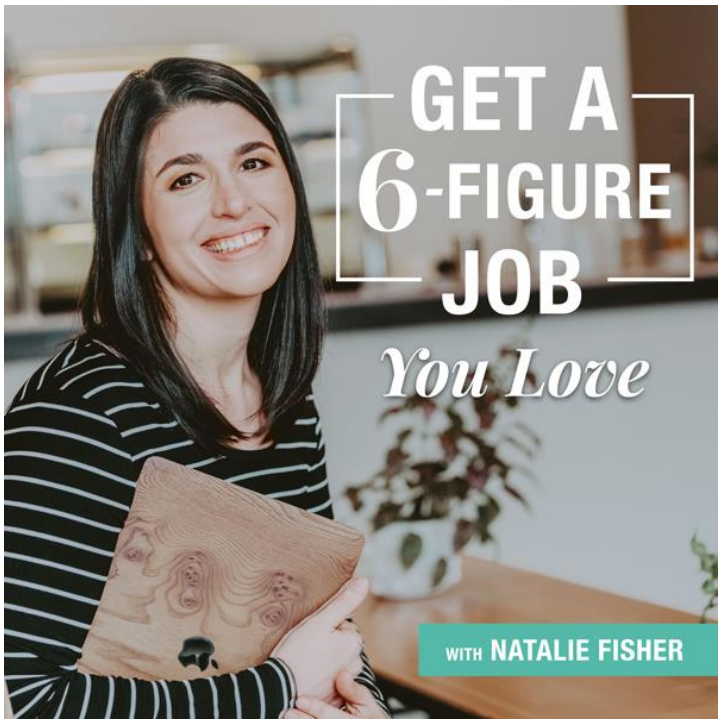
Ep #112: Milestone Results in Action – A Conversation with Current Clients



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 112, Milestone Results in Action: a Conversation With Current Clients. I thought it would be cool to interview a couple of in-process clients who are inside the program now, as we have new people joining, so that you can hear what it's like in there and what they have to say and what their experience has been. Thanks, and I hope you enjoyed the interview.

Hey there. Welcome to Get a 6-Figure Job You Love podcast. I'm your host, Natalie Fisher. I'm a certified career mindset coach who also happens to want to skip all the BS and get to what it really takes to create real results for you in your career. On this podcast, you will create real mindset shifts that will lead to big results and big changes in your career and your income. No fluff here. If you want to get a six-figure job you love and create real concrete results in your industry and make a real impact, you're in the right place. Are you ready? Let's go.

All right. Welcome everyone to the podcast this week, I am doing something that I've never done before. I'm very excited. I'm bringing on two of my in-process clients who are inside the program right now. And the goal is for them to share with you what it's like to be in there, what it's like to get coached. And they're going to be sharing about some of their breakthroughs and sharing their honest experiences.

I've got a list of questions here, but it's going to be a casual conversation so we're going to start with the first question. What made you decide to take the leap, finally, and come and work with me? Because I know a lot of people probably listen to the podcast and they might say, "Yeah, that's great information," but they might not be applying it. What made you finally decide to jump in?

Well, it's funny that you mentioned the podcast because, for me, I had been listening to the podcast and they were helping me with the interviews I was going on, but I still felt that something was missing because I wasn't getting the results that I needed. And, to be honest, the price initially was like, "Oh no, I don't have that money." And then I shared this with you on that first interview. I got a bonus. And as soon as I got that bonus, my mind went to, "Okay, I'm doing the program." Because for me it was more, not only getting the results I want, but it was more I need somebody to support me through that journey because, just like when you go to the gym and you have a trainer, that was the support that I was looking for instead of just trying to do it all on my own.

Yeah. And I think it's super wise, and also that you brought up the money thing. It's very uncomfortable for people to talk about money and sometimes it's like we, and as women, we're all women on the call, but men are listening, but mostly for women, it's like we're taught that we shouldn't be investing in ourselves, that that's selfish and that the money should go to something else or something for not us. So I think that is something to be said. It's like, when you invest in yourself, you're going to raise your value for everyone else around you, so it kind of is indirectly for everyone, but it's for you first. So thank you for bringing up the money point. Yeah. So continuing on.

