Ep #228: The Sneaky Way We Self-sabotage And How To Clear It

Full Episode Transcript

With Your Host

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Get a 6-Figure Job You Love with Natalie Fisher

Welcome to the Get a Six-Figure Job You Love and Thrive podcast. This is Natalie Fisher. This is episode 228, a sneaky form of subconscious self-sabotage and how to clear it.

So I wanted to talk to you today about some new things I'm doing and I'm very excited. So one thing that I noticed is that a lot of people say that they have a problem being consistent and they know that they have a problem being consistent and this is like such a common thing, right? Like we have trouble keeping up working out is like the most basic one or keeping like for my clients it's like continuously reaching out to people consistently, right? Like doing that every single day or every single week or having things going on like consistently doing something until you see the results. That is a very common problem that exists among humans in the world and so today I want to break down why it exists, how I identified it as a sneaky form of self-sabotage and how I've been clearing it and my breakthroughs with it and I want to share some of those breakthroughs with you so that hopefully you can start to see the power of it and start to become more consistent and I'm going to give you a few different ways to do that.

So first of all I'll talk about some of the results I've had. So I know that consistency works and I think we can all agree with that, right? It's like if you work out consistently you will gain muscle if you're lifting weights. If you work out consistently you will see an increase in your stamina, your speed, your whatever it is you're working on you will see incremental improvements, right? But we don't see them all at once.

Sometimes it goes a long time without seeing that progress and so that's what can make it difficult to keep up with because it's easier to think things like, oh that didn't, that's not working, it's not worth it, what if I put in all this work and it doesn't get me the results, what if I'm doing this for nothing? Those are often the thoughts that will come in, right? I'm sure you can relate to that like I've been there, right? So first of all I want to tell you about my journey with consistency. So I've always been kind of an on and off, a workout on and off, right? So I do enjoy exercise, I have enjoyed it from a young age but I haven't been like every day for like years doing it, right? I had gone periods where I didn't work out for months or I didn't do something for months and it started to feel weird and so since March of this year I downloaded an app called Ladder and I've been weightlifting consistently from March until now, right? And that's been a accomplishment for me and I've learned a lot throughout that accomplishment. And another thing that I did pretty consistently, like these are the things I've done consistently enough to start seeing results and then when you start seeing results then you're like, then it's easier to keep going because you see the compound effect of the results and you're like, oh okay then I am going to put it in, of course I'm going to put in the effort because I'm seeing the results now, right? And the hard part is getting over that hump, getting over that hump of like the beginning part where it's hard and you're not seeing the results and you're maybe not very good at it and your brain is just like, ah this is the last thing I want to do, right? So that's the hardest part is getting over that hump.

When you get over that hump and it can take some people longer than other people, right? It can take a really long time like or it could take a shorter amount of time depending, right? So you have to get over that hump and one of the ways that I have seen to get over that hump is by finding so much enjoyment in the process that you will just do it because you are starting to love doing it, okay? So with the workouts I kind of had to tell myself, I'm going to do this even if I don't see any results ever. Am I willing to do this if I don't see any results ever? And I said yes to myself and then I said why? Why was because I feel so much better because I can lift my daughter without my back hurting because I can feel just more agile around the house like the ladder up has me doing like some compound movements like burpees and like some stuff that makes you kind of stretch yourself a little bit out of your comfort zone,

you know, awkward movements. It's a very functional workout so I just feel better in the world even if I never lost any weight, even if I wasn't getting any muscle.

The reason to do it was I'm feeling better just more agile to like pick stuff up off the floor, you know? So I don't want to lose that feeling so I was like yes I'm willing to do it even if I never lose weight, even if I never gain muscle, right? And so by telling myself that like I'm willing to do it even if I don't get these results then I was like okay then I'm doing it for these other reasons, right? And then I started to get even more reasons for doing it even if I never got the results from it. So other reasons were like I really like having something to focus on and even just being able to slightly improve my form and figure out like where I need to place my knees and my like my knees don't tweak. Sometimes during lunges my knees would tweak, right? So I was like oh I'm figuring out exactly where my foot placement needs to be and also I broke my ankle and so I was kind of rehabbing that because that wasn't something that I'd done.

Like I hadn't lifted weights. Weight lifting was the thing that was hardest for me to be consistent at if I'm honest. Like cardio was easy for me to be consistent at but weights I just didn't like it.

I just resisted that hard. So things like oh my form is increasing or like improving. I can tell because it feels better when I do the exercises.

