you need to be able to answer it so that you can move forward towards what will be successful for you.

And this is the work we do. We dive into this, and I show you exactly how to do it. You can do it with the help of myself or my head coach in the LinkedIn community as well. You have all the support you need, or you can do it on your own. I have exercises, and a lot of people have done it completely on their own, but they need these tools in order to really make it work, right, because the one-degree shifts, if you haven't had them yet on your own, they don't just come. You have to have somebody to kind of show you what you don't know. Right? We don't know what we don't know. There's no way we could know it. Right? So we need that external support from someone who's an expert, from someone who's done it, from someone who's helped a bunch of people do it. So ask yourself these questions, and be like, "Where am I? Am I doing these things?" And if not, then you'll know why you haven't gotten success yet. Right?

So, now I want to talk about the opposite, which are the four indicators that clients are not headed yet towards their success, towards what they say they want. And I kind of call these thought processes "beginner thought processes" because, again, you don't know what you don't know yet. And that is not your fault. It's not like anyone in school taught us this stuff. So, the first thing that I'll notice is people who are not going to be moving very quickly, or they are still kind of learning this stuff, they're going to quickly dismiss things before they have applied them. So they might say things like, "I know that already. Yeah. Yep. I know. I just have to do it. Uh-huh. Yeah."

But the problem is this. "Yeah. I know." That's how they will talk. That is how they will kind of interact with me, even when they do not have the results they want. Right? So they'll say, "Yeah, yeah. I know that. I've already done that. And this is not the problem. It's this." And they'll be so certain that their story is the correct story that they will be dismissing the foundations that I could be trying to show them. Right? And when you say, "I already know this," it keeps you from ever learning it. You can't say you already know something unless you literally are enjoying the results of it in your life. Right?

If you say, "Yeah, yeah, yeah. I already know that I need to eat lots of vegetables and be healthy, and work out to lose weight. I already know that," but if you're not at your goal weight, you do not know that. You've heard it, and your brain's like, "Yeah, it's a sentence. It's true" but you don't know it in your bones, right? That's just an example. You don't know how to apply it. You don't have the mindset that goes along with applying the healthy eating and the working out. You don't have that yet. So careful when you say, "I already know something" or you dismiss something as already being something that you've heard before. But if you're not enjoying the results of it, you have not actually learned it. And whenever you say, "I already know," you have now blocked yourself from learning it.

And I see a lot of people on LinkedIn or on Facebook, and they're posting a lot of inspirational, feel-good quotes, or on Instagram or wherever, but they haven't made progress. Right? They could be posting things like, "Oh, today is a great day. Today great things are going to happen." And those are nice things to post. But if you are not actually seeing results, seeing progress, seeing milestone results and addressing, giving yourself credit for them and acknowledging them, you are just kind of putting words

out there, but not really understanding. Right? The results don't lie. There's always a truth in the results you get. So the results are always going to show you what you know. And that's kind of a harsh reality.

Second, their brain automatically rejects milestone results. And this is a habit for everybody until they learn otherwise, so this is not your fault. But our brain tends to automatically shut down the milestone results. So even if you went to a great interview, you performed better than you ever had before, you spoke confidently, you were very proud of those stories you told, you felt strong and valuable, and they decided to go with another candidate, that's a huge milestone result. Right? It's huge. Or if, for example, you're in a role already, and you have a habit of hiding your ideas, not speaking up in a meeting... Right?

Maybe you're like, "Oh, well, I don't know if my idea's really good enough or not. I don't normally talk. I don't like to share ideas," but you have these ideas, and something inside you says, "I really should share them because it's going to make a huge difference," and so one day you are doing the work to see why that's stopping you, and you share an idea, and then you engage a conversation around your idea, no matter what happens from there, that is a huge milestone result because whatever your goal is, whether you want to move forward, have a bigger impact in that department, get better at what you do, become a leader and move into a leadership position, you are going to have to share your ideas. That is a milestone result that's required. Okay? You can't sit quiet the whole time, not say anything and just do what you're told, and expect to get a director position. Right? That would never happen, ever.

So even if you didn't have the result you wanted that first time, even if everybody didn't jump on board and say, "Yeah, let's do it," you spoke the idea, which is a huge milestone result. Right? And so, what I see often people doing is just shutting it down, being like, "Well, they didn't really acknowledge it. They didn't really take it that well. They kind of just said, 'Yeah, yeah, we'll look at it later.'" I'm like, "Okay, get curious. Why wasn't that idea super exciting and sold to them? Were you excited about it? How sold were you on it?" Get curious, but acknowledge the huge win that you had by just putting that out there, when you didn't before. So what people do is when they reject the milestone results and they ignore them, it means they're not focused on them at all. They're just fixated on what's not working. And they point that out. People could give me a big list of what's not working. They'd be like, "Well, this doesn't work, and this person didn't like this, and that didn't work." This causes your confidence to plummet. Just goes right down, right?

And you're creating all that in your own head because really, that's part of it. That's part of what any successful leader does. They share an idea. Maybe it's not received super excitedly the first time. They share it again, or they share a different one. They figure out what happened there, why they were not sold on it themselves yet. They present it in a different way. They get curious. They don't just all of a sudden start presenting ideas, and everybody loves them, and they become promoted. That's not how it goes. We might look on the outside of other people's lives and think maybe that's what happens, but that is not what happens. Everybody had milestone results that they had to achieve. They all had gold coins that they had to pick up. So again, the people who are not yet used to looking at those milestone results as wins are going to lower their own confidence with their own thinking.

