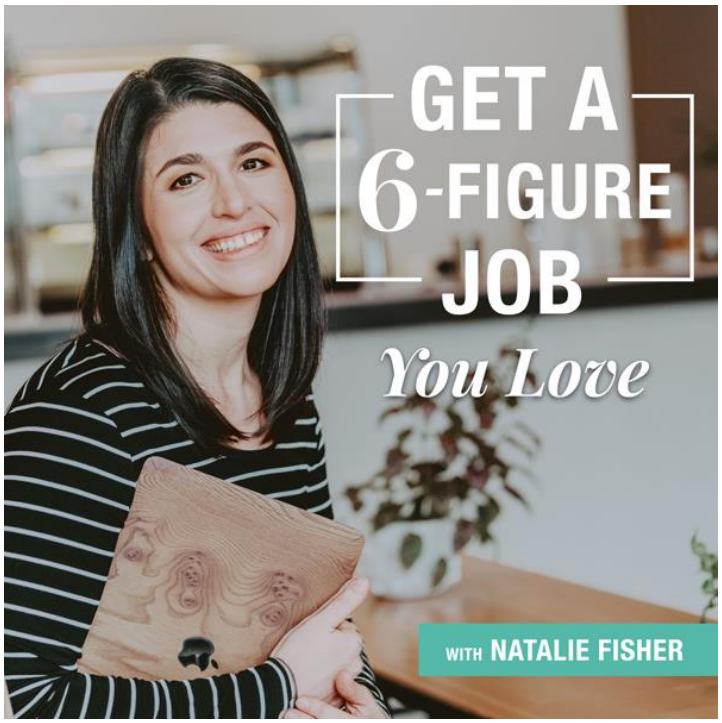
Ep #110: Value Glasses



Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

Hello, and welcome to The Get A Six Figure Job You Love Podcast. This is Episode 110, Value Glasses. 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.

All right. Value glasses. Your value. That's what we're talking about today. Problem I've always seen, actually, but I'm just figuring out how to say it in all the different ways so we can go deeper on it, you can get more out of it. Today's concept is called The Value Glasses. As in all podcast episodes, I always want you to think to yourself, "Does this apply to me? Does that resonate with me?" Right? If it doesn't, just throw it out. Just take what works for you.

Okay. Glasses. I was thinking about this concept. I wear glasses. I didn't even know that I needed them. It was a really long time ago. I remember, my partner at the time, he was, "You can't read that street sign?" I was, "No." I remember because he was, "What does that say?" I was, "I don't know. I can't read it." He's, "What? You can't read that." He's, "You should be able to read that." It's a funny name for a street, or something. He was trying to point it out to me. I was, "I can't read it." He's, "What? You should be able to read it from there." Then, I'm, "No. I can't." I hadn't been able to read street signs, from that distance, for a long time, and I just never knew. Right? I was just, "Oh, should I be able to?" I didn't realize that. Right? It's like when a kid figures out they need glasses. They didn't know they needed them.

There has to be some outside thing that shows them that they're not seeing clearly. Something has to happen, there. For me it was, "You should be able to read that street sign. Why can't you read it? Maybe you should go get your eyes checked." I'm, "Hmm. Okay." I just assumed that nobody could read street signs from that distance. I just assumed that if you put everybody in a row, nobody would be able to read it. Turns out, most people can. Everyone can, or most people can. I couldn't. Right? I just didn't know that I needed them until that was pointed out to me. Right? That's why I thought of this concept. Most people, they don't know that they don't really know their own value. They think they don't. A good indicator is, if they're not making the money they want to make, they don't know it. Right?

If you're not making the money you want to make, if you're not getting the offers you want, you don't know your own value, you couldn't possibly. That's kind of the first thing, you don't know what you don't know. It's not your fault. You just need somebody to point that out. You just need some sort of thing to say, "Hey, you're actually not seeing very clearly." You wouldn't know it because that's how you've always seen, but you're not seeing clearly.

There's another example on Grey's Anatomy where she was, "I just drove in the car when I was little. All I saw was little green blobs on the trees." She's, "I didn't know what they were," until something happened. She realized she needed glasses. Then, she saw, with the glasses on. She's, "Oh, my God. They're leaves. I can see leaves." It was so exciting for her. Right? Yeah. You could be seeing little green blobs. You could be seeing a blurry street sign that you don't know how to read. There is a way to see clearly. You just didn't know that you needed it. Right? That's the best way I can kind of describe it.

