Ep #240: 5 Step Series - Step 1 Conquering Fear

Full Episode Transcript

With Your Host

Natalie Fisher

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 240.This is going to be the first of a series of five podcast episodes with the five steps to landing a six-figure job. And this is step one, conquering fear. So stay tuned.

Hey there, I'm Natalie Fisher. I'm a six-figure business builder, a mom of a two-year-old, the recover of a 10-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, I want to remind you that I'm the coach who is always going to point you back in the direction of your own wisdom. And so before we get started, I want to remind you, listen to your own wisdom first. This means listen to yourself first and me second, and anyone else for that matter. Take what resonates and throw away what doesn't unapologetically. I won't be mad. I won't be offended. In fact, I will be proud of you for doing so 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. And something is only going to work if it feels right to you.

And if you believe in it, or if you want to do the work to believe in it. And that's what I'm here to help you do. Your inner wisdom is infinitely more valuable than mine when it comes to getting your outcomes and for what you are here to do on this planet.So I'm here to help you steer that wisdom in the most powerful way possible. I'm so happy you're here. I'm so glad you're here. Part of this. I'm so glad we're here on the planet at the same time. Let's dive into today's episode.

I couldn't be more excited today. So first I wanted to talk to you about something that is new in my business. I'm very excited about, and I'm finally committing to it. We're finally doing it. One of my longtime clients, Colleen Ballesteros is going to be doing calls for people who want to consider joining my coaching program, who have been thinking about it, who maybe haven't done it yet, but they've had some doubts or questions. And so she has been offering to actually help me with this for a long time. And I have been putting it off. And so we have finally made an agreement that she is going to be taking calls. So if you would like to book a call with Colleen, because you'd like to work with me, you've been considering it for a while, you've been listening for a while, then we will put a link in the show notes and you can go ahead and book a call with her.

So I don't know how long she's going to be doing the calls or if it's going to be forever, but as of right now, February the 13th, 2025, Colleen will be doing calls for the program. So if you're listening at the time that we have released this, then you will have that option. And also I have a Facebook group that I have opened up and I'm excited about that because I love seeing people's faces.

Like on Zoom, you don't always get to see people's faces because we've got the cameras not on or whatever. And if I'm doing a webinar, like I can't interact or see people on the other side. So the Facebook group is really cool because I can actually see people's faces and interact with you directly and go live in there.

So the link to that will be below. So I can also share things that are going on, new things I'm doing, new

content that I've released, which I have lots of content in the lineup right now that is going to be so mind blowing. And I just had my last episode. If you listened to that last episode, the one about the LinkedIn post teardown, it got the most downloads in the first day ever. It had like over 200 downloads in the first 24 hours, which is insane. It's never, I haven't had one that's been that high before.

So yeah, the content is just getting better because I'm feeling I'm working through an uplevel right now and you get the benefit of that. And so let's get started with our topic today. So the topic is conquering fear. So I came up with these five steps and I was like, Oh, this is so perfect because it's everything I teach. And it's just simplified down to the most clearest, most essential five steps, five set of things that need to be present in order to land a six figure offer. And really I'm talking about the six figure offer, but this stuff can be applied to so many other things.

I had one client in my coaching the other day, she was like, can you help me to use the model in my life in other ways? She's like, because I love that tool so much and I want to use it, but can you help me? And I was like, yes. So we did an example of some models for her, the models, the tool I use inside my program relating to a different problem she had, but you know, it's all interconnected. I believe that your life and your career and your business and everything all is one, right? It's all one in the same.

I don't feel like we can really compartmentalize it. Like I have a kid and sometimes she gets sick and I have to stay home. And like, it's all just one big part of the game called life. And we can't just have it be so separate because it's not, right? We take our brains wherever we go. We take it into our personal life. We take it into our work setting.

So the tools that I teach you apply to all these different situations in all these different problems in the outside of your career, not just inside your career or your job or whatever your next career goal is. It just so happens that the lens I chose to talk about it within was career. And I'm very happy about that. I love talking about career. However, it's so applicable to everywhere else in your life as well. So, okay, let's get started.

So the first step is conquering fear, releasing fear. Now I have a lot to say on this because this is the biggest pervasive thing that stops people from getting what they want, stops people from taking action to get what they want, stops people from following their dreams, stops people from living their best life, their most extraordinary life. It literally stops people in their tracks.