Number three, they have low belief in what they are creating, so they think more about it not working. They're kind of subconsciously planning for it not to work, and they're planning for worst-case scenarios all the time, and they're not thinking about how it feels when it does work. They're not planning for success. They're not planning for best-case scenario. They're not really, deep down, knowing it's happening. They kind of think, "Maybe. I hope so. If it does, great. If it doesn't, I guess it wasn't meant to be," that kind of thinking, instead. And that takes some work, to kind of overcome that and be like, "I'm going to be the person who believes."

And the way that I overcame this was, "Doubting it never helped me get it before. Not trusting never helped me get it before." Right? "I've been doubting my whole life, and I've been moving slowly my

whole life. I haven't been getting the success I wanted my whole life. So maybe I try trusting. Maybe I explore this path of expecting it. Maybe I let go of whatever fears I have. What's the worst that can happen?" Right? "I'd be in the same place I was before." So I was able to completely let go of that fear and that doubt. And I mean, there might be still little glimmers of it, but it's not prominent. It is not the main thing I'm focusing on or worrying about. So nailing that, that's something that they're not yet doing. And so their progress is being slowed.

Number four, they are still doing frantic actions, more and more and more actions, versus the inner work of figuring out the correlation of what their thoughts and feelings were in causing the actions that are not working and how they've been taking action. So they're not really looking under the hood of the vehicle. They're just trying to put more gas in the vehicle and be like, "Okay, let's go. Let's go." And the vehicle's not going. And they're like, "Why not? Why not? I guess it needs more gas." But they really need to look under the hood and be like, "Okay, well, what's the problem? What's the real problem here? We need to troubleshoot it."

And I did a post on this recently, and it's kind of like, well, if you're uncomfortable looking under the hood of a vehicle, if you have no idea what's going on under that hood, you don't know where to start. You don't know where to troubleshoot. You don't know what's what. You don't know where to look. But you can put gas in your car, no problem. Then, yeah, you might be tempted to just keep putting more gas in and being like, "Well, why isn't it working? The tank is full." Right? But until you fix the internal problem under the hood, you're never going to make the gas make any difference. It's not going to matter. You could have full tank. You can have a bunch of backup, spare cans of gas, and it won't help you.

And so we avoid that. We avoid looking under the hood. We avoid looking at the work that we haven't done yet. And then we just end up being like, "Well, I don't know what's going on. The car's full of gas. Not my fault. I did everything right." But that's not the case. Right? So that's what happens when people get stuck in the loop of more and more and more and more action. And the biggest thing here, for everything I've said so far, is focus, is focusing on the thing that you want, focusing on the result that you want. And it's very easy to be taken away from your main focus. It's actually what happens most of the time because that's how the world is. We're kind of taken away from our focus by other people who need something from us, by your own thoughts that seem more important. Right?

Maybe you're like, "Oh, well, I should put more gas in. Maybe I should wash the car. That might make it run better." You're distracted by things that make you more comfortable than by looking under the hood, where you really need to look, and really need to investigate and troubleshoot and get curious about what's going on there. It's easy to distract yourself like that. And I know we've all done it. And we can tell ourselves we're making progress like that, right, because we're doing something. But really it's not helping our car go any faster. So it's easy to get off track and go back to the negative mindset of, "Oh, it probably won't work out because it hasn't worked out in the past." It's very easy to go back to that because that's what your brain is really good at, if it was like mine. So it's easier to go back to old ways, especially if you've been in them for years.

So if you want to stop all that, if you really just want this to be done, and you want a new way of thinking and progressing, my program helps you to do that. So everything that I've talked about here, I have coached hundreds of people on. I have walked them through this path. And the container supports you in this way, no matter where you're at. So to get your next six-figure premium role, that's the first goal. But that's just the beginning. It's literally just the beginning because with these tools, you can then achieve whatever career milestone goal you want. So we'll get you to the next and the next and the next level of that, using the same tools and the same process. So we just go deeper, and refine it, and get you to a higher proficiency of understanding your own results.

And my advanced clients are crushing it right now with their leadership positions. They're on track for leadership, on track for 200-plus k salaries. [inaudible 00:27:36] speaking opportunities. Incredible things are happening through the foundation of this work that they have laid so strongly. So it is a bit of up-front work, yes, because for years you've been practicing a different way of thinking. But if for years that hasn't been giving you the results that you want, there is an answer to it. So you want to be aware that what you're thinking and feeling today is going to be the result of what you see happening in your life in a couple months, in three months and six months. So I don't want you to waste any more time thinking thoughts that aren't helpful, thinking thoughts on repeat that are not helping you get where you want to go.

So for the ultimate focus of your life, on your goal, the thing that's most important to you right now, join us now, and I will walk you through it. And everyone in my program is going to support you, and you are going to have everything you need to do it. And I can't wait to see your success. I can't wait to see you in there. And I will talk to you next week. Bye-bye.

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, 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. Okay. Talk to you soon.