Client Success Story Interview - Patrick

Participants:

- **Coach (Natalie)** - Facilitator
- **Patrick** - Client

Transcript

[00:00:00] Coach: Welcome today. Welcome we're here with my client, Patrick, excited to unpack his journey his his experience. And he's come a long way since I've known him go ahead. Introduce yourself.

[00:00:16] Patrick: I was thinking about it the other day. I signed up for the program in, I think like late January, I was lost in terms of a job search and been wanting to pivot careers for a long time. Not just find a new job, but actually pivot to a role that I felt like was more aligned with who I am and meaningful to me. And more money as well, of course. So I saw your program, I was following you a little bit on LinkedIn and such. And this past October, I was able to get a new role in a pretty much completely different field. There is some overlap with what I was doing before I was in sales, previously advertising sales. And now I work in revenue operations.

[00:01:06] Coach: Yeah. So let's unpack it a little bit. Let's go back to the beginning. So you said you wanted to pivot roles, you knew that you wanted to do that. What kind of made you, led you to thinking, okay, I'm serious about that? 'cause you've been in a role for a long time, right?

[00:01:24] Patrick: Yeah. I think it was the fact that I was in the role for so long and I didn't, I. I I had just fallen into that role previously. It wasn't something I really chose all along. It was just like how my career trajectory ended up going. And, it was paying the bills and all but it wasn't something that I was really passionate about or felt really aligned with. So I, that frustration had always. Been there for a while, I was feeling that underlying frustration and tension and I just got tired of doing the same thing, like I just keep grinding it out and such, and, yeah.

[00:02:12] Coach: How would you describe your day-to-day feelings in your old role? Was it like boredom or?

[00:02:20] Patrick: Yeah. To a certain extent. Boredom and. Just wasting my time in a sense. Even if I wasn't like bored in terms of having things to do, I just felt like wasting my potential, wasting my time sort of a thing. Yeah. And frustrated. Just frustrating. Yeah.

[00:02:42] Coach: Yeah. And then every day having to go into that knowing that you were gonna just be doing the same thing again, that kind of added up and built up.

[00:02:52] Patrick: Yeah I guess to answer part of the question too, I think the biggest thing for me in terms of. I, I believe you asked like, why did I ultimately take action? Yeah. It was I really didn't know what to do. Like I, I really felt stuck, honestly, and I was like I did all the stuff that you talk about where it's the things people do where they spam the job boards or they, that they go on LinkedIn or and I got some interviews from time to time, but it wasn't. In any meaningful way. Yeah. And I just I was just like here's someone who says they can help me figure this out. And I thought I'd give it a shot, honestly, because I was tired of, I. Just feeling stuck. I felt so stuck.

[00:03:48] Coach: Yeah. Yeah. And so you describe that as just like on not being able to decide or not knowing what steps to take or just not knowing what to do next?

[00:03:58] Patrick: Yeah.

[00:04:00] Coach: And that just kept you stuck for longer, yes.

[00:04:04] Patrick: I think it was not knowing what to do, but even more deeply before even what to do. I think it was a lot of the belief side of things that you've talked about where. It's is this even possible? Yeah. Is this even possible? Am I gonna be stuck in just accepting this situation forever and just grinding it out, yeah. And I really didn't believe it was possible.

[00:04:32] Coach: Yeah. And that's the thing. And that's the key. I think that's what keep, that's the ultimate root cause of what keeps most people stuck in jobs that they don't really love anymore, or don't see a future in . What was it that ultimately shifted that belief for you or started to chip away at shifting that belief for you? 'cause obviously now you believe it, 'cause you've done it, which we'll unpack more details about, but what, where did that kind of start to shift for you?

[00:05:06] Patrick: Yeah. I honestly, I think part of it was. Just hearing over and over again that it is possible. Yeah. Like from you and from other people you've worked with. It's no repetition, different testimonials. It's okay, people have done this. Like they have it's evident, and so there was, that kind of worked on me for a while and then, but I still needed to overcome, but can I do it? It's one thing to see everybody else happy and succeeding, and it's another thing to feel like you're out of the loop on that, yeah. So I think I, I think for me personally, outside of seeing other people, I think was the realization that. That's where a lot of the hangup was in the belief. It wasn't like doing other, doing all this stuff outside of me. It was, oh, wait a second. I really don't believe this is possible. And like I finally realized that that's a problem.

[00:06:06] Coach: You can't go into a job interview. Giving off that vibe, right? If you will. Or energy, and I guess you can, and it could work out theoretically, but chances are it's not gonna work out right?