What happens when you don't know what you don't know, is you're so in it that you just automatically keep doing what you're doing. Right? I would've kept going along life seeing blurry things, not being able to see, at a distance, things I should've been able to see, not being able to read things I should've been able to read. Right? I just would've had a lesser experience of life. Things would've been more

challenging. I just wouldn't have noticed. I would've just thought that was normal. I wouldn't have said anything. I would've just been, "Yeah. Okay. That's just how it is." Right?

The best way to say it is you just don't know what you don't know. Right? It's normal, especially in interviewing, and asking for promotions, and stuff. Interviewing is not a profession. You don't get a degree in interviewing. You don't go to school for it. You don't learn lessons on how to communicate your own value, or how to see your own value, or how to identify your own value. Right? That's why I created my program because it's a big problem when you don't see it. Right?

When you know your own value, you never have to worry about where your next paycheck is coming from. You never have to worry about recession. You never have to worry about anything because you know that you are valuable, inherently, and you know that you will find somebody who wants that value. Right?

It's like you're walking around with this pot of gold. Someone walking around with a pot of gold, doesn't have to worry. Right? They know someone's going to want that. What we end up doing is we just keep proceeding with a blurry view of the world. We just proceed in our work, and our interviewing, and our job search, and our current role, with a very hazy view of what we're really capable of, with a very blurry view of what we can actually do, or what we've actually done. Proceeding, not knowing that there are actually better ways to think about it, bigger possibilities available for you once you're able to unlock your own value, and see it super clearly.

If you want to make more money, and you want to get a promotion, and you have big career goals, why this is not going to work for you is because as long as you don't see your own value as clearly as you need to, it's going to just be more difficult for others to see it. Right? You will be looking for the job search to actually deliver the evidence to you that you can believe in yourself, and that you have value. You'll be looking for other people to deliver that evidence to you. You'll be relying on other people to see it first, so that then you can believe it. Right?

It's like you don't have the glasses on. You're looking at stuff, and you'll be, "Can you read me that sign? You tell me what that sign is." You'll be reliant on somebody else. Or, "Can you describe what those leaves look like to me because I can't see them? Can you tell me that they're there?" Right? Instead of you being able to see them yourself, and point them out, and explain them to other people, read them to other people. Right? I don't know if this metaphor is fully checking out. I like to go as far as I can with the metaphors.

You don't know how you're showing up in interviews to others. It's all very unclear when you're not sure why you're getting the result that you're getting. If you're getting interviews, no offers, and you don't know why. Or, if you keep making the same amount of money, and you're not getting the raise that you want. You're not at the amount that you think you should be at, and you won't know why. You'll be looking for the job search to produce evidence for you that you are valuable, by having people tell you that you're valuable, by getting hired. You're looking for outside sources of validation when you are not clear on your own value, when you do not have your value glasses on, and when they're not the right prescription. What ultimately ends up happening is, for some people, a perpetual state of underearning.

You'll just be earning less than you want to be earning for a long time, not seeing those incremental upgrades. The way that you respond to rejections will tell you a lot about whether, or not, you've got your value glasses on, or not. Right?If you're wearing your value glasses, rejections won't hit you. They won't make you feel bad. Right? If you are not wearing value glasses, you haven't purchased value glasses at the right prescription, you will feel really bad about the rejections. They will hit you hard. There's a spectrum, of course. Right?

You'll put a lot of weight and value on what other people think versus what you think of yourself. You'll put a lot of weight and value on what they think, and what they said, and the result they gave you versus what you think and believe about your own value. You'll start to feel beat down after applying and applying, or after getting interviews, but no offers. You'll start to hyper focus on what people are telling you that's negative. You'll start to remember things like, oh, your manager said something, and maybe it wasn't supportive, or, maybe, she dismissed an idea. You'll start to remember that stuff, and that'll easily make you feel bad. That's kind of where your brain will go.

Our brain likes to go to the negative things. If you worked in a toxic environment, for example, where you had a manager say to you, "You're not meant for this. You're not doing a very good job," and negative things like that, you start to ask yourself, "Well, maybe it's true. Maybe I don't have that much to offer, here. Maybe I'm not that valuable. Maybe I am no good at this. Maybe that's true." Right? Might start to go down that path, instead of really...

If you don't understand your value from the beginning, it's easy to just be taken down that path. Right? If you start to go back to it, if that's where your brain wants to go, it's a clear indicator that you don't have value glasses. We end up exhausting ourselves with our own thoughts. When your thoughts are not focused on your own value, when you're really not cemented in, when you're thinking things like, "No one is going to hire me. I'm getting interviews, but no offers. I don't know what I'm doing wrong. It's not working." These are exhausting thoughts, and they create exhaustion in your body. Then, we make the mistake of thinking, "Well, I just need to push through. I just need to keep going. I just can't give up."