For me, I had been listening to the podcast on and off for several months and I guess I actually always just liked what you had to say, Natalie. I always seemed to agree in principle with what you were promoting and, I don't know, I could just tell that you had what sounded like a really practical approach to supporting people, but I really seriously doubted my self worth and whether I had that potential of being able to earn a six-figure income. It seemed really just too much of a pie-in-the-sky aspiration for me.

Even when I listened to the client success story, I would always find a way to really discount my value and come up with a reason that I thought they were so much more unique, so much more talented, so much more capable. And a couple of colleagues of mine actually left where I currently work, earlier in the year, and I saw that they were fairly easily able to find new jobs for more money and more growth

potential. And I suddenly had to really confront the reality that it was possible to leave where I work and that I lacked my own self-belief and self confidence. And I knew I needed some coaching or mentoring to really support me when it came to wanting to interview for other positions, and from the initial kind of informational session, it just really felt like it was meant to work with you, Natalie.

And I think that's a big deal to a lot of people, too. And just having the realization, "I'm not there to the point where I believe in myself," and I feel like that's mostly what I do is I'm trying to sell you on your own value. When I'm doing marketing, I'm speaking to the part of you that you know is there but hasn't really come out yet. So I'm glad that that worked and that you heard that.

And maybe it does take looking around and seeing, if they can do it, I can totally do it, too. I just need some support. And I always say when you're smart and you know you haven't done something yet, getting support is smart and the right kind of support that you know you resonate with. Okay. So I just put the next question here is, "Are you happy you did it?" And I will expand on that and add, from your experience so far, why are you happy that you did it?

I'm very pleased with the decision and, in turn, I guess my life is really stronger already. I would think I am being way more intentional and learning about the coaching model and running my thoughts, really, through that has been very helpful to shifting me towards a productive approach to clarifying what actions that I'm going to be taking, and also I feel like I better understand the difference between confidence and self confidence and how important those are to really making sure that my self beliefs are very intentional.

Yeah. I think that word intentional is super, super powerful for everybody listening, because it's like you might be listening to something and then you kind of forget it. You go off and your life kind of sucks you up, and by being kind of in a container where we're being very intentional about what we're working on every week, that goes with you into your life. You can't really help it. So you end up having different results, different experience, different everything.

I'm absolutely happy that I did it, that I'm still working on it. I think that, for me, the biggest, well, the best way to define it is clarity. It just gives me such a different perspective. I'm not in my own thoughts. And then I'm able to step into that self belief and work on that. And that's probably one of the areas where I didn't think it would take so much work, and it does. It surprised me in the sense that, yes, life pulls you, work pulls you in and those thoughts that are not self-serving keep going on in your mind. And then just being in this container, it really allows me to take a moment and pause and focus on what is really going on. What's really real. And when I can't do that, then you're there to reflect that to me. So that, to me, has been very, very helpful.

Yeah. I'm so glad you mentioned that and that you've taken that away because, really, most people are on autopilot. They don't know the difference between a circumstance and a thought and how that's playing out, and just those small shifts, just that lesson itself is huge. And then being able to come back to it. Yeah. Thank you for sharing that. Next question. What has surprised you the most so far about the process? Before you signed up and you didn't really know what to expect and now being in there, what has surprised you the most?

I think the part that surprised me the most is how easily those old thinking patterns creep back up. I thought it would be a lot easier to just align with the new thoughts and move forward without a doubt. As I'm doing the work, I can see there are times when I'm fully aligned and I can see how I take action, but then sort of when life creeps in and those old thought processes just pop up, it's a little bit of a setback. I wasn't expecting it, which is funny because when you go to the gym, you don't expect it to be easy. And once you get to a certain level, you have to up level yet again to keep your muscles getting stronger. So I think it's a little bit like that.

I was going to say the same thing. I was going to use the gym example. I was going to say, it's like the gym for your mind, because we go to the gym and we strengthen our muscles. And when I hear, because I weight lift and I like to do stuff, and it doesn't really get easier, but you're getting stronger, because you keep on upping the weight to keep on making it challenging for yourself because you're growing and that's what you do when you grow.

And it's kind of the same thing here when we're doing mindset work and we're working with our thought models. You get more proficient at it and you just get better at steering it. But even for me, and when you were describing that, I'm like, I am in the exact same thing right now. At my level, I'm like, well I am having the same. I'm still going back into old thought patterns. It's a normal thing.