So here's why because it's supposed to. So when we get scared, like say the other day, my husband or my partner, we're not officially married, but I'm just going to call him my husband because he might as well be. He was playing games downstairs with his friends. Right. And I came, and I came around the corner and one of his friends like jumped out at me, like to like scare me. Cause he was coming up the stairs and he heard me and he thought it would be funny to like jump out at me and like be like, boo. Right. And so of course I jumped 10 feet backwards and I'm like, my heart's like beating and I was like freaked out. Cause like, I wasn't expecting it. Right. However, my body thinks that something really scary just happened and that my life is in danger. Like my body believes that, but my brain knows that I'm not in physical harm and that this friend of my husband's is not going to physically harm me. Right. It's not like I'm being chased by a tiger and I'm a gazelle or something like that. Right.

It's not realistic, but my body doesn't know that. Right. So it's like our brain and bodies are designed to have the fear for good reason for survival. Right. And it's useful in a lot of situations. Like if I was in a

dark alley and some guy came after me with a knife, it would be very useful that I would have fear because I would have that adrenaline and my body would do what it's supposed to do. And I would have the adrenaline or what I needed to either run or fight. Right. I would have what I needed.

So it's useful for those things, but we don't normally have those situations coming up in our lives. Right. So we've evolved to the point where we have safety. We have safety most of the time. Right. And so the fear has evolved in a way where it actually creates fear from things that are not going to physically harm us.

So biggest one is like financial fear. People get afraid that they're going to lose their house or they're going to lose something like they might get a great job and then they'll be afraid they're going to lose it or afraid they're going to get laid off or afraid that something is going to happen. And really there isn't any physical fear to really needs to be there because if we walk out any of those situations, we are going to be fine.

Our human brain is resourceful enough to get us back to where we were, build ourselves back up, get another job, fix our financial situation. Like we have so many options and so many resources where we can actually fix. We can get ourselves back to where we want to be if something like that happens, but our brain doesn't understand it.

And it thinks it is the worst thing in the world and it can keep us in a perpetual state of fear. And so when this happens, when we stay in a state of fear and anxiety for a long time, our body starts to just memorize those emotions and it starts to just think, Oh, we have to be in this heightened guarded sense all the time because that's how we're going to stay safe. Right? But it's mistaken because it's still operating from the old paradigm of, you know, you could get eaten, you could be in physical danger even though we are not in physical danger.

Right? So we don't need all that adrenaline. We don't need all those body chemicals, but we're kind of tricking ourselves into thinking that we do. Right? So the problem with this and why it's such a huge thing is because when we get used to operating like that, when we get used to operating from fear and anxiety, then those body chemicals over time, like that create stress and create cortisol and create like produce hormones, like they will make us sick. Right? So we've all heard of, you know, stress related illnesses. And when we're feeling stress, that's not good for the body. It's putting a lot of pressure on the body. Right? And that stress is all created from the body chemicals that from our brain telling us, you know, you need to be scared. You need to do something. You're in trouble.

You're in danger. You got to run or you got to fight. You've got to do something. Right? And so the way that our brain responds to these things is one of two things. Normally it'll either be, and I'll use the example of the job search here because that's what I'm used to talking about, but it's, it'll show up differently in whatever situation. It could be a situation at work where your boss is mad at you, or you have a lot of pressure on you to complete a project, or it could be you're in the job search and you have a lot of pressure on you to find a job quickly because financially you are afraid of losing something. Right? So what happens here is, is if we're doing that, this is either going to show up in one of two ways. The first way is we're going to either take frantic, fast, unthoughtful action, basically. So unthoughtful action in the job search can look like just applying for everything, just submitting more applications, just trying to get as many applications through as possible.

Not really being discerning about what you're applying for, just messaging a hundred people to try to get conversations, but not really intentionally caring about any of the, any of the people, just being like, just got to do everything. It's a numbers game. Just go, go, go, go and do things unthoughtfully, frantically and in mass. Right? So thinking, Oh, this didn't work. I got to do it five times harder and I got to do more. And then pushing, pushing, pushing yourself to the eventual state of burnout.

