Ep #233: Natalie's Year In Review 2024 - Workshop Episode

Full Episode Transcript

With Your Host

Natalie Fisher

Get a 6-Figure Job You Love with Natalie Fisher

Welcome to episode 233 of the Get a Six-Figure Job You Love and Thrive podcast. This is Natalie Fischer and today I'm going to take you through a year in review exercise and stay tuned. Hey there, I'm Natalie Fischer. I'm a six-figure business builder, a mom of a two-year-old, the recoverer of a ten-year narcissistic relationship and now in a super healthy one, and most of all, I'm a human who's figuring this out with you. This podcast is about how to use your mind to thrive in your career and create the subconscious breakthroughs that you need to get there. The subconscious blocks that you don't even know you have to achieving your highest levels of earning and your best zone of genius moments and days in the flow. That is my goal for you. Let's dive into the episode. And before we dive into today's episode, just one more thing.

I'm the coach who will always point you back in the direction of your own wisdom. And so before you listen to my episode or anybody's episode, I want to remind you of that because I know from a lot of personal experience that anything is only as effective as the amount of resonance that it has within your uniquely built brain with how it's going to blend with your experiences, with your history, with your past, with your existing beliefs. And so something is only going to work if it feels right to you and you believe in it or you want to do the work to believe in it.

And that's where I can help you. Your inner wisdom is infinitely more valuable than mine or anybody else's for that matter, when it comes to getting the outcomes that you are here to get. I'm happy that you're here. I'm glad that we're on the planet at the same time, and I can't wait to help you transform your life and career.

Hello. So today I thought I would share with you the year in review exercise that I do every year. And after I do this, honestly, I feel so excited, so clear this year, especially because I started looking more at data and numbers and facts and that those start guiding where my next steps are or what's next, what I need to do, instead of going so much on emotional, like nudges and pulls, because I tend to do that a lot. So it's a balance of both, right? So it's like I used to always get confused about, well, aren't I just supposed to listen to my intuition and just do whatever I want versus, but you have to look at the numbers, but I don't want to look at the numbers. So it's both.

And learning how to hold paradox is definitely something that I've learned to do this year. So when I hear two pieces of contradictory information, I ask myself, how could it be both? How could both of these be true? And then I will start to unpack what works for me and what makes sense. And I take pieces of both that work. So I'm diving into the numbers now. That's definitely been a lot, been very helpful and long overdue, but I'm going to go, I'm going to share with you the questions that I asked myself. And I encourage you to do the same because you'll feel much more clear afterwards if you do this right.

So the first question to ask yourself is what worked for you in 2024? And this can be concrete stuff. So in my list, I've got some concrete stuff, some numbers, and then I've got some just emotional stuff. So I've got, for example, my podcast downloads and the number that I got, which is 17,000 downloads this year. Learning I was in the top 25% of podcasts with about 120 to 140 downloads in the first few days of every episode, which I thought was very small, but apparently that is the top 25%, which made me very happy. So that's one thing that I put as something that worked, right? And then something that also worked, I put that freedom and enjoyment of my business was at an all-time high this year. So you can see how those two things are different.

One isn't measurable and one is, but they both go under the what worked column. So, and I'm not talking about like making, like turning negatives into positives, like if something didn't work, but then you got a great breakthrough from it. If it technically didn't work, then you can still put it under the didn't work.

The didn't work question, which is totally fine because I have a bunch of things that didn't work too. So first question, what worked for you this year? And yeah, that can be anything from new habits you formed this year, new things you started doing that you stuck to that you are proud of, new behaviors that you adopted, things you achieved, things you accomplished, things you saw traction with, anything that worked for you, you get to decide what worked for you. And then the next one is what didn't work? And that can be, so often we always, it's very easy for us to find out what to find in our brain, what didn't work. So that's why the, what did work always goes first. Okay. We have to do the, what did work first.