[00:06:18] Patrick: No. So I think when I finally just started to believe it, genuinely, it was like, okay. Now I need to live with that. Like live that out.

[00:06:28] Coach: Yes. Start living, behaving with that belief, yeah.

[00:06:32] Patrick: Exactly.

[00:06:34] Coach: So how do you look at those challenges now? As far as, and then how you looked at them in the past, coming through the program and getting to the success, would you say to someone like, okay, this is the past me version and this is now me version.

[00:06:52] Patrick: Yeah. I would say that It's really hard to believe that I am sitting here where I am and this has happened. Not to make it too dramatic, but it was a, it was a long time coming, for me. And I feel like, yeah, if he would've told me two years ago, I probably wouldn't have believed it, honestly. So I, again just feeling stuck in the, in, in that mode for the longest time. And now it's I think now it's it's stuck with me in the sense of. That whole belief element I think has been important even to carry into the job, it's like the new role itself. Because one of the first things I started, not immediately, but eventually I started feeling the imposter syndrome a little bit. Stuff where it's okay, now I'm in this and it's can I, 'cause this is new to me and there's a lot of stuff we need to figure out, but I fall back on. What got me there in the first place, which is that confidence and just that I'll figure this out. Yeah. Yeah. And I also think a huge thing was, I really felt like when I was interviewing with the person who eventually hired me, who would be my, who is my manager now, even when I had doubts, like they were, we were really like connecting and I felt so I felt good about it, but I still felt. Some lack of self-confidence internally, even though I felt good about how the interviews went and but he was so like, positive about me in this role and thinking like, this is a great fit for you. So that was like another piece of data. Now, obviously not the only piece, but that was another just boost of confidence that like, okay, if I have these somewhat, still have these doubts, but this person. Is telling me like, you can do this, basically. That was huge. That was a huge thing, 'cause I had always felt on the other side of a lot of interviews I'm like inferior.

[00:08:48] Coach: Yeah. And I think that it's worth mentioning that this I see this pattern happen across my clients where they'll see they'll have someone to see in them what they didn't see, but they have been underneath, they've been doing the belief work. They've understood that, there's no reason why you couldn't there's no reason why that couldn't be you. And you and then that kind of matches up in reality. And then. You attract this person who's oh yeah, of course you can do it. And they help you along. And that only happens when you've done the deep work right. For you to get to yourself into that situation where you can be putting yourself in front of people and those chances happen in the first place. I feel like it makes perfect sense. And this that you attracted this opportunity. Because you had been doing that deep work and you had come to those realizations first. What would you say, if you were to say the biggest fear you had to overcome to say yes and sign up for a program that was gonna help you with these beliefs and these fears, what would you say the biggest fear was that you had to overcome? Because I think that's what most people have to overcome is I have to make this decision, this investment, this. It means I'm actually doing it. Oh my goodness, can I really do it? What was that like for you?

[00:10:06] Patrick: Yeah. I think it was just very simply, is this gonna work? Is this gonna help? Honestly, 'cause it was an investment and I felt good making it. It was just like, you know how it is with anything. It's like you put your trust in something and you. You're in a kind of delicate spot personally, where you're frustrated with things and it's I, I hope this works.

[00:10:34] Coach: Yeah. I didn't know ultimately, but I trusted enough to, yeah. And I think it was like the trust there has to be in you more. More so even than in me. 'cause you see all the testimonials and you see all the other people doing it. Yeah. But like you said, it was that overcoming the, can I do it part? What did you tell yourself to give yourself enough of a boost of trust in yourself to do it?

[00:11:02] Patrick: I think. I don't know what I really told myself. I think it was just a combination of feeling that ongoing frustration, like I mentioned, and also just this was important enough. We're talking about what you do every day, almost right in your job. It's like in your livelihood. So to me, it was important enough of a thing in my life where I said, it's worth this. Like it's worth going down this road and putting this effort in. When I think about it in relation to. Like I said the, if you think of it like a pie chart, like your life, like your career is a big part of it, your day to day. So I felt like relative to that, this was worth it.

[00:11:52] Coach: Yeah, that's a really good way to think of it. 'cause it is, it's 40 hours a week, right? Or Yeah. Or it's a big yeah. Yeah. I love that. Yeah. Yeah. So would you say that it was worth the time investment that you, this investment that you spent to get the result that you have now?

[00:12:10] Patrick: I would, yes, I would. Yes.

[00:12:14] Coach: What specific results improvements did you experience?

