Ep #241: Being Ahead vs. Behind

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 Drive-Be-Love podcast. This is Natalie Fisher. This is episode 241, Ahead vs. Behind. So stay tuned.

Hey there, I'm Natalie Fisher. I'm a six-figure business builder, a mom of a two-year-old, the recoverer 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, 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, hello. So I'm just so excited. I'm like, this is one of my, I'm just jumping on because I'm inspired podcasts. Most of them are, I think like that, but the series I had planned out will continue next week because this one was just too good to wait. I had to talk about it today. So a lot, a big sentiment in my group program and just in general is the thought people thinking they're behind. So if you are familiar with the model, and I did an episode, I think it was the week before last on, it was called what to do when you can't win the LinkedIn post teardown. I went through a detailed explanation of the model in that episode.

I'll recap it here today. But the model that you get basically is whatever you think you get in your result line in some way, shape or form, right? That's the premise of the model, essentially. So whatever your thought is, you get it in your result line. And the model has five categories. So the first one is circumstance. That's things that we can't change, like the past or things that are factual, things that can be proven in a court of law, like a medical diagnosis or some contractual agreement or something that's signed, or just, you know, a name on a birth certificate.

That's just stuff that we can't, something that happened in the past, something somebody said, all those things are circumstances. And then there's the thoughts that are basically our opinions about the circumstances, right? So when someone has an opinion about a timeline, for example, that's a thought. So people often say, it's taking me so long. It's so slow. I'm so behind. Like, these are very common thoughts, right? And I haven't had this thought in a long time. I think it's maybe, I don't even remember if I've ever had this thought, but it's, I want to talk to you about my mindset as to how I kind of think differently. That's the title of this episode, ahead versus behind. So here's an example.

So circumstance, I'll just use the job search because it's a job search podcast, but it doesn't have to be. It could be, you know, you trying to find a relationship or, you know, trying to find a job or whatever you could think, you could say, okay, I've been actively searching for six months. And then that could be

your circumstance.

So the, or from the time you were laid off until now, you've been without a job for six months. And then your thought could be, this is going so slow, right? That could be your thought, right? Or it could be, I am so behind, right? That's a thought. And so it's super important that we differentiate between the difference between circumstances and thoughts, because a lot of the time people just think thoughts are circumstances, right? So the sun came up this morning. That's a circumstance. It's not a thought, right? But people say thoughts as if they were circumstances. So somebody might say, oh, I'm so behind as if they believed that was an actual circumstance, like a fact.

But the reason we know it's not is because there's a lot of disagreement with that, right? So what one person thinks is behind and another person totally disagrees and thinks that they're actually ahead because we're like, what are we comparing it to, right? So if one person is behind, they're behind compared to what, right? So they have to be comparing themselves to something in order to be behind, right? So if you're just running your own race and you're like, there's nobody racing with me and I'm just running on my own and I'll get there when I get there, there's no such thing as being behind because you're not behind anybody because you're just racing your own race, right? So that's just not a thing. Being behind is not a real thing, right? So I would often say to my clients, there's no such thing as behind. What if there's no such thing as behind? What if you just made that up? Like, what do you mean by it? Like, we rip it apart.

It's like, it doesn't make any sense, but like, oh, actually compared to these people or this person, you're actually way farther ahead, right? Or in this area of your life, you're much farther ahead, right? So it's very different depending on who we ask. So I've been using this idea of I'm ahead because I haven't had the actual thought that I'm behind, but I often feel like I do procrastinate on things too because I'm also human and I just don't get to things. Like I have the thought, I'll do it later, right? That's a big like, oh, it's not a priority right now. I'll do it later. I'll do it later. Or just, you know, and those thoughts can lead me to not create so quickly the things that I want.

So I have been leaning into this thought of I am ahead. I am ahead, right? I'm ahead on everything. So, and then I start to see the evidence of that happening. And then I start to see things moving faster so that I'm ahead thought actually spurred the thought things are happening quickly, progress is happening quickly. Oh, this is so fun. Things are happening fast. And then I start to see the results of that stuff happening fast as well, right? Versus if I was thinking, oh, this is so slow, the model would play out very differently. So let me just show you how that model would play out. So if, for example, you're in the job hunt, let's say unemployed for six months or without a contractual employment agreement for six months, make it neutral. And that's a fact that can be proven in a court of law. That's a circumstance. And one person thinks that I'm so slow, I'm so behind, they're going to feel something. And that feeling is probably going to be like sluggish, like, oh, this is moving so slowly. Like, what am I supposed to do? Like, just demotivating, like when things are moving slowly that we want to happen. That's not a very motivating feeling, right? So I would say it's probably going to be either demotivated, maybe impatient.