That's one option. And this is extreme. Like obviously people are going to be in between the two, but the second one is you're just going to be paralyzed by the fear. You're not going to be able to do anything. So you're going to be overthinking everything. You're going to be super, super stressed out, but you're not going to know what to do. You're going to feel really overwhelmed. Like you have so many things you can't do any of them. When you do figure out something you want to do, you like tweak and perfect and it has to be absolutely perfect before you send it. And then you don't send it. You might have a bunch of tabs open on your screen that for jobs that you want to apply for, but you don't. And then the jobs like don't even, they're not even posted anymore when you go back and then your brain's like secretly relieved because then it didn't have to apply because you're afraid of what's going to happen next.

So you're like in that perfectionist mode. You're like, Oh my God, I can't do anything because I'm not sure if I'm going to do it right. And if I take a step, what if I make it worse? Or so basically like in paralyzed by fear, right? So either you're fueled in a way that's not helpful. And so taking frantic, unproductive, huge amounts of action, or in the other camp, which is you're paralyzed by perfectionism, not doing anything right. And these are two ways that fear shows up. These are both fearful responses. Okay. Because when you're scared, that's what your body thinks. It's either one or the other, right? And I'm not judging one or the other.

It doesn't matter. Neither of them are really that productive because I've seen it, right? We've seen hundreds of thousands of people submitting resumes and thousands of resumes and complaining about it and saying it doesn't work. And it's because they're taking action from fear and scarcity, right? They're taking action from that place. And that place doesn't work. You can't go through a process to get a result where you feel joyful and abundant and amazing. When the whole time you're going through the process, you're feeling scarce, anxious, and like terrified. And like you're taking action from a place of fear and scarcity. So it doesn't work, right? I did this for a long time, actually in my business, back in 2020, I was sending all these emails and I send a lot of emails now too, but it's from a different place. So yes, I do still do that, but I don't send them because I feel like I have to.

I send them because I have something that I really want to share, or I record a lot, do a lot of content. Cause I'm like, I have something inside of me that I need to share. It's not from a like, you have to buy from me place. And I know that I was in that place a few years ago because I got feedback on my emails and they were like, you know, your emails are really negative. They're like, and I got this feedback from like five or like more than five people, maybe 10. Like there was a lot of emails saying, you know, I have to unsubscribe to you because you're really negative.

They're like, I like your stuff and I like you, but your emails are really negative. And I look back at that time in my life now and I'm like, Oh, I can see what I was doing. Right. I was like frantically taking action from a frantic place being like, read as many emails as you possibly can. Right. But they were from the wrong place.

So of course people were unsubscribing. I was actually disconnecting people from me instead of bringing people to me, which was my ultimate goal. So it's the same, it works the same way in the job hunt, right? If you are just sending out stuff haphazardly, it's called taking action from low belief, going through the motions with low belief that what you're doing is going to work, but your brain says, Oh, I think I should do it because I can say that I did something.

At least I can say that I stayed busy. At least I can say I'm doing something towards my goal. Right. And I've interviewed so many people on this. I've talked to so many people and I've asked them, I'm like, so why did you keep doing that? Why did you keep sending in these resumes when none of that was working? And the response is usually, well, they questioned themselves and were like, Hmm, yeah, I guess I just kind of thought I needed to feel busy or I needed to be doing something and I just didn't know what else I should be doing. So like it just made sense to keep doing that.

And that's what everyone kept telling me. Like they kept saying, you know, you just got to submit more resumes or you just got to put more out there. It's a numbers game. Right. And it's like, so they kept listening to that and then doing that and they weren't getting the results. Not until, you know, they had some breakthroughs and they had some insights that actually helped them get on the path for them and create what they needed to create.

So that's an example. And it like, there's so many examples of how I've taken action from a frantic place that hasn't worked. And then, and obviously we can see that being paralyzed by the fear and not allowing yourself to take any action is not going to work either because that's pretty obvious. Like we just don't, we don't give ourselves the opportunity to succeed there. And that's called just failing ahead of time, deciding I'm going to shut myself down before anybody else does, because that way I'm protecting myself. But really you're not, you're actually denying yourself and distancing yourself from what you really want.

So those are the two ways that fear shows up and that is why it shows up. So what we need to do instead, well, first let's talk about what happens obviously. So what happens when we do either of those two things is we become in that, get into that perpetual identity of like a stressed out person.