I'm kind of enjoying that push because I can see that my flexibility is increasing and so just these little things that were improving that I could see it all just kind of started to compound and become more fun, right? And even though it's hard to do it's still not like sometimes I still like procrastinate on it but in my head my thought is of course you're going to do it because you've been doing it this long and all those reasons have stacked up and they have increased my want and desire to keep doing it, right? And I am starting to see results now. So I've lost about 12 pounds I think but it's like not a lot but I'm like it doesn't matter because I'm doing it for all these other reasons, right? So the results are kind of just a bonus. So that's one story with consistency and so this story with this consistency kind of spurred me into thinking I can be consistent with other things.

If I can be consistent with this I can be consistent with other things and so I looked at some of my history for what I have been consistent at. I was very consistent with YouTube for I don't know maybe a few years I don't know how long but I've got over 200 YouTube videos and I was posting weekly for a while there a little bit more than once a week and I was posting very consistently and I did that long enough to start seeing some hockey stick effect results. So there are some videos up there that have hundreds of thousands of views and thousands of comments and there's one main video that really took off but that was out of doing 200 videos, right? That hadn't like a lot of them haven't had very many views at all, right? But one video took the effect of all those other videos, right? So this is all to kind of prove that consistency works when but the real struggle is getting ourselves to do it and I believe that when we are talking ourselves out of it that is the ultimate form of self-sabotage because if we know there's something that's going to work if we keep doing it like if we know that we're going to achieve it then why wouldn't we keep doing it, right? And so like I said in the beginning the excuses are well what if I do it all this work and it doesn't work? What if I put all this effort in and it's for nothing? And so the response to that that I have is well it will never be for nothing, right? Because even if you don't get the result you will become a different person in the process of having done it and I feel that in my bones because from that experience I've had from lifting weights from March until now at least two times a week three to four times a week most weeks I can tell you that I am a different person for having done that.

My mind is different, I believe different things about myself simply because of that repetition, okay? I have built strength, I have lost weight but that's not the reason I kept going at it. So if it's going to work for you differently if like the end result is what motivates you then go for it but for me these are the things I kind of had to tell myself in order to keep going, right? So I was like I'm willing to do this even if I never get results and it's kind of like my coaching business too. I had to be like I'm willing to keep helping people, I'm willing to keep showing up, I'm willing to keep trying new things even if I never get results and that might sound awful but it's like if you're not willing to, if that's a no for you then pick something else.

Pick something else to do because you kind of need to have you need to have something that will motivate you that's not the instant gratification, okay? So the reason why we find it so hard to be consistent, I believe it is because, one because we don't see the results right away and so let's take another example. Let's talk about reaching out to people consistently to land a job, okay? So we know it is a fact, it is 100 percent that if you continue to reach out to people and you continue to have conversations you will land the job. If you're focused on what you want, you know what you want and you keep having conversations, you keep people know what you want and you keep following that process like I have that process in my program but that process is is not what does it.

It's really the mindset that allows you to to work the process then you will land the six-figure job you want or you will land like you will build the business you want, you will do the you will lose the weight you want, you will do all that stuff if you are able to be consistent for long enough, okay? So the reasons why we're not our subconscious sabotages us and it gives us really really good reasons why we shouldn't be consistent, why we shouldn't do it and it will tell us things like yeah but that's not going to work, the people are probably not going to respond, they're probably going to say no to you, they might think that you're needy or desperate so I wouldn't reach out. It's better if they don't know you're looking because then they might think you're not any good or they're going to ask you why you got laid off or they're going to like our brain will make up all these really really good reasons as to why you shouldn't do the thing in the first place and then if you do it a few times and it doesn't give you the result why you shouldn't keep doing the thing, right? It's so good at giving those reasons and they're really smart reasons, they make a lot of sense, right? So my clients a lot of them will be like well it's close to the holidays I don't think I should reach out to anybody right now because people are probably winding down. Nope, that's a self a subconscious way of sabotaging you.

It's like saying no, don't do it because they might say no, they might not respond, you might not get the result you want, you might fail, okay? Because I know that I've reached out to people during the holidays and they have been like oh yeah sounds great I'm wide open when do you want to schedule it? So that happens too. So noticing the subconscious blocks that is going to be huge and that's why coaching has been so valuable and why the subconscious breakthrough coaching has been so valuable and the new things that I've added in because I've been able to identify so many more subconscious blocks. So another thing I wanted to share with you was so this all this stuff that I told you about just now has led me to this thing that I'm doing now called the Consistency Project.

So I thought to myself okay that's fun I know I can be consistent so there's no question about that. Right now you are listening to the most consistent Natalie that has ever existed on the planet. I know I can be consistent.

I don't have any doubts around that. I'm not doubting whether I'm going to do my workouts next week. I know that I am.