Either way, the feeling isn't going to be very good. It's not going to be a positive feeling. It's going to be more of a negative feeling, right? This is related to something you want to happen fast, right? Because sometimes we want something to take a long time because it's going great. Like, if you're in a massage for 90 minutes, you're like, oh, I don't want this to end, right? And that time could go fast. And you're like, no, I want it to be longer, right? Depending on if you love massages. But when we want something

to happen fast, and we feel like it's not happening fast enough, we tell ourselves, oh, I'm behind, I'm, this is so slow.

What we do is we create a feeling that follows that, right? So we create like the feeling of like the snail, like slowly moving, right? Or the slug slowly moving or the turtle slowly moving. And I had a joke with one of my clients about this, because I was just like, snails actually don't move as slow as you think. Like if you ever watched, looked at one and then seen how quickly it actually moves, like it actually moves very steadily and it gets where it's going, right? So the point is, if you're feeling like you're just like dragging your feet and you're like, this is moving slowly, slow is like a feeling, right? And so when you're in that feeling, your actions are not going to be, they're not going to prove anything different.

They're just going to prove, okay, yes, this is moving slow, right? Because as I mentioned, your thought always ends up in your result line in some way, shape, or form. So if you're thinking, oh, this is so slow, like you're going to see everything very, very slow, right? So for example, we were in a checkout line at Costco with my dad a while ago, and he was standing there and he said to me, he's like, oh, this cashier, this line is moving so slowly, right? And I was like, oh, that's interesting. I didn't really think it was moving any slower than the other ones. And I just started observing based on what he said. And I was like, the cashier is actually pretty quick. It's actually the people loading stuff onto their carts that are slow. Like the woman loading stuff on, she would leave it for a while until she got the other thing on, and then she would get the other thing on. And she was actually doing the slow part. The cashier was actually pretty fast.

But the only thing my dad could see was the woman who was moving the stuff on really slowly. And he just chose to pick up that vibe, right? It was like, oh, this is so slow, right? Slow is a feeling, and it creates either more slowness, or it creates impatience, so like urgency rushness, or it creates a feeling that is not conducive to the result that you want, because obviously, you don't want it to move slower, right? So then the action that you would take from that slow feeling is going to be less like, you're not going to see fast opportunities, you're not going to see the way that it's been going fast for you so far, you're not going to see any evidence of how the process has unfolded for you in a faster way than you knew. And you're not going to be, you know, in that energy of expectancy of things can happen at any time.

Things can happen at any moment, I could be accepting something, I could be setting up a meeting, like things are happening that I don't know, and I don't know how fast they're happening, right? I have no idea, right? So you're in a space where you're really, you're actually making yourself slow down, because you're not going to be taking as much action from a place because if you believed it was happening fast, you would be doing more things to create it faster. And I'm evidence of that too, because I've seen myself in my life, thinking something's very slow. I've received on that from one of my coaches.

And she was like, yeah, but it's actually not slow at all. If we look at the evidence, like, let's look at the facts. And I'm like, oh, actually, you're right. Like, and I totally could change my frame of mind and be like, oh, I'm actually excited. That's not slow. But my mind is so quick at telling me, oh, but this is so slow, you're so behind, right? So we have to watch our thoughts.

So the result is from the model of this is so slow, I'm behind, the result is going to be, you slow it down, you don't see anything moving fast, even if it is. So that's not what we want. So in order to move into a

different model, we just need to realize that it's not actually slow.

It's just how we're perceiving it, right? So, and also like six months in the job hunt, somebody might say, oh, that's a long time. Somebody else might say, oh, that's such a short amount of time. I've been in it for two years. Like, it's really, it's not a fact, right? So somebody might say that that's really fast. If you land a job in six months, some people might say that two weeks is slow because they like, they might, it's just an opinion thing, right? It's not a fact, right? There's no chalkboard in the sky that says you are behind, you are slow. That is something that you made up.

So in order to move into a different model, well, you have to decide to believe that things can move fast for you, that you move things fast, that you cause things to happen, that you move things forward fast, right? So the, the circumstance would, might be the same for the sake of this example, job search six months. And then if you want to speed it up, you would be able to, you could choose to think something different. Like, oh, things can happen at any time.

I'm creating all the time. Like I'm moving forward fast, like, and your action will then pull you forward to move forward fast, right? So with this idea that I've been doing, I'm telling, like, I'm choosing the thought, I'm ahead, I'm ahead. And when I start thinking that, I start seeing all the evidence of the places in my life where I am actually ahead. And then I start to want, like, I'm pulled into action of more aheadness, right? So I've like, already got my taxes submitted for this year and it's not even end of February yet. I'm like, oh, I'm so ahead. And like, I've got like podcast episodes lined up for like a month.