[00:12:18] Patrick: The mindset I think is probably the biggest part. The shift in mindset and even, like I said, realizing that needed to happen. I would've thought it was all this focus on this other stuff like the resume and this and where, all this strategy kind of stuff. But the real strategy was internal, I think, more than anything else. So boosting that self-confidence was probably the number one takeaway. I also think that I really like the. The kind of lifetime, if you will, like element to the program where the support is always there. That was a big thing for me. It wasn't just you take this module or this course in 12 weeks or 12, whatever, whatever. Some finite time period and then you're left alone. It was anytime like I would need support with the weekly calls or something, or email. It's possibility is there? Yeah. And because this to me was so open-ended, I didn't know Yeah. What, how long the job search would take, if it, like I said, if it would even work. All that stuff was so gray to me that, yeah, the fact that I knew there was someone I could trust who was going to be there consistently. No matter how long it took or what came up was really big to me. Yeah. Like the weekly coaching calls and the, the emails, all that stuff.

[00:13:42] Coach: Yeah. And I think it's worth mentioning too, 'cause I have different types of people who sign up for the program. Some people are like, I am on a fin finite timeframe. I

wanna get this done. Let's go like at. But then for someone in your situation who I work with a lot as well, you're like I know I wanna make this change, but it could take a year. People in different stages can benefit from the same type of support, but also. That if you're not, if you're not in a rush. 'cause I feel like you were not in a rush to make the change. You just knew that it had to happen and you wanted to take some steps to it. You also seem like the kind of person who's you don't wanna be in a rush for anything. You wanna do things right. You wanna take your time, you wanna do them properly, right?

[00:14:28] Patrick: That's right.

[00:14:30] Coach: You wanna think them through. You wanna make sure that. And like from just working with you. I know that, and I think that's a really good strategy for you. And I think it works. Some people are just like that, right? Yeah. And then some people are like, no, I gotta get it done. Now I gotta go. But I feel like rushing actually can prolong the thing can prolong the results because if you jump into the wrong thing, and I think you even had this experience too.

[00:14:56] Patrick: Yes.

[00:14:58] Coach: Jump into the wrong thing. It ends up not working out. You end up back where you started and the rushing actually. Makes it take longer.

[00:15:08] Patrick: Yeah. Yeah. And you're in a, yeah, in a sense, you're in a deeper hole than you were in before, because now you gotta dig outta that secondary mistake of Yeah, exactly. I rushed this. Yeah, exactly. Obviously it's yeah, I think anybody who's looking for a new job or wants this to happen, I think everyone's in a hurry in a certain extent, right? Yeah. Because everyone's I want this to happen. But yes, I think you're right. That. It. It just didn't seem to me something that could be rush, like it just seemed to me like, yeah, okay, this is gonna take time.

[00:15:46] Coach: So tangible results. You've obviously got a new position and a new Yes. Industry. Yes. Can you give us a little detail Yeah. About where you went from and how you, what you pivoted to.

[00:16:00] Patrick: Yeah, so I was I was working in advertising sales for a publishing company for a while. This role is actually completely different. Department, relatively new department. So I'm revenue operations manager now on a small team that is like. Just getting started to a certain extent. There's a director of Revenue operations who's been doing everything himself for the past several years, and it's really gaining momentum now. So it's exciting in that way to be part of something in the company that is like growing and important and valued. And I was able to increase my salary quite a bit, which was great.

[00:16:48] Coach: Amazing.

[00:16:50] Patrick: And yeah, just another thing too is just a lot of different opportunities to work with people in the company that I never would've been connected with before. I feel like there's still so much room for growth too and opportunities now that I'm through that door, if you will. Yeah. That I. I never saw previously, I didn't even know existed previously. It's exciting to think

about that. And my manager has even said it, he said he stresses, like career development and just the fact that the sky's the limit with everything that we're doing because there's so much to be done in a good way. It's, so it definitely does seem like something that could be a good path to be on for quite some time. Yeah. And not just something that like I jumped to, yeah.

[00:17:42] Coach: What a difference in the way you talk about this versus the way you talked about your. Previous role, day-to-day kinda situation.

[00:17:52] Patrick: Yeah. And intangible, how do you, how are you feeling now when you go in, when you think about work? How do you feel? Yeah. Yeah it's definitely different. It's not boring. I don't feel bored. I don't feel, I don't feel like trapped the way I did, or stuck. I still battle with some of the imposter syndrome stuff from time to time because everything is so new still and there is so there is such a learning curve with a lot of this stuff, but at the same time it doesn't seem to be a. A problem, if you will. I've never, like my manager seems completely at ease with the fact that this is just how it is and I'm like, okay, so I'll just keep doing the next thing. Yeah. I'll just learning the next thing and if it's something brand new and I don't know how to do it, like I'll just figure it out or I'll and just like having the freedom to do that is. Is pretty exciting and having someone trust you to do that, it like feels really good.