Have you ever met somebody who's really stressed out all the time and whatever you do just stresses them out a little bit more or like just little things in life, just stress them out. And they're always seeing the problems with things and they're not seeing the solutions. Their mind first goes to the problem and something happens like even maybe a little thing and they're always like really thrown off and they're like, Oh, now what am I going to do? Now that's happened.

It's like just feels like everything's just piling on them. Like that is a state created by themselves, right? They have created that for themselves and they are living in that miserable state. And they're in the identity of somebody who's just struggling all the time and mad and how they're seeing the world as things like all these bad things keep happening to them. Right? Whereas we can look at someone else who has even worse circumstances and the way that they are looking at those circumstances is actually creating a pretty great life for them. The one example that always stands out and I actually visited this man in his home. I paid for high level mastermind with him.

His name is John Morrow. You can look him up online. He's a brilliant writer, quote unquote writer, because he can't even use his hands. He's literally a man who can only move his face. I don't remember

what exactly he has. Like he has some kind of condition. He's like a very tiny man and he writes with his face. He's hung up. He's got his computer, his computer set up so he can just write by speaking to it. And he writes articles and he writes things that, you know, get shared a bazillion times and people just connect with him because of what he's been through and because of who he is and because of what he's been able to do, despite the fact that he can only move his face. That's it. And so, yeah, I went to visit him and he lives in Texas.

I don't know if he still lives there. This was a few years ago, but he has a beautiful giant house in Texas, huge yard, river running through the backyard. He's like a millionaire. I think he owns smart blogger or something. And literally he can only move his face. I'm like, there's no excuse. Like when we look at it that way, right. When we put things into perspective and I'm going off on a little bit of a tangent here, but, but his thought process obviously had to be solution framed, right? It couldn't be, Oh, that's it. This is my life.

I am dependent on everyone else and this sucks and blah, blah, blah. His mindset was I got to find a way to get my message out into the world. I got to find a way to get people to hear what I have to say. Like I'm just guessing here, but he would have had to have had some thoughts that would have gotten him to, you know, even get that thing hooked up so he could write and he could run a whole business just from talking. Right. He didn't have, he doesn't have the ability to physically move. Right. So, and also it's just putting it into perspective. Like if you are listening to this podcast right now and you have the ability to physically move your arms and get up and walk and do everything you want to do, if you have that physical ability, then you are already so much more rich, so much wealthier than some people.

And if you don't, then know that there's also a way that you can freaking succeed and even more so, right? Like, cause your struggles are your strengths, like in John's case. So anyway, when we allow fear to shut us down, we don't give ourselves the chance to do what we, to get what we want. We don't even give ourselves the chance, right? So that's, if you're, you know, paralyzed by fear, you're not taking action.

That's the definition of not giving yourself the chance. Now it's nobody else's fault. You get to give yourself everything you want. You have everything you need to do that. And then the second, when you keep taking that frantic action, you could burn out from frantic action, burn out from action that's not reaping results. Action that isn't making progress makes you feel like you're just running in place.

And eventually if you are running in place and you're not getting anywhere, you're going to be like, this sucks. I'm not going to run anymore because it's pointless. I haven't moved like a foot in a month and I feel awful and this sucks and I don't want to do it. And I'm super, super tired and I've gotten nothing out of it. Right? So that sucks. And it feels awful.

So either way, you're probably going to give up, right? Those two, if you continue on those paths, your brain won't be able to sustain that action with no results for too long. And you'll give up and you'll burn out, you'll get sick, or you'll be like, okay, I give up. I'm going to do something easier.

Change my path, change my direction, settle for less, do something that I don't really want just for money or whatever. Right? And if you're in the paralyzed state, then you're not going to be able to do that for very long. You're going to have to do something and likely it'll be whatever falls in your lap, right? Whatever the easiest thing is that falls in your lap, you're probably going to be like, well, I might

as well take that because I don't know what else is going to come along because you're not creating anything else for yourself. And you don't know how, you don't have that skill built to create on purpose to cause things to happen. So that's what's going to happen. Okay.

So I hate to break it to you, but conquering fear, that's why it's the first step. It's the most important thing. When you learn to conquer fear, you change your life and conquering fear doesn't mean it completely disappears. It doesn't mean it's never there. It means you learn to manage it. You learn, it becomes kind of like your friend, you talk to it. So I talk to my fear. My fear says, Oh my God, what if you lose your house? What if this happens? What if you lose everything? And I say to my fear, yes. And you know what? I'll just get it back. I've already built it up once. I'll get it back. No big deal.