So you're going to take stock of that first. And if you find that hard to do, I would recommend going to my self-intentional self-confidence podcast episode. And then I also have an intentional self-confidence challenge episode, which I would recommend because that helps you kind of get into the mindset of doing this all the time. Because when you can identify what's working, you're so much farther ahead than the people who are just identifying what's not working. And that's all they see all the time. And that sucks. Like it sucks to live that way when you just don't see anything that's working and you're just like, oh, but this didn't work. And this didn't work. And this is not enough.

And this is not enough. And when you're living in that space all the time, you're just like sad and frustrated all the time. And you don't have to be because there's always things that worked.

Like even the worst thing that happens, you can still find a really good thing in it. Right. So I was reading a book recently and the guy said that he had gone bankrupt and gotten divorced on the same day. And he was still able to find positives in that. He was like, well, I realized that I wasn't taking responsibility for my life and my relationships and my finances. And so it was a wake up call to change. And, you know, that saying of like the breakdown comes before the breakthrough. Right. So like there's always going to be a positive that comes from that. Right. Not to say you're not going to feel emotions and that's going to you're going to feel human emotions and that's fine. But that doesn't mean that that that was a bad thing, that that happened. Right. Because good and bad is just the meaning we put on something. So, yeah. And sometimes we really we can be pushed to our greatest achievements out of necessity. And that can be a good thing. Right.

I know that's definitely happened for me. So what didn't work? You can definitely find some things for that, I'm sure. But don't be too hard on yourself and make sure that you have a good solid list of what did work first. OK. I went to on my list. I put that I went to a couple of events this year and then I went to I went to three events in total. I went to in January. I went to a manifestation retreat in San Diego. In July, I went to Las Vegas for a marketing to the subconscious mind conference. And it was also Hypno Thoughts conference in Las Vegas. And then in December, I went to a business conference called Business by Design. And that event blew out of the water the other two events that I'd gone to.

And in comparison, I was like, I got so much more out of that one than I did the other two. So I put the other two down as didn't work. So and I'm like, even saying it now, I'm like, well, it's not that they didn't work. It's just that this other one works so much better. So I would say that that is accurate for me,

because if I'm going to put in time and energy to go somewhere to go travel somewhere, and I wasn't given the choice now, in hindsight, I would definitely say I would hands down rather go to Business by Design than the other two retreats that I went to. So, yeah, those are some examples of what I had.

And then the next thing that you want to ask yourself is you want to make sure that you're not going to repeat the same mistakes again. Right. Because this is just what happens if we don't learn the lesson, we'll get the opportunity to learn the lessons again and again and again until we learn them. And they get a little bit stronger and a little bit like more unpleasant to learn. So a question that I asked myself is, what do I know in hindsight that if I knew at the time could have prevented this from happening? So if I had a bad result, I did have a couple of offers flop in my business this year. I told my community about them.

What do I know in hindsight that if I knew at the time could have prevented this? And then I would answer that. What data, discovery, fact, truth, or principle that if I knew before this happened could have prevented this? Right. And so now it's clear in hindsight, but you have to do the work to actually look back and ask yourself these questions and go into this, because not everybody is willing to do that.

So those are the questions that I would ask. And so I would just for curiosity's sake in my business, I'm doing, I looked at like everything that worked, everything that didn't work. And it was glaringly obvious that that my three day trainings were hands down the best, most popular things that I did. And it's probably because I've been doing those for a long time and they are really successful because I already know how to do them because I've been doing them for a while. So now I just add enhancements or I add more value to something that's already very, very valuable. Okay.

So what the next questions, the next one is, what battles did I face this year? And for me, a big one was with the numbers. I was like, I don't want to look at the numbers. I started looking at my numbers earlier in the year and that really changed things. And it's like, I was thinking to myself, like, if I have gotten this far without really looking at numbers before, imagine what's going to happen when I actually start looking at numbers clearly, because the numbers will tell you something that your emotions get wrong. So like this happens all the time on calls in my program, people will say, oh, but I talked to these people and I didn't get anything. I didn't get an interview.