And that's why being coached is so valuable because you get to walk away from that, knowing that you're normal, knowing that that happens, and then having that redirected in a new way, versus being stuck there for a long time or just giving up or just forgetting about it and avoiding it when you don't have that. So yeah, that was great. A great example. A great example.

I would actually echo a similar sentiment, where I really underestimated how much internal mindset work that I needed to do. And I'm eternally grateful for the coaching that you have offered, Natalie, and the model that you have put forward because I really just realizing how many automatic and unintentional thoughts that I had and how that by just continually choosing to challenge and unpack those, really could heavily impact my actions and my results. I just hadn't stopped to notice how much my thoughts really could control the actions and results that I would take.

Yeah, totally. And most people don't know this. Sometimes they do it automatically or not, but we're just kind of doing it automatically and sometimes we have things that work really well and sometimes we have things that don't, but that's why I'm big on celebrating the things that we figured out worked. It's like, oh, that's a success blueprint right there. Let's look at that one. So it's not just about digging into the stuff that's not working, although it's like troubleshooting. I always say where you are now, where you want to be, it's just a series of problems that we need to solve along the way. It's not a big deal. It's going to happen, it's just we need to solve these problems first.

But also we need to celebrate our successes, which is part of the reason why I wanted to do this podcast as well, because I wanted people to see the process and how these milestone results are making such a huge difference and how you guys are superstars in my program because you're showing up and noticing the milestone results and talking about them and sharing them. That brings me to my next question. What would you say is your best milestone result so far, how it plays out in your life differently, what would you say it is?

Well, two things. First, I would say doing the deep dive on the coaching model. When you did that session with us, really figuring out how my thoughts impact my feelings and emotions, but then really then the next step of the actions that I would take, it really opened my eyes about how I could easily shift my net results and the progress that I would be making. So I would say for sure that one, and then second, learning about the four different types of beliefs and really exploring what self doubting thoughts that I had related to each of those belief types, really has been the most transformational.

Yeah. I'm actually, I'm glad you brought that up because I was going to ask you about that. You had said, I think after we talked about the four types of beliefs, and you had said, "I thought I believed in myself. I didn't think I had a problem with this. And then I realized, oh, I actually have gaps here, here and here." Can you talk a little bit about that? Because I think people often will say like, "Oh yeah, I have value. I know I do." But I'm like, if you really know that, then your result would be different. It would be more apparent that you know that.

Well actually, the two that were more straightforward for me, believing in the work that I do as having value and that, really, those premium opportunities existing. You and I were able, through a couple of coaching sessions, to quickly redirect my thoughts to being very intentional, and those really stuck. It never came back up and anything that I kind of questioned again, but definitely that, having a belief in myself and the ability to be paid for what I'm worth, I really had to go through a lot of challenge, re-challenge, reframe, and I just kept digging and pulling back each layer week by week.

And that's what I really like about each of the sessions, is that you're like, "And come back next week if you're still having any self doubts about this." And I think, I don't know, it's just one of the biggest revelations was really understanding how I unintentionally treated some comments from teachers early in my life about my potential. I took those comments. And when you said to me, "You're treating them as truth and they're really just opinions," it stopped me dead in my tracks. I really had not thought about the fact that I was taking it as factual and that I could just reframe it or rephrase it as opinions and that I have the choice to internalize what I want to believe about myself. It's just really been helpful and very powerful.

Thanks. Yeah, thanks for sharing that. And I feel like I totally resonate with the same thing because when I realized it, I had the same aha moments where I was like, oh my dad told me that I was no good at sports, so I just never even tried. I just decided I'm not good at sports. And it was just his thought because of something I did one time. I was lazy to walk across the room one time and he's like, "Oh, you're just not going to be very athletic. But you're smart. You're just not athletic." And I took that as a truth. And I think we all have a moment like that or maybe probably more than one, but we just didn't know that we had a choice to think differently at that point. And we just thought, okay, that's true. And our body just internalized it.

Another reason why we really wanted to do this podcast was we see the results as people getting the job or people getting the extra pay bump. And that's the big, shiny thing at the end. But it's like these things are... It's curing years' worth of wounds that you had in your body. Your body remembers that. It's like emotional trauma that you can now let go of. And I'm like, that is worth just as much, if not more, than actually getting the job and getting the pay bump. That stuff comes, it comes with the whole process. But those little things go under underrated, I think, so thanks for sharing.