I'm like, I walk myself through worst case scenarios all the time. I'm like, okay, once this happens, I'm going to go live with my sister, my parents. Like I'll move my family and they have a huge, my parents have a huge house and they're wonderful people. They don't live too far away from here, but I wouldn't want to live with them. Not like I want to do that. But anyways, that's my worst case scenario. I don't know. It doesn't seem too bad. It's not like the worst.

I'm not like, Oh my God, I'm going to die. It's like that would suck. And I wouldn't want that to happen, but I'm not afraid like of dying. Right? So, and everybody I talk to, if I, everybody I've coached, if I were to walk them through their worst case scenario, they have solutions because immediately when we're, this is one thing I was sharing with my client. I was just like necessity breeds creativity. When you're in a situation where you have to figure something out, like your back is against the wall, you either, you have to figure it out or like the worst thing that's going to happen is going to happen.

You will figure it out. And if you don't, you'll figure it out later. Right. But you'll always figure it out. It'll always be a thing that you bounce back from. And the biggest setbacks can be the biggest opportunities for growth. Like the biggest pains are the biggest puzzles to solve, but they're also the best once you've done them, once you've gotten on the other side of them. Okay. So these are just a few examples, whatever you're afraid of. Okay. If you're afraid of something right now, I want you to think about it. Like, okay, say if I just sat here and just felt the fear, I just felt it. It's just a vibration in my body. It's just a feeling.

Maybe like my stomach tenses up or maybe something happens. Like what happens in my body? Like, is it that big of a deal? Not really. It's just a sensation. It's a feeling. You're not physically in danger. You are not physically in danger of being harmed. And if you are, I don't know that you're relaxing, listening to this podcast, but you're not in physical danger. And that's the most important thing. So that's why I created a whole system for conquering fear. And it's full of kind of the step-by-step that your body needs to know. I'm safe. I'm safe.

I'm safe. I'm safe. Right. And we kind of repeatedly need to tell ourselves that we're safe so that we can operate from a place of safety. So then when we do take action, our action is good. Right. It's creative. It's powerful. It commands energy. It makes things come towards us that we want. Right. We're feeling safe means we're feeling better. We're feeling good. We're feeling powerful. We're feeling like we can cause things to happen.

Otherwise we're just feeling the opposite, which is curled up in a ball or like taking frantic action, like a chicken with their head cut off or, and like that doesn't bring the things you want towards you. Right. So

you have to feel safe, which means you have to learn to conquer that fear.

So what's the other alternative to all of this? It is to make the conscious choice to choose faith. So faith is believing in something that you haven't seen yet, but fear is also believing in something that you haven't seen yet. So this was a light bulb moment for me when I worked with a coach years ago.

And I said, she's like, well, why wouldn't you hit your goal this month? And I said, well, I just feel irresponsible believing that I'm going to hit it when I don't know if I am, and I don't have control over whether I do or not. That was my honest answer at the time. And she said, okay, but wouldn't it, isn't it also irresponsible to believe that or like, isn't it equal to believe that you would, like, wouldn't it also, like if you believe that you won't, you don't know that's going to happen and you don't feel like you have control.

But if you believe that you, you would, and you do, you will hit your goal. Isn't that equally irresponsible? Like, aren't they both? Like if you're believing you're not going to succeed and you're believing you are going to succeed, but you haven't, like the future isn't done yet. Like the end of the month isn't here yet. You actually don't know what the result is so you can actually choose belief or not to believe. So I was like, okay. I said that kind of weird, but let me see if I can explain it again.

I was like, I thought it was irresponsible to believe in something that I hadn't seen yet. And she basically said, yes, but you're doing that anyway, but you're just doing it in a way that makes you feel bad and doesn't have you taking the action to cause it to happen. Right. And I had a light bulb moment. I was like, okay, okay, okay. I get it. I was like, doubting and fearing has never helped me before. Doubting and fearing has never gotten me where I wanted to go. I never looked back and said, oh, I wish I doubted myself more.