I didn't get anything. And I'll be like, but sometimes they're even wrong. Sometimes they don't even think of the interview that they did get. They just bypass it because they didn't get the offer, but they bypass the fact that they got a freaking interview, which is a big deal. And then sometimes they'll be like, oh, but that didn't work. Blah, blah, blah. And it's like, but you could look at it that way, or you could look at it like, oh, I did get somebody on the phone and they did actually give me a helpful tip, but it didn't work yet. Or I didn't make it work yet. Or maybe I didn't even try it yet. You know, like that's happened a lot of times. Or people will give me data like, oh, I messaged these 10 people and I got these three people to respond to me. But human nature is to look at the seven people who didn't respond, right? It's to be like, oh, that those people didn't respond.

It's like human nature is to look at, even if I get like 300 great comments on a YouTube video to look at the one that says that I'm an ugly B-I-T-C-H, right? It's like human nature will do that unless you actually train it to look at what actually serves you, right? Unless you train yourself to do that, you will always have that negativity bias because that's the survival mechanism that was installed in our brain. So what worked? What didn't work? What do you know in hindsight now that could have prevented the failure

or the prevented what didn't work? What battles did you face? So with me, that was a battle with myself at looking at the numbers. And then who are you? Who were you at the beginning of this year? And who are you now? For me, I listed out a bunch of things in the way that I think that I used to think in the way that I think now.

And you'll make distinctions. You'll be able to see differences. As my friend said, he's like, well, even if you just sit and play video games all year, you're still going to learn something. And I'm like, yeah, you'll get really good at playing that video game, I guess. But yeah, you have learned something. You have changed. You have evolved. And our brain is always going to make it very, very difficult to see our own growth. Like if I didn't sit down and do this exercise, I wouldn't see my own growth. It would pass me by. It would be so easy, right? It would be so easy to just focus on what didn't work. I remember this was a long time ago now when I was still with my ex and I was trying to trying to get my online business going.

I would have, I ran some Facebook ads and I was selling this interview course for like $197 or something. And I ran some Facebook ads to get people to come to my webinar and sign up for my course. And I had a bunch of people sign up for my course, but then I looked at my numbers and I realized that I had completely broken even because I spent that much money on Facebook ads just to get that same amount of people in my course. And I remember being so angry and so frustrated and thinking how unfair that was. And the me now says, that was great. You didn't even realize how great that was. Like you didn't make a loss. You got a bunch of new clients to work with and you had the opportunity to help these people and you didn't lose money. Like that's awesome.

Many people lose money when they do that. Right. So like in the beginning, cause Facebook ads are hard. So, and I was just thinking to myself, if I had been thinking of it that way, I wish I had known that I could have thought of it that way back then. Cause I would have kept going and I probably would have expanded on that thing, that method I was doing, but I, I didn't, I looked at it and was really mad and frustrated. And I just scrapped the whole thing.

So now I've built things up enough to see what's working and been able to continue with them because I'm now in that, you know, see what my wins are, see what my wins are, what worked, what worked, what worked. But I used to be in the whole, that didn't work. That's not fair. Like, so it's like, you can tell that I used to be a very different person. And if you've been listening to me for a while, you probably hear me talk about changes all the time. New insights. Yeah. So then it's like, who are you at the beginning of the year? And who are you now? And what do you want to bring into your new year into 2025? What do you want to bring in? And what do you want to leave behind? So for me, it was, I want to be more courageous. I want to leave behind any residual fear.

Cause I'm, I'm pretty good at it, but I'm, I still get into fear sometimes. And that's definitely something that will hold me back. So yeah, looking at the list of what worked, taking out what you want to double down on, what you want to do more of, what you want to explore and expand, and then what didn't work. And then looking at your hindsight, because that's where you're not going to repeat the lesson again. If you look at the lesson and you grasp the lesson, you won't have to repeat it again. But if you don't get it, you'll just get given more opportunities.