I'm not doubting whether or not I'm going to show up for my podcast this week. I know I am. I'm not doubting whether I'm going to brush my teeth.

You know you probably have that too. You probably don't doubt whether you're going to brush your teeth but I don't have any doubts that I can do that. Right? So having built that up I was like would it be fun if I could do something to really explode my business in 2025 and why wait till 2025? I want to start it now.

So I decided I was going to do three short videos a day and post them on four different platforms. So YouTube, TikTok, Instagram and LinkedIn. So LinkedIn and YouTube are my main platforms and then my podcast and the other platforms I don't use them like Instagram and TikTok.

I don't use them barely at all. However I thought if I make these shorter videos it's not going to cost me any extra time to make them because they're not going to be any different and then I can just post them to all the platforms. So I thought okay this is a great idea.

I had this idea and I thought wouldn't that be cool to do that for a whole year and then after that I'm going to have these results and then I can see. I'm really excited to see what's going to hit, what's not going to hit because I'm pretty sure I'll have something go viral. I've had a few things go viral before so I'm like yeah if I do that for at least that long I'll have some things go viral.

I'll have some more data and then I can decide what I want to run ads to or see what's working seeing what's not and even if I do this and I get zero results I will still be the person who did this and I'll be happy with that and I know that I'll get results. I'm not really worried about that. I'm just saying that what like day-to-day that's what I got to tell myself.

I'm like I'm not doing this for the result right now. I'm doing this for me. I'm doing this because I want to be the person who did this.

I want to be able to say hey I did three videos a day for one year and doing them as the person who's somebody worth following. That's important like being in the identity of somebody who's worth following. I was like I want to be doing some really cool things.

I want to be sharing some really awesome things that are really going to help people that have really helped me because I'm that person. If I find something that's working I gotta go share it with everybody and my friends sometimes think I'm annoying and my partner's like oh really that's interesting. He thinks I've been doing EFT tapping and I've been talking about that emotional freedom technique and that's been so good.

I'll talk to you more about that. You will be hearing more about that as I go but he's like oh that's interesting. I don't know what that is and so anyways I want to be doing stuff that is worth following in the identity of the person who's worth following and then I want to be posting these videos every day.

So that's important like you got to do the action in the in the intentional identity that you want to be in because if I was somebody who's just like posting monotone videos that are not like are like just not very interesting like I'm probably not going to get followers. Consistency is not everything. You have to be in the identity of the person as you do the consistent actions right.

For example I can tell you about somebody I know on LinkedIn. I will not mention her name but she posts consistently but she's been looking for work for like four years and we know this because she talks about that all the time and she's always posting like how hard it is and like very sad stories and like how difficult it is and she's posting consistently but she's not somebody worth like worth hiring yet right like and I hope that she grows and changes on her journey but she's posting consistently but she's not in the identity of the person who is worth hiring. She's not somebody people seek out.

She's somebody people feel sorry for right and that's just because of how she's showing up. It's not because she's not valuable. It doesn't because it's not because she doesn't have skills and I know she has a ton to offer.

She just isn't showing up in the right identity. So consistency is not everything. That is something very important that I definitely need to mention as a caveat.

You have to be consistent in the right identity and you get to choose that identity beforehand and then cultivate that identity. So the identity that I decided that I'm cultivating is I'm going to post three times a day as the person who is worth following and then I'm going to do my very best to get so good at content creation and create the most amazing content that I possibly can and think about my people as I post it right. So I'm thinking what could be really helpful for my people today and then I'll test it out.

I'll share it with the people in my in my containers so the people in my six-figure curriculum group and right now I'm doing an identity challenge which is a short intense two-week challenge and I'm sharing things with them and I'm seeing how they respond. I'm seeing what's helping what's valuable and then that's all kind of building up into the whole three videos a day challenge and making me even more excited to be like oh well I know this helps right I know this has been useful right so sharing sharing sharing. So that's kind of where I what I decided so that was the idea and so I don't even know what day it is I'm on.

I think I started it on the 15th so I'm not very far in yet. However I'm telling everybody about it and I'm being very open and transparent about it because I want to hold myself accountable so I'm going to be doing this and you will see that happening and so that's definitely something that you can do. You don't have to publicly say you know I'm doing this but sometimes it helps if you want to be held accountable and I think that for me it's definitely something I needed to do.

It was right for me so so I shared with everybody that's what I'm doing. I also think it like I would be really interested to follow somebody who was doing this. I'd be like oh yeah I'd want to know the data.