Absolutely. 100%.

Yeah. Yeah. It's amazing.

For me, it's also having or learning to see my value, to accept that I do bring value. The flippant defect has sort of been the main thing in my life. I've just discounted what I do as, oh, it's nothing or it's just something that I do just because it's the way I do it and I can't think that it would be done any other way.

And for those listening, the flippant effect, just to explain to people, is another podcast. It's disregarding your own value without even knowing it. Please continue.

Right, right. So starting to own that value and really feeling it's helps me increase my self confidence and have an awareness of, I'm bringing all these things into my work and if I can do it where I'm at right now, then I can easily take that somewhere else. It just helps me carry myself differently and behave differently because then I can set boundaries and not feel guilty about it or speak up when other times I would just not say anything for fear of what are they going to think? Are they going to retaliate? All those things, those fears that go through our mind, so it's-

Yeah. And you've been quite successful at setting boundaries.

Yes.

I know that you've had a few celebrations of that, and wanted to ask you, was it scary when you did it?

Very scary. And I still, even when I do it at times, I feel it, I feel that fear in my body, but I also go back to maybe that first time that I set the boundary and nothing really happened, and so I'll do it again. I'm like, okay, I'll do it again, and I'll do it again.

Exactly. You're instructing them how you want to be treated. Yeah.

Yes.

And it's working.

Yes. And it's funny because today at work I had my cutoff time for this call and, sure enough, I got to ping last minute. "We really need your help with this." And I said, "That's fine. I have to leave at this time, but I can come back and help at a later time. Does that work?" And they were like, "Oh, I'll try to get somebody else to help." And I was like, what?

Perfect.

Did that really just happen?

And I mean, people are a lot more self-sufficient than we give them credit for sometimes. And the narrative before, because I think it's worth mentioning, the narrative before would be like, "Oh, I have to do it. I'm the only one who can do it. They might get mad at me. This is just my responsibility. I have to. I feel obligated. I'll do it." Versus, "If they want it done, they'll find someone else to do it. It's okay. I have something more important. Nobody's going to die if I say no. If they really need me to do it, they can wait."

And yes, you have to train yourself to be okay with those thoughts. But I think you've done an amazing job of it and that's a huge milestone result. That's setting boundaries, actually successfully setting boundaries. And for you doing that, you also had to be okay with the possibility that they might be mad, but you were like, you know what, I'm going to do it anyway. And so yeah, you deserve kudos for that. Because I know a lot of people listening are probably doing what you used to do.

Amazing. Okay, cool. So you already kind of touched on how it makes a difference in your life. You have more freedom over your schedule. You feel like all you tell me how setting boundaries made a difference in your life.

First, it made it okay for me to put myself first, which is huge. And I still struggle with that, as a mom and a daughter and a sister. I'm always there for everybody else and then I kind of forget my own needs. So it's, again, stepping into or learning what my needs are and what I want and allowing a space for that. And it's really nice. I feel happy when I do that

And I know that this has been something that you've worked on to get to this point. So I think it's so huge that you're doing it. Can you share why you feel it's okay to do that now?

Because in doing that for me than I and better show up for everybody else and better serve everybody around you.

There you go.

I'm always the giver. So if I'm pouring from a fuller cup, then there's more to give.

Oh, my God. I'm so excited.

I was running on empty.

I got chills. I'm just like, you've taken it in so well. Oh, so good. Yeah. Well, that's a huge difference your day-to-day experience and how you behave. And like I said, I think this just sums it up. You are instructing other people how to treat you. And now it's just becoming second nature. You're doing it

more. It's just becoming easier, and that's going to have a huge compound effect in your life with what you're able to achieve. Amazing.

When I worked on the self-evaluating model, what really made a difference for me is that I guess, first, I just feel like now I kind of have a way to see if someone is just saying something that I think that they either want me to just hear or, in a worst case scenario, is potentially trying to sabotage or limit what I want to do, as well is figuring out if it's them projecting their own fears onto me. And it really, I don't know, I guess I just feel like I can more easily stand up for myself.