Learn it. That's just how it goes. What battles did you face? Who are you or who were you in the beginning of the year? Who are you now? What do you want to take into your new year? And what do

you want to leave behind? And that's it my friends. So I recommend you workshop this out. You can take a half a day to do it. Take an hour, take some time to do it. Like I did it. I feel great. I feel so excited. And especially because I went and I looked at all my numbers and when I'm like, okay, what worked, what didn't work, I'm going to find out. And yeah, it's exciting. I'm really excited for what 2025 holds.

And we're kicking it off with the value vision program, which I'm only going to be doing once. And then it's going to be become a bonus for the six figure curriculum. But when we do it live, everybody who signs up will get their actual assets, like their personalized assets of their value vision, which is the four categories of their value, exactly how to map that out. So there'll be no question about the monetary value that you contribute. And that honestly, it's been the 20%. So it's like the 80-20 principle.

I don't know if I mentioned that, but there's a book called the Pareto principle. It's called the 80-20 rule, actually. Yeah, doing more with less. And I've discovered that it actually is that the value vision program is the 20% that gets the 80% of breakthroughs and successes from my testimonials. Cause I went back, I was inspired to go back and listen to all my testimonials. And it's like, that's the 20%.

That's why the program, that's why. So this is an introductory program. You can actually use your investment towards this program to join the big, my six figure curriculum program in the future. If you'd like to, you can apply that cost to it. So you don't have to pay the full price for it. And you'll walk away with just a different view on yourself. And I actually had this download. I was just like, that's what you're here to do. That's why you're here. That's the whole reason why you had to go through that toxic relationship was because now you get it. Right. And I got it to the point where six months later, I was with someone amazing.

I was just like almost had trouble getting used to the fact that, you know, my nervous system could relax and you know, everything was good and it was stress free. But also the fact that now I get to do that for other people. Like if you're in a toxic, toxic environment or you're somewhere where you're not getting paid what you want, or you know that you could be doing better because you know someone else who's making more money and in a better environment and they have like the same or similar skills to you.

Like these are all signs that like you can do better too. And I would have never thought that like my young self who was in a, who got into a relationship with a narcissist and just thought that I was the problem the whole time. I would have never known that until now, but I really do see now how my journey has come full circle as to being here now for people who have trouble valuing themselves, because that is the ultimate linchpin.

It is the 20% that will get you to make more money to get into those high value environments, to get, to be surrounded by high quality people that lift you up and bring you forward and support you and help you. And that's what I'm living now. And that is my normal. And I know that that wasn't before. So it's like that, it just became so clear. So if you're interested in the value vision program, that's starting on January the 6th, there's a whole schedule for it.

If you can't make the classes, it's okay. We'll arrange a one-on-one time to make sure you get your assets in line. And it's the only time I'm going to be doing it live. So if you want details on that, check the link below. There's a whole class I did on it where I talk about the details at the end, and then there's the links to sign up. So I will see you in there.

I will see you next week on the podcast or hear you or whatever. And thank you so much for listening. Thank you for being a part of my 2024.

Thank you for listening to the podcast and for being in my world. I appreciate every single one of you, every single one of you who downloads the podcast, who listens to the podcast, who is in my program, who is part of this thing that I've created. You are so loved and so appreciated. And I just want you to know that. So thank you so much. And you will hear from me again in 2025. Have a good one. Hey there. Thanks for listening.

If you're new here, I'm Natalie Fisher. And if you want to take this work even deeper than the podcast, where I help you apply it and I help you dig into your own personal situation, you have two ways to do that. The first is in my signature program, the Six Figure Curriculum, where we go through everything you need.

And I personally help you weekly to land that six figure premium role. And the second way, once you land that six figure premium role, is the Time to Thrive Mastermind. So if you're already in an amazing premium role that you love, and you want to advance, you want to develop your mindset, you want to thrive in that role, then I support you in my Time to Thrive Mastermind.

So that's the two ways that you can work with me. If you want to take the work on the podcast deeper, the links for those are in the show notes below. To go right away, you can go to www.nataliefisher.ca forward slash start.