I'd want to know how they're coaching themselves every day. I'd want to know how they're you know defying their own humanness because you know the human brain is going to say oh I don't feel like doing that today and that's exactly how I was feeling this morning and I made a video about how I got out of it and so the consistency is going to be something that works and so when you create that mindset of like I am somebody who is consistent and there's already things you've been consistent at

right. You've like you've probably been consistent at brushing your teeth and I don't like to admit this but I wasn't always consistent at that.

I was like when people would talk about consistency I'd be like yeah I can't even be consistent with brushing my teeth right and now I am very consistent at that but like I didn't I wouldn't admit that normally but it's true. I wasn't even consistent at brushing my teeth for a time so if I can turn things around and I can become a consistent person then I know you can too right. So I'm you know recording all the self-coaching I'm doing on what it's taken me to be consistent why I've been doing this and just paying attention to it because I'm actually just fascinated with it.

So I'm calling it the consistency project and you'll hear about it as I do more podcasts and more episodes. I'll share and be as transparent as I can with you about it and I'll be collecting all the data and everything which I'll probably turn into something that will be part of my body of work in the future. So why work on the mindset for being consistent? So I think I've made a pretty good argument for it so far and to reiterate if we know something is going to work and we just need to be consistent at it then it's just about doing the mindset work to get us to be consistent at it right and if you don't believe it's going to work then that's going to be a big reason why you won't be consistent right.

So if you're thinking well what if I do it and it doesn't work what if I put in all this work and it doesn't work then you've got to have another reason for doing it or you have to pick something else that you do believe is actually going to work okay. So say for example if you don't believe that talking to people in the identity that you choose say you choose to be an in-demand candidate you study what that identity looks like you choose to be that person in that identity that you have all these conversations and you think that's not going to work then what do you think would work? What do you think has the highest chance of working? Is it going to a weekly networking event in that identity? Is it joining a slack group and connecting with different people in that slack group? Is it joining a bunch of linkedin groups and connecting with people there? Is it going into a group and answering questions people have in your industry like there's a and I always talk about the bazillion different strategies that you can use to land a job it's not about the strategy it's about the mindset and whether or not you believe it's going to work or not and whether or not you can get yourself to do it and whether or not you can coach yourself or get a coach to help you be consistent with it that's what's actually going to create the result. So that's what you need to do and if you want to follow along with me I'm going to be giving you some tips as I go there's so much stuff so much that I've written down I was writing copious amounts of notes because I was like when I first decided I was going to do this challenge the three videos a day challenge I was thinking I was like I don't want to I don't want to I really had to sell myself on it I was like oh I've got to like what are all the reasons why I don't want to do it well the first one was I don't think I'm going to be able to be consistent with it and then I'll look like an idiot I'll be like oh I'm going to do this three video a day challenge and then what if I just don't do it or I forget or I quit on myself and then people are like oh what happened because I have done that before and so my brain was like well you're probably just going to quit again right and so I had to turn it around and say okay but you have been what have you been consistent at where's the evidence that says you can totally do this and so I look at the working out and the fact that I've been really consistent with that I looked at my podcasting and now my making video podcasts the fact that I've been really consistent with that and of course there's been things that I haven't been consistent with right but I could always look at those as evidence or I could look at the things that support me as evidence so I self-coached on that because my brain was first saying yeah right you're not going to be able to do that you're you're going to give up and then you're going to look like an idiot and then no one's going to trust you right so I had to self-coach on that the second one was I don't want to get glammed up every day that sounds like a lot of work so I kind of