And in a couple of cases, people were trying to be a little bit emotionally manipulative and I just no longer engage in that charged portion of the conversation. I really recognized that, when that's happening, I'll just try to redirect the question or the issue back to the facts and really ask more curiosity-based questions and try to just bring a neutral energy as opposed to one that is really trying to either repel or be guarded against what they may... to do or say.

Yeah. And that's huge, too. It's like we don't take note of what people can put in our minds. It's like we wouldn't just let someone come in our house and mess it up and then leave. We wouldn't accept that, but we let people come in our mind and miss it all up and then leave. And that's what you've basically just said is that you're like, I don't allow that so easily anymore.

Right, right.

It's like, I know what's happening now and I'm very aware of how I get to respond to it.

And I think, really, just recognizing that I'm the one that gets to decide what I want to believe about myself. I know that sounds kind of simplistic and like, well, duh, but when you have just a lot of past thoughts that really made you doubt who you were or what you're able to contribute, really connecting the dots on how you can be in the driver's seat is very, very transformative.

I guess it's simplistic if you want to say that, but it's not really, because most people don't actually know that. They don't actually apply that. I always used to say, there's no belief police. We think there is. It's like, "What? I'm allowed to believe that I can do that? It's possible that I could do that?" So many clients have coached over the years have been like, "Really?" Just giving them a thought that they would never would've considered before. And it's like, "Yeah. Did you know that you could believe that if you wanted to?" You can decide to believe that you're going to make six figures by the end of the year, you're going to have that job. You can decide to believe that. And then your thoughts and feelings and actions are going to line up and make that happen, if that's your belief.

It's worth saying. It's definitely worth bringing up because I think a lot of people don't actually know that. And we are just kind of conditioned with not just the beliefs from our parents or from our teachers, but from society, from everywhere. And we don't hear it as an authoritative voice telling us what to do. We hear it as our own thoughts. So we think that's what we think. It's who we are, but it really is conditioning coming from somewhere else. We just kind of picked it up and didn't even realize that we had.

And I would just echo with what you're saying there, that before working with you and had I just been listening to the podcast, I would not have believed that I could redirect my thoughts, and to have that deep-seated self believe that it's possible. And now having worked with you, I know it is possible with a lot of confidence.

And what do you think the difference is there? What do you think? Is it just passively listening versus actually getting coached? Where do you think that is for you, as far as how you can believe versus not?

Yeah. Well, I don't know. I'm a big proponent of network learning and I think that the model that you have is different. In the past, I've done several different one-on-one coaching kind of arrangements over

the last two decades. And I think there's a time and a place for that. But in comparison, definitely, the approach you take with really working on the mindset, has been super helpful. But I also feel like this is a lot faster in some respects, but it's also not as isolating. I feel like it's very much a community of support in terms of that we're doing.

Yeah. Thank you for sharing that. That kind of answered the next question so just going to move to the next one, as far as that goes. The utilization of the coaching calls and the support in the community and the videos and everything. How have you felt that has best worked for you as far as how to get the most out of it? Because we have a lot of different ways to get support the program.

I feel like I do have more accountability and more encouragement, and I know that when other people come on the coaching calls and sometimes I might be struggling with a similar or same issue, it's actually helpful to hear what their take on it is and how they're working through and to listen in, if you will, on how they're being coached, because it always has at least one or two points that help me propel for that I hadn't been necessarily thinking about.

I also like hearing from members that are either newer or further along in the process, because I feel that either makes me feel motivated that I can keep going and actually get to the net results of what I am ultimately looking for, or to reflect back on maybe where I came from. So I think it's just been a really great supportive environment to be in.

Yeah. That's a great way to look at it. And I always feel like for me being in a container where you can get watch coaching for multiple people, is way better than one-on-one, even, because you get to see coaching for multiple people, which you do get to add, oh, that could apply to me, that could apply to me, maybe that'll apply to me later, that used to apply to me, I was there, totally. I love how you put that, though. That was really well said.

Yeah, for me, it's very similar. I mean, the accountability, just even to realign. I think those weekly calls, if I'm not where I need to be, or haven't been for a few days, those calls definitely help me just realign and look at what are the next steps that I need to take, all within of every safe environment. I'm my own worst critic. So when I bring things to coaching, you remind me that I need to be kind to myself and give myself grace. And that has also been a big change for me because there have been times when I can do that now on my own.