It's not about pushing through. It's about changing your thinking. Pushing through basically means, "I'm going to keep all these thoughts that feel horrible. I'm going to force myself to keep going." That is not what works. That is not what works the fastest. That is not pleasant. That's why we see so many posts on LinkedIn about thousands of rejections. People are, "Just keep going. After a hundred applications, after a hundred interviews, just keep going." Right? They're missing so much of the picture. No. It's not just about keeping going, and forcing yourself to keep going. It's not about pushing through with crappy thinking. It's about changing your thinking, and taking action from a new place. Those posts, they always say, "Just keep going. Just don't give up." Right? It's, "Don't give up, obviously, but change your thinking to be more efficient moving forward." Don't just keep going with crappy thoughts. Right? You'll know that that's what you're doing if it feels like a slog, if it feels heavy, if you feel exhausted, if you feel like you're a sled dog pulling 1,000 tons. You just have to do it. Right?

Your life depends on it, and you have to. Right? If there's a should and a have to behind it, it's just horrible. Right? It doesn't work because all those crappy thoughts are going to show up in the way that you engage in the world. You're not going to be able to see it. It's going to be hard to see it, very subtle, in some cases. That's why it takes some people a really long time to get where they're going. Right? They're not aware of this. They end up just doing the same thing over and over without knowing. Right? They end up doing the same things with the same thoughts. Then, getting the same results, and not knowing why. Right? When you're not in a good place with your thoughts, there are many subtle ways that show up in your outcomes. They're not even going to be able to be all identified because they're all just happening automatically.

The energy that you bring to it... I talk about that a lot, your vibe, the energy. When someone walks in a room, you can feel their vibe is positive, or you can feel their vibe is sad sackie, for example, or anything in-between. It'll impact where you apply, who you think to reach out to, who you talk to, where you look, certain postings you look at, if you go on LinkedIn, what you decide to do. I've had clients be so creative. They go on Slack groups. I don't even know where they go. It's because of their mindset that they think to do these things, they have these ideas. It's going to be how you write your cover letter,

how you tweak your resume, what you say when you follow up, how you follow up. All these things are going to be stemming from your thoughts.

If your thoughts are in a crappy place, it's going to impact all the things that you do. How you interview, how you answer questions, what you ask them, how curious you are, what value you bring in the interview, what energy you bring to the interview, that impacts everything. It's not obvious. You can't see it. It's not like this magical, mysterious thing. It just impacts every flavor of what you are doing. Right? It just impacts everything, the way that you act. It's very difficult to be able to see. Unless you're literally videotaping yourself, and observing yourself objectively, you won't be able to identify the things. Right? But, will know by the results that you're getting. You're either getting offers, or you're not. Right?

I even had somebody who didn't offer me the job, but they were, "You know what? We just loved you so much. We just had such a great time interviewing you. We want to refer you to our friend who's hiring for an assistant. We think you'd be a great fit for him." Right? Even if you don't get the job, these things happen when your thoughts are aligned. Right? Anything can happen when your thoughts are aligned.

If your thoughts are not in a good place, then it shows up. For example, if you're thinking a thought like, "I don't know how I've added value. I don't know what my value is." That's a very common one. If you're thinking that thought, it's like... Right? Your thought is, "I don't know what my value is." That's what you're telling yourself. That's your thought. Of course, you're not going to come up with it.

Say you tried on a different thought, and it was, "There must be a few ways I've added value. I bet I could come up with some concrete ways." Then you're, "But, really, what are some ways?" Then, you just sit with that, and you just come up with some ideas. No matter how small, you just kind of brainstorm some ideas. You can't know what those ideas are until you change the thought that enables you to come up with those ideas.

It's like unlocking a little door, or opening a window. If that door is shut, you can never see what's on the other side. You can never explore and walk into what's on the other side, if the door is just closed. Right? A lot of people, they just close the door, and just walk right by it. Right? Don't even know that the door is there. Right? A lot of the times we don't even know that we're having a thought that's totally blocking us, that is a closed door. "I don't know what my value is" is a closed door thought. Right?

For example, there may be a day when you're feeling frustrated, and tired. You might think, "Nah. They're not going to want me. I'm not going to apply for that." You don't apply. That's your action versus a day when you're feeling pretty good. You're, "You know? Why not me? I think I could do that. Let's give it a chance." Then, you would actually apply. Then, you've opened up an opportunity through a new thought that you never would've opened before.