I'm so ahead. I've got YouTube videos already scheduled. I've got my trainings already planned. Like I am so ahead, right? And so these things, I start to become this person who believes this and I start to create this reality of I am ahead, right? And if I drop the ball on something, or I don't see, or I like didn't know that I was supposed to do something and then I end up not being ahead, like maybe I get a bill in the mail and it's like a bill that I haven't paid for three months and I haven't seen it or something. When I see that, for example, I'm not going to say, oh, I'm so behind. I'm such a slow person.

I'm going to think, oh, I'll pay that right away because I'm ahead, right? So that doesn't compute with my being, right? I'm like, no, I'm ahead, right? So when you see evidence of the opposite, you just don't make it mean anything. You rise to meet yourself at the place where you are, like who you are, right? So this is like a being thing. So when we say who you're being, it means what model are you in? Are you in the, oh, this is so slow.

I'm so behind. Or are you in the, I'm ahead and things move fast for me, right? What model are you in is who you're being in the moment, right? So, and then if we want to be that person more often, we need to practice it a lot. So a belief is a thought that you think over and over and over to the point where you don't even think it anymore because it's already just part of who you are, right? So like, I'll just use weight loss, for example, somebody who is naturally at the weight they want to be, and they don't overeat, they're not thinking about, oh, should I eat that? Or should I not eat that? Or should I, or, oh, I ate too much.

They're not thinking about food so much. They're just subconsciously eating enough for themselves and then stopping. And like, yes, they might have, they'll have thoughts about it, but their thoughts will be very automatic and unconscious, right? So, and then, and that happens from practicing being that person over and over.

Potentially getting coaching, definitely getting coaching on any of this helps because if you want to become that person, we know you're going to get pulled back into the old thoughts. You're going to get pulled back into the old identity because that's what our brain does. It's comfortable there.

It thinks it's safer there. Even if you want to be the person that moves fast, believes things happen fast for you, and believes that you are somebody who is ahead, your brain will not think that is safe at first, and it will probably reject it and not believe it because it'll be looking at the past and saying, yeah, but that's not what's been happening for you. Even though there is evidence that you're totally missing where things have happened fast for you, right? And if you go back and look, you're like, oh yeah, that did happen fast for me.

Oh yeah, that did happen pretty quick. Oh, I could choose to believe that I'm someone who creates things fast, right? You can choose that belief system, but then you need to work on it and become it and rise to it until it's something unconscious that you don't even have to think about anymore, right? So it takes practice. It takes reps. It's like when we go to the gym, I use that example all the time. It's like, you can't just go to the gym one time and then be like, okay, I'm ready. I'm strong now and I'm fit.

It's like, no, you have to put in your reps with your thinking as well to make them become unconscious. So it's called unconscious competence, right? So you start with unconscious incompetence. So you're like, you're not good at something and you don't even know you are not good at it. And then you move into conscious incompetence. So you're like, okay, I understand I'm not good at this yet, but I can see that I'm not, and I'm in this stage and I'm going to improve. Then you work on it intentionally and you become consciously competent.

So that means you've got to put thought into something, you've got to really focus on it, and then you start creating it the way that you want it. It takes calories and it takes effort, but you're doing it. And then comes unconscious competence, where you're just consciously competent and you're just doing it, right? So that applies with the models, right? So if you don't even know what the model is and you're getting a bunch of varied results and you don't know why and you're frustrated, that's called unconscious incompetence because you don't have an awareness.

You don't have an awareness of circumstances versus thoughts. You don't know you can choose thoughts to help you create a better result. You just have no idea about that. That's called unconscious incompetence. You don't know what you don't know. You're ignorant. And I don't mean ignorant in a bad way. Ignorant actually just means you don't know something. So it's actually ignorant is a word that's incorrectly used, I believe, because it's used as like an insult, but it's not.

It's just simply stating if you're ignorant to something you just don't know, right? And that's through no fault of your own. Like if you don't know, you don't know. Nobody taught you, right? There was no way that you could have known something, right? Some things.

So then you move through the stages to the point where you get unconsciously competent and then that's just who you're being. That's just who you are. That's just who you become, right? And so that's my goal for my clients is for them to become unconsciously competent at running models, using their models, communicating their value and being able to move things fast that they want. And they learn the process to do that, but they become unconsciously competent through the process. It's not just

something that happens overnight. It's not just something that happens in a day, but you can make a lot of progress, especially when you first discover the tools and you put them into practice.

It's like you can start going to the gym and you make some progress really, really fast, right? Like you can start to see progress in the first three weeks of going to the gym. You can definitely start feeling better in the first week, right? You can make progress really, really fast, right? It's really the compound effect that actually creates the big exponential results in your life. And that you will see after a few years of doing this work and a few years after using the model and running your models. However, you can start out and you can have incredible breakthroughs right away. So as I hope this podcast was for you. So those are my thoughts on that.