I wish I feared more. I wish I stressed out more. Nobody ever said that. Right. They always say, oh, I wish I had just believed that it was going to be okay. I wish I had just trusted that it was going to work out. I wish that I hadn't gone put myself through that because it was all going to be fine. Right. That's what people will say when they look back because I often like to ask the question, what would you go back and tell yourself, tell your past self about this if you knew where you're going to be today? Right. And they always say, oh yeah, I would have told them. Well, first they say, I would go back and find Natalie and hire her. And then I would believe that it was going to be okay. And so those are the things that people would say when, when they're on the other side of the fear. Right. And this is the thing.

Fear will continue to show itself. So even after you land the job, even after business is successful, several years running, even after you've created a foundation of success, fear will show up in other ways. Then it will start saying, oh, but what if you lose it all? Like, okay, first of all, it's fear of not getting it ever. Then it's fear of, oh, what if you lose it? Then it's going to like, it's going to be fear of something else. Right. The fear will always find a creative way to show up. So that's why it's so important that we learn to conquer it. Okay. So the alternative is choosing faith over fear on purpose over and over again.

It's choosing to strengthen your relationship with yourself and your ability to cause things to happen. It's the choice to strengthen your relationship with the universe and its ability to help you command energy and bring the things you want forth. It's a co-creation you with the universe, with your past knowledge and everything that you have that will help you, bringing that to serve you.

Cause I always say, use the past to serve you, frame it in a way that will serve you. And if you're not, then you need to do that. You need to tell this past stories in a way that make you feel that prop you up, not feel like you're buried under them. And you will continue to create that as true. So if you continue to have faith over and over and over again, the stuff you want will start showing up over and over and over again. Right. And it's like that relentless faith that you need to have. It's like, I don't even consider it faith until it looks like it's not going to happen. And then that's the moment when you have to start having that faith.

That's the moment you have to start having that faith. Because if you don't, then you will not do the things required to create the result. So there's a YouTube video that I've created and it is called, oh, I don't have the name of it right now, but it's where I break down the model basically. And I break down some examples of how somebody is thinking when they're not landing the job quickly and how someone is thinking when they are. Right. And I have three models and it's like the beginner, intermediate, and advanced models of how you create something. And what the advanced person is the person who's been used to creating over and over again, the intermediate person is learning how to create. And the beginner is just in that mode of like, I might not create and I don't know what to do about it. So it's very well laid out.

So I'd encourage you to check out my YouTube channel. Just go over there and check out some other videos and see what sparks your attention. Because it's been a really fun way for me to get more content out a little bit more visually.

So it's just, the model actually shows you where your fear is, right? Because your fear is in your thought line, right? So somebody could get laid off and continue to believe that they're going to get their job. This is part of the example in the video, actually. But they could say, they could get like 10 rejections and then their thought could just be like this or something better, this or something better. Or their thought could be, it's still inevitable. Like I'm still doing this. And someone else could think, oh, that's just, it's never going to happen.

I guess I'm not cut out for it. I guess it wasn't meant to be. I guess the universe is telling me it's not meant to be. So then feeling is disappointed. Action is give up. Result is don't do it. Don't get it. Don't do what's required to make it inevitable. Whereas if you just decided and chose to choose a new model, you would have a different result, right? So it's like people think we're just being pulled in the direction of whatever, but it's like, no, you are actively creating, you are actively choosing. And we just don't know that. So that's why I work so hard to get these tools out into the world, because it's so important that you know you have a choice. It's so important that you know that you can always create. And I've decided, I'm going to stop. I think I sometimes I'm very careful with what I say on the podcast because I don't want to be too harsh or too tough or whatever. And I'm like, you know what? I'm done with that.

I'm just like, if you don't like it, then it's probably not the podcast for you. Because sometimes those are the things that you need to hear the most. I know that I did, right? So sometimes one of my coaches said, sometimes you just got to drop a little bomb because being nice isn't working, right? Sometimes someone doesn't hear you when you're being nice.

So sometimes you have to kind of drop something a little bit heavier there so that they can actually get the message, right? It might not always feel good in the beginning, but it's what will have them coming back to thank you or what will have them remembering, okay, I do need to make a shift. And the best mentors and coaches, they don't care if people like them, they just want to help people at whatever

cost, right? They're like, you know what? You don't have to like me for me to help you. I kind of think that you do a little bit because otherwise you wouldn't listen to me if you didn't like me.