The alternative solution is to challenge your current thought process, to put on value glasses. This is what I coach inside my Six Figure Curriculum Program. We, constantly, are creating value glass prescriptions that are clearer and clearer so that you have, eventually, 20/20 vision on your own value. Then, it becomes easy to go out there with new thoughts, and interview like a boss. You always were. It's just that you didn't have glasses on to see it. So, buy some value glasses. Get some value glasses from somewhere. They will show you how much clearer your value is. Then, the other things that you are trying to achieve will become more effortless.

Why this works is because your body's going to follow your brain. Right? If you think, "I'm going to get up, and I'm going to walk to the other side of the room." It starts with a thought. Then, you get up, and you walk to the other side of the room versus if you're just thinking, "Uh, I'm too tired. I don't even want

to go." Then, you're not going to go. Right? It's just as simple as that. Right? Your body's just going to follow your thought.

It happens every day, all the time, automatically. We don't even see it. I'm trying to break it down really clearly so you can see how it's happening with relation to the job search. If we follow the glasses metaphor, "How does your life improve when you see clearer?" When you put glasses on, imagine the feeling of being able to see things super clearly, that you couldn't see before. If you don't wear glasses, and you don't know what this experience is like, just try to imagine it with what I said before. The little green blobs are now leaves, and they have detail. Or, if you imagine just seeing something blurry, and then being able to see it clearly. Right? We've all seen things that are blurry, and it wasn't a glasses thing. It was just bad text, or whatever. Imagine the confidence that you have after understanding the gap between what you could see and what you can see, now. Right?

It works in this way for my clients. All of them attribute in some way or another, the breakthroughs, and the success, and the high paying jobs, and the great promotions that they've gotten, because they can now see their own brilliance. Therefore, they can show it to others easily. They just are. Right? Others are, now, drawn to it. Right? What's necessary to make it happen is the willingness to be wrong about what you think about your current value. For example, if your thought is, "I don't know what my value is," your willingness to be wrong about that. Willingness to give your new thoughts, a try, wear them for a bit. Right? Giving a new thought a chance. "I bet I could come up with something that I've done that's valuable." Just sitting with that, and not being, "Nope. I can't. I don't know." Being open, giving it a chance. Walk around with this new thought for a bit. See what your brain is capable of coming up with. It's so much more than you thought. When you ask a question, it is going to start coming up with answers. Right?

It will involve you understanding that you can't see what you can't see, and that that's not your fault. Everybody has blind spots. It's like you can't see perfectly without glasses. You need to have 20/20 vision, and you can't have 20/20 vision without glasses. Not everybody, obviously, if you don't have glasses. This metaphor isn't exactly working in the same way for everybody. I have glasses so it works really well for me. It just kind of made sense.

Everyone needs value glasses. That's what I'm realizing. They think they already see that they're very valuable, but they're going to miss depths of how valuable they really are. There's going to be more information there that they haven't seen. Right? This is mostly if you're not at the pay you want to be at, right now, you're not in the position you want to be at, right now. You are not able to say, "I am very well paid for what I do, and I love it." Right? If you're not able to say that statement, then you need value glasses. The realization is that not everyone else is going to be responsible to give you that validation, not everyone else is going to see it first, and then show it to you. That's not what happens in the job search. It's your responsibility to give yourself the validation, all the time. Then, other people will start seeing it. Then, what happens is, when you see your value more clearly, you will talk about it more clearly, and you will sell yourself effortlessly in interviews.

Inside The Six Figure Curriculum, we go deep on this. This is what creates the breakthroughs and the results. This is what creates the job offers. Knowing your value creates job offers. Understanding your value on a deep level, being able to put your value glasses on, and have them be the right glasses, what is going to create the job offers for you, coming in. It's what's going to create raises, promotions. It all starts with you, and understanding your value. Then, not deviating from it. Let me invite you into that place where this is normal, this is typical, this is what we're doing. After that, you will hit your next career goal, and your next one, and your next one. What you do next, will be just an upgrade of that. Right? With value glasses on the sky is really the limit.

The number one reason why people see success when they nail this, is they go deeper on the same concept. The main concept I teach, and I coach you on, is your own value. It is the ability to see it. Right? If you're ready to take this work deeper, get coached by me, and discover depths of your own value that you did not know existed, right now, we are running a value challenge. It is 30 different ways to look at your value. Get inside, and you get instant access to it, right away. The side effect, you'll land your job offer before you even know it was possible. That's what's happening, right now. 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?" 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 8 Reasons You're Not Getting Hired. I will help you figure that out. I will see you in the freebie. Okay. Talk to you soon.