prided myself on being somebody who was like yeah I just throw my hair up I'm just like I'm not perfect I just show up messy how I am and I don't want to get glammed up for videos every day and then I thought to myself actually I was doing a tapping session with my mentor and she asked a question in it and she's like what would your future self call you out on right now that's what she asked me and the first thing that came to mind was how you're showing up and how you're taking care of your appearance she would call you out on that and I was like oh okay so that had happened just a few days before and then I started self-coaching myself on this challenge and my thought was I don't want to get glammed up every day that's too much work I don't want to do that right and so after I had answered that question of what my future self would call me out on I was like okay I know that that has to change so I did it I was like okay I straightened my hair I put makeup on and then I started to feel pretty good I started to feel more motivated to do everything else as well so then I started thinking getting glammed up every day is not that big of a deal it can totally be part of your routine it doesn't have to take you hours you definitely feel better when you do it why wouldn't you just do it you just feel better and then you can jump on a video at any time when you got inspiration and I could do the videos without being glammed up as well I understand that but just I'm less likely to you know I'm less likely to act on inspiration if I feel like I look like a hot mess but I sometimes still do and you might have seen some of those videos so that was the second objection that my brain had was oh you don't want to get glammed up every day that's too much work right and then the third one was oh you got to edit videos that's going to be so much work it's going to take so much time how are you ever going to do that like that on top of everything else you have to do like that's too much like don't even bother with that that was the third one so then I had to self-coach on that I had to say okay well my brother-in-law he does a lot of videos he's a car salesman for Mercedes-Benz and he puts out a lot of content every day and he's pretty good at it so I'm like I'll start by talking to him and I talked to him and he said oh yeah I'd be happy to give you a tutorial on the software I use it's called CapCut and it's actually not that hard and you could totally just do it on your phone and it's really easy and I was like okay sounds good so he likes chocolate rice crispy squares so I made him a batch of those in exchange for him coming over and teaching me how to use CapCut pretty good deal I would say and so that's what I'm using and I'm like oh it is super easy I just do it on my phone I add the captions and I like it's not that much work I can add some fun music in the background some inspirational music and so it's just it wasn't a problem I was telling myself it was a problem but then it wasn't right so I had to self-coach myself to take a step right and so my first step was to talk to my brother-in-law and that ended up being a good step it worked but if that hadn't worked I would have you know youtubed something or figured out something else right so those like three and I there's a lot of things that I had objections to this three video a day challenge but I decided you know what I am going to use this as a project to help other people be consistent and I'm going to have really cool interesting results to show for it once it is completed which is also a motivating factor right and the results are not going to come in right away I wasn't expecting them to right although I am seeing some trends right which is already really cool so if I check the stats I'm like oh that video did really well that's really interesting I had one video of me driving in the car and I just kind of shot around my surroundings and then I put some words on the screen about how you want to enjoy your destination I use or enjoy the ride I let use that as a coaching moment with a client recently on how you can enjoy the ride and you'll get there faster and you can put on some good tunes and you can have some snacks and it's like a road trip right anyway so I made a video of me just driving with the surroundings and that one really picked up on a couple of the platforms and I was like oh that's interesting and it got re-shared a few times and I was like oh okay that's cool and so I was like I love driving I'm probably going to do a few more of those so just you know picking up on what's working and it is happening fairly quickly and so that's fun to see right so picking up on what's working is really important that's another really big thing that I teach success blueprints inside my program is one of the things that we do because you could just be going going going and miss what's working right so when you're paying attention to what's working even if it's only working a small amount more than the other

things you've got to pay attention to it and if you're rushing if you're impatient if you're like hustling trying to get to the end result and you're like needy and graspy about the result you'll miss that stuff you'll just be upset that it didn't get you the end result yet right so you gotta be in the enjoyment of the here and now and I love driving like side note I love going for drives like I am someone who enjoyed my commute to work and I don't have that anymore because I work from home and I have for a while but I'm like I will go out for a drive because I like it and that's actually what inspired me for the idea for the three videos a day challenge was I was out for a drive and I find I get my most inspired ideas when I'm driving so just a fun story all right so I hope I've sold you on being consistent I'm sure you are already sold on it but I'm hoping I've given you some good tips as to how you can start to get consistent in a way that will work for you and the skills that you're going to need are going to be awareness of why you're not consistent now something you really want to be consistent at so this is what I would recommend pick something that you can almost guarantee yourself if not guarantee yourself that if you're consistent at it you will succeed okay whatever your goal is right now whatever that is that you want to achieve say if it's to get a job is it the conversations do you believe that getting do you believe in having those conversations and the identity is going to get you to create that result it will by the way but you've got to believe it or is it say you want to get a promotion is it achieving certain milestones or getting to certain things is that going to guarantee your result like what would guarantee your result if you were consistent at it until you figured it out okay so first of all you got to decide what that is secondly then you got to coach yourself on the reasons why you haven't been consistent why you're not doing it why you haven't started and kind of like I shared with you my reasons right like oh you're not going to keep it up you're not going to do it you don't want to get glammed up every day the video editing is too hard right like those were my a few of mine that I had to self-coach myself on right and then I had to basically sell myself on the idea that I could do it because I knew it would work I was like oh if I post your videos a day for a year like I know that will explode my business I and again it has to be in the identity of someone worth following someone saying things worth listening to and being in that creator space of having that desire to create the best content that I possibly can to actually help people to actually reach somebody and have them have an aha moment and a breakthrough and have them be like oh I'm so glad that I listened to that today right so those things are crucial as well like I said it's not just about consistency it's about being in the right identity of the person doing the consistent actions okay so those are the things that need to be present and then you need to self-coach yourself on a daily basis right and that can be done through different modalities it can be writing down your limitations or your arguments your objections your reasons why you don't want to do it and then countering them with a reason why you do want to or reminding yourself of something that's important for you to get you to continue it can be done with tapping it can be done with meditating it can be done