And then also having what I feel are kindred souls within the group that you do feel supported, not just by you, but by the others that are there. And they're either cheering you on or just listening and offering tidbits of advice or comments that you wouldn't get any other way. So I feel it's an incredible place because when you're by yourself, you're in your own thoughts and yes, the podcast will give you those ideas, but being in this environment just allows you to go a step further, a little bit deeper to not only grab that idea, but how do I work that idea? How do I implement that so that it really manifests itself in whatever change I want to see?

And we can go as deep as needed. Yeah, I think you said it perfectly as well. Yeah, absolutely. Those are some really great thoughts and I'm so happy to hear you guys share about that because I'm like, if I don't ask, actually, I don't know how you guys are feeling or experiencing. I mean, I know you're there every day and you're showing up, and I know that you're making progress and stuff, but it's really nice to hear it reflected back as well. So as far as other people listening goes, what do you think people could maybe relate the most about, as far as where you're at and how far you've come?

I think, for me, it's demystifying fear. It's such a huge blocker. And sometimes our thoughts, we think our thoughts are so logical and so on point and when we sort start looking at them, whether it's with the model or just pulling on something that we've discussed before, it's incredible how, when you peel back those layers, all those thoughts come from fear and they make total perfect sense when you're thinking

them. But when you just take off that cover, it's like, no, they're really unreasonable, and why am I even in this?

Brains are silly.

That to me has been the biggest thing, the fear of failure, the fear of not doing things and then learning that in perfect action, especially for me, is okay. Than having to be perfect all the time and do things the right way. So that, for, me has been the biggest takeaway. And I think a lot of people can relate to that, as well.

I think you nailed it. Yeah, for sure. Yeah. Perfectionism is definitely a big... I have a video about perfectionism and I think it's got one of the most popular ones that I've done and feeling like you're not doing it right. Those are echoing some of the most popular topics that I've made content about. So I think you nailed it. Okay. What do you think?

I would say, too, that it's incredibly, at least I think it is, incredibly common to lack self confidence and believe that it's just your lot in life, to accept it as a fact you cannot change, or at least that's what I've really been struggling with. And previously, I know I really had that belief that some people are just really naturally talented or gifted with the ability to market themselves and to transition to new roles or new positions or that they could just easily be idea generators and implementers.

I didn't see it as possible for myself and now I do. I think that you just always have a way, Natalie, of using these analogies and stories from your past that are very normalizing and relatable. And it really helps to connect where I might be stuck and where or how I need to shift that thinking so that my actions become more productive and intentional. And then you just do it in a very kindhearted way so that I walk away, not beating myself up for not making progress, but instead feeling really like I've got a clear path forward of what I need to do that next week to try to continue moving the ball forward, if you will.

Oh, that's such a nice thing for you to say. Thank you. I'm like I was there, too. I went through all that stuff. So I'm like, I get it. I get it. And I know that when you go through the journey, this is just a normal part. So I'm thanks so much for saying that because that's totally what I'm going for. And that's a really good point because you're probably right. I feel like a lot of people listening might have that thought, like some people are just gifted. Some people are just confident. They just have it, they're just born with it and it's not something that you can learn, but it totally is something that you can learn.

And that's exactly why the first module in the program is called Intentional Self Confidence. Because what most people are doing is eroding their confidence or allowing it to be eroded by a manager or leadership or somebody, and they don't notice it's happening, but it's either building or it's eroding. And so intentionally building it is the first step, which you guys have demonstrated here, and what you've shared has really shown the results of that.

And so what would you want to tell people who are currently in that self-doubt where they're like, "Oh, I don't really know if I can do it. Those people are better. Those people have something I don't have," when they read the success stories or whatever. What would you want to share with those people?

I think it's really normal to have self-doubt and it has taken some real intentional effort on my part to really kind of pull apart all the underlying reasons for it, and I think that learning that it is normal to have so much self doubt is quite comforting, but that I didn't want to, I don't know. I think you could just rest on that and say, "Okay, well it's normal, so if it's normal, then I don't really have to do anything about it." And I don't have to, but by choosing to, it really has been that critical piece, for me, of questioning those doubts and reflecting on where, when or how I let some of maybe those past opinions guide my life as more facts of what is.