If you are somebody who is telling yourself you're behind or telling yourself that you are moving too slowly or that you're giving yourself, you're telling yourself stories like that, and those stories are creating more slowness in your life. They're creating you to see all the ways that you are behind, not the ways in which you are not behind and not the ways in which you might be ahead. Then I encourage you to take on, challenge yourself to a new line of thinking. And if it's very difficult for you to get to that point where you're like, I'm ahead, I'm doing everything I can and it's moving fast, then try something like, it's possible I'm right where I need to be, right? So try on some new thoughts, like thoughts are like clothes. We try them on and if we don't like them, we can change them out and there's infinite different ways to change them out, right? So you can try what I call a bridge thought, which is it's possible I'm right where I need to be. It's possible that I'm this close to gold.

It's possible that it's right around the corner. It's possible that things are happening I can't see. It's possible I'm moving faster than I think. It's possible that I'm actually ahead of a lot of people. It's possible that I actually have everything I need to succeed and it's coming in the time it's supposed to come. And if you can get on board with believing any of these things, saying any of these things, thinking any of these things, take one that really resonates with you and feel it in your body, okay? Feel it.

And when you work from a different space, you're going to create a different result, okay? Because results are created from thoughts and thoughts can be intentionally chosen, but only when we are aware of what aware that we can do that and aware of which ones are available to us, right? Because we just grow up with the thoughts we got from our parents or from our teachers or from the people who influenced us growing up. That's where we got most of our thoughts from, right? Or if we didn't have any coaching or any therapy or any like intentional work done on our minds, then it's just from the news or from people we hang out with or from, you know, the five people you hang out with. As people say, you are the five, you are the average of the five people you hang out with.

And they say that you will make as much, like you'll make the average of the same amount of money as the five people you hang out with, right? So there's a reason for that is because their thoughts are what they speak to you, what they say to you, then permeates your brain. And if you are not aware that you can either accept or reject what they say, then you'll just kind of take it on, right? As yeah, okay, that must be true because they're living that, that must be true, right? So you see if you're, say, if you're friends with a wealthy person or if you surround yourself in a wealthy group of people, they're going to have different thoughts about money. They're going to have different thoughts about how the world is, about how easy it is to get money or what you need to do for it. Or they're going to have different thoughts and opinions about that and they're going to live a different way. They're going to have different results, right? And so if you put yourself in that group and you're surrounded by their

thoughts, you're going to start to pick them up and you're going to start to say, oh, okay, this is how it is, right? Interesting. Okay. I guess. Yeah. Then it starts to become automatically possible for you.

It starts to become automatically a part of what you're seeing every day in your life. So that's why they say, if you want to get better at tennis, you better play with someone who's better at tennis than you. Right? So that's why I love that you're listening to this podcast because I aim to give you every single breakthrough that I have, even if it means jumping on at the last minute and just being like, I'm recording this podcast now because I have to, but it also supports my theory of I'm ahead, right? Because I didn't have to record this podcast, which means that I am now ahead another week of podcasts because I decided to jump on out of inspiration and take action. And that just confirms my theory that I, confirms my thought line that I am ahead, right? And so I can look at myself and be like, you know what? I am ahead in my savings. I am ahead in my business. I am ahead in my content.

I am ahead in my house, like house duties that I have to do. I'm ahead with the laundry or like, I'm not saying I'm ahead at all these things all the time, and I do get help with it and stuff, but I'm just saying my brain is just working in a way that I am planning for it, for myself to be ahead. Right? So my brain just believes, okay, you're someone who's ahead. And then it's like a domino, right? It's just all the other dominoes fall into place. It's like, okay, yeah, you're ahead, you're ahead on this and this and this. And it doesn't mean I do everything.

So don't get that wrong. I'm not like this super person who's going around doing all this stuff and has all this energy all the time. I definitely take my rest. I definitely stay in bed. I sleep in. I like decide I'm not going to work out one day. Like I do all of that stuff. I just don't shame myself for it because I know that I'm always ahead. The majority of the time is the way that I'm thinking. That is what is so, that is what I create. That is what comes true. Again, your thought ends up in your result line.

So I hope you enjoyed that. I hope you took away something really helpful from it. If you want to join me, sign up for the next three-day training coming up. I'm constantly changing that training into the most valuable thing for anybody who is looking for a six-figure job. You want to grab a six-figure job this year, sign up for that training. The breakthroughs are unbelievable. If you enjoyed this podcast, if you enjoy listening to me, you will enjoy that training. And check me out on YouTube, subscribe, like, comment. Any support over there is great. As well as share this episode. If you know somebody who keeps saying that they're behind, tell them to get ahead instead. So I will talk to you next week. Thanks so much for listening and have a great rest of your day.

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