So I kind of think you have to like me a bit, but you might agree with me and not want to. You might be like, yeah, she's right about that, but I really don't want to admit it. Right. So you might have some conflicted feelings and that's okay. I have definitely had conflicted feelings for my coaches over the years. I've been mad at them.

I've had it's been hard to hear some of the things that they've had to say to me, but you know what, in the end, I'm grateful. And in the end, it's my responsibility how I take those comments, right? Like they're not here to babysit my feelings and I wouldn't want them to be. When you pay a coach, you pay them to be direct and you pay them to be tough with you and you pay them to tell you the truth because your friends won't do that.

Your family won't do that. Sometimes they don't know how to do that or they just, they haven't been through it. Right. And oftentimes our families are just the ones encouraging the fear, right? Our families are our friends. They mean well, but they'll be the ones saying, Oh, no, no, don't go for that. That's a little bit too hard. Oh, the market. Oh, this, oh that. Oh, you know that lots of businesses fail.

Oh, you know that lots of people are really trying for that right now. And it's really competitive. And you know, maybe you should just try to stick with something easier like this, right? Like families and friends and people in your life will do that. And they mean well, but that's not what the world is built on. It's not built on safe people just doing the easiest thing and taking the path of least resistance all the time because it's easier and safer. It's built on the people that are conquering the fear.

It's built on the people who are saying, you know what, thank you, but I'm going to do this anyway. I'm going to follow this anyway because there's a reason I want to do it. So I'm going to do it right. So the alternative is to actively choose faith over fear over and over again, and get into the habit of doing that so that you are not afraid anymore. And if fear shows up, know how to talk to it back. What does this create? Well, let me tell you, it creates a six figure business year after year after year. This is for me. It creates leaving a 10 year narcissistic relationship and within a year, finding a new one. That's amazing.

It creates having a baby. It creates an amazing house and an amazing neighborhood. It creates what I wanted and it will create what you want, right? But you first, you need to know what you want and it'll be different than what I want, right? And you will need to conquer fear to get it. So you want a six figure job. You want to start a business. You want to meet someone amazing. You can do all that stuff, but this is the very first step. You will need to conquer the fear and it's, it's a practice, right? Because like I said, it is so hardwired into our brain. Our brain wants to hang onto this fear so much.

It thinks it's so much safer to stay in the problem frame, like the problem, like, Oh, but the market, Oh, but this person, Oh, but the applications, they're not going through. Oh, but this, Oh, but that. It's so much easier to stay in the fear and the blame of everything around you. Right. It's harder. It requires more of you to take responsibility for your results.

It takes more of you to take responsibility for everything that you have in your life, right? And some of that's going to be good. And some of it's going to be stuff you don't want anymore, right? It's going to require more of you. And most people are not willing to do that. So what happens when you do it

repeatedly though, you start to trust more. You trust yourself more. You trust your results more.

You trust that things are going to come through for you more. You become the person who creates congruently the life that they want, right? You don't stay stuck. You don't stay capped and you don't stay disconnected because those are all the, the categories of my free training.

I talk about people are usually in one of those areas. They're stuck, capped or disconnected. But the congruent creator is the person that you want to be, right? Somebody who is creating their life they want on their terms and they're creating it in line with their values and their desires. And it can feel good. So they don't have to feel guilty about creating it. They're creating it congruently because they're setting an example for everyone else who wants to create the life that they want congruently to.

So that is the episode for today. And for the next one, I will be talking about congruence and we'll be talking about checking congruence within yourself, because that is a huge topic. And congruence is like, lack of it is the main reason why people's hard work is canceled out. It's because when I talked about that frantic action, when you're taking action from that frantic, frantic place, and you're just doing, doing, doing, doing, and you're not, that is incongruent action. Frantic panic action is incongruent because it comes from fear and scarcity. So we'll talk about that next time.

Thank you so much for listening. Check out my YouTube channel. I've started posting videos again. There lots of really good stuff, really good feedback. So if you like watching YouTube, check that out there. Sign up for the next free training. I'll be doing that one next month, I believe. Sign up for it and you'll get the dates as soon as you get, as soon as you sign up for it and share this podcast, share, review, help me get this out to other people. They need to hear it. We need a world where we can all think freely for ourselves and create what we want for our lives. We're here for a reason. Let's not let that be blocked out or canceled out by fear. It's really just not fair. So I will talk to you next week. Thank you so much.

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. 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.