It really has freed me to no longer have those constant negative self doubting, rolling thoughts in my head. And I feel like I now have the tools to really challenge them, and I didn't realize how damaging or counterproductive they were. I think that having the self confidence I do now and understanding my real potential, when you look at the value model, I would not have said this, but I do believe it now. It's just a matter of time to when my next best golden opportunity is going to happen. You tell us all the time, Natalie, that it's just one more conversation away. That that next opportunity is going to be there.

It happens fast.

It's incredible to be able to sit here and say, "I know with confidence, it's just a matter of time."

Yeah, yeah. And when it happens, it happens really fast, too. I get emails from people all the time that I worked with a while back that they weren't on my mind or on my radar. And they're like, "Oh, I got the job. Thank you so much." And I was like, "Of course, you did." They were doing the work that you guys are doing now. And I'm like, "That's awesome. But I'm not really surprised. Tell me the details. Because, like you're saying, it's just part of that process. And once you understand that, you can just take action from that place and it's inevitable. It really is. Amazing.

Well, I think it's a normal part of life, but I've learned that it doesn't have to drive or dominate your thinking or your actions. And at times it will be easier to have self confidence and there will be times when that self doubt will creep in, but it's totally doable. And it just helps you grow in a way that you can't really foresee because it does open new doors in areas that you never thought were even possible to open or weren't aware.

But just the fact that you're working on that self confidence you discover parts of yourself and even parts of life that you weren't really aware were there. And so it opens up all these opportunities and possibilities for you to start believing in them and then making them happen. So it's really amazing and it's life changing.

Thank you for sharing that about that. Because I think the self doubt piece is huge and you basically said this, but I want to just reiterate it because it's so important. It's like when you are in that full self-doubt, you can't see the possibilities that are available. You can't seize the opportunities effectively because you're so caught up in your own self doubt. And so even though the opportunities are there and there's so much possibility for you and it's totally existing in the world, when you're in that self doubt, it's blocked. You can't see it at all. Because you're not going to go find it. You're not going to do what's necessary to get it because the self-doubt kind of takes over.

So the point where you guys are at is like, "Okay, I understand that self-doubt is a thing, but now I know how to manage it. I know what to do with it now," which is huge. And I mean, I think you're right. I get it, too. And I think if I were to describe it, it's like there's a part of us that wants to protect us. So it comes up and it says, "Oh, don't do that. Oh, that's not a good idea. Oh, but what if this happens?" And it's like a part of us that's always going to be trying to keep us safe and it's going to say those things and we just need to respond to that part and just say, "You know what? I know you're trying to keep me safe. I know that you feel that way. I understand why, but the likelihood is we're going to be okay."

And the higher part of us that wants the big things to happen and we want to create is going to be able to take over and be like, "We're just going to go ahead. We're going to be fine. We're not going to die." And that's essentially what you guys have done. So yeah. Inevitable. And once you get that, it's inevitable success, for sure. Amazing.

I just want to say that working with you is truly amazing. It's a gift, for a lack of a better word. It's just a very safe, nurturing place to be and to be imperfect and to be afraid and just you provide this guiding hand without imposing your thoughts, because you always ask us, "Does this feel right? Does this sound true?" So it's just this gentle guidance that helps us take one step at a time to where we're meant to get

to, whatever that is, whatever we're thinking we can be or start believing that we can be. And then we're actually able to get there and achieve what we are looking for. So thank you.

Of course, you are. Thank you so much for sharing that.

I would actually agree with that and add on that, having somebody believe in you and your potential when you haven't even realized it for yourself, is just incredibly powerful. And then once you do start to recognize that belief, it's like having your best friend looking out for you and to have that as your coach, it's just been an incredible investment. So thank you for everything that you do for us.

Aw, you guys are amazing. Thank you so much for coming on and sharing with everybody. I know it's going to be hugely eye opening for people to listen to your experiences and listen to how far you've come and everything you've been able to achieve. I like to think of it as I put stuff out there and I share and your brain takes it and it sparks the genius that it needs and then it goes and does the things. I'm happy to be a catalyst for that, but I really do want to say it is you guys, and just amazing to have you guys on the program. So thank you so much for sharing and for being here and have a good rest of your day.

Thank you.

Thanks to you, too.

If I were to sum it up, I would say the most common thing people come to meet 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.