[00:19:02] Coach: Yeah. And I think also it's important to note that you wanted this, right? You wanted that slight bit of discomfort even. Yeah. From going from one thing to, because you're if you're bored, you don't have any of that imposter syndrome, right? You're like, I know how to do this. I know how to do this. I'm frustrated. I don't wanna be doing this, really. And if you're in a new situation where things are new, you end up with, those same thoughts, like I coach people on it all the time. They're like, oh yeah, this is new. What if I can't do it? It's and you. You strive for that you wanted, that you Yes. Put in the work and the deep belief work to get to know you could get there and now you're at a normal stage in the game where now you're feeling that growth. Yeah, the pain of growth. The pain, but ultimately that is much more juicy to get up to and much more exciting to get up to than being bored.

[00:19:58] Patrick: Yeah. Yes. Because what's the alternative just remaining. Like I, yeah, it's, yeah, exactly.

[00:20:06] Coach: That's it. That the alternative is not fun for most people. Nobody who joins my program wants that. 'cause otherwise they wouldn't be, they wouldn't be join seeking out something that would get them to the next level. So what do you think it was the key that sealed the job offer for you? And it can be a belief and internal thing that you landed on, or it can be something external that you said if you wanted to share.

[00:20:32] Patrick: Yeah I think that I can say based on the feedback I got like I remember when my manager, he contacted me over Zoom like this and made the offer and the lead up of that, he just said your passion really came through and like your enthusiasm so that. I do think that had a lot to do with it and being self aligned and then finding that match is was really big. Yeah. And that's not something that can be faked. Like you have to actually feel that passion towards it.

[00:21:16] Coach: Yeah.

[00:21:18] Patrick: Yes. And I think the person on the other side who's doing the interviewing knows it too, like they understand that.

[00:21:26] Coach: Yeah. And he didn't, it wasn't because of your experience or your skills or your qualifications.

[00:21:32] Patrick: There were certain things he said oh, it's nice that someone with a sales background because there is some overlap with one of the things we do is work with we work with sales teams on different functions, but I'm not selling at all anymore. Not even close. So there, there were things like that and obviously like familiarity with the company and such. But no, I think at the end of the day, he. I don't think those were the things. I don't think those were the reasons. I think it was the passion coming through, which I think goes back to the confidence piece on my end. Like with interview prep before this, I would try to get all the right answers for the test, right? Yeah. So I would study for the answers and look up questions and that was like my interview prep. And for this, I. I, I looked up stuff, but ultimately I just went in with kind of a more free, like this, like a conversation. Like I'm gonna just just do it. I didn't know what was gonna happen. I, yeah. I can't say, I can't lie and say I felt great going into like the first interview because it was such a big thing and I, I still had in the back of my mind like. Why are they gonna look at me? But to look back now when all is said and done, it was like he said, I was far away the best candidate for the job. And it's wow.

[00:22:58] Coach: Yeah. And I think it's important for people to hear, like you didn't have all the skills and experience that some of the other candidates had, and you had you had passion, you connected with him and those are the things that I teach specifically in the program. And I've dug down even more on it since you joined of like how you specifically do that it does come down to all the. The stuff that you talked about in the beginning about your personal beliefs and your mindset but the fact that it wasn't about your qualifications or your past experience, and here's what happened. He felt connected to you. He liked you, and then he started justifying. Your background and saying, oh, this is a good piece of background that you have that'll help us. Oh, this is a good piece of background.

[00:23:48] Patrick: Yes.

[00:23:50] Coach: He's he, like the emotional thing happened and then he started backing it up with logic afterwards.

[00:23:56] Patrick: Yes.

[00:23:58] Coach: And then he's okay, this, he's a good candidate. He's the best candidate. And that's the latter that happens in the mind of the person. It's interesting.

[00:24:08] Patrick: Yeah. I always think about the relationship analogies that you make with dating and such. It's it is so similar. Yeah, totally. Totally. It's because I've read things and I've heard things where it's I didn't know if I liked this person at first, but then we connected and

yeah, they're not the, they don't have the most money or they're not the. Yeah. Most handsome person in the world, but like it works like, yeah. So you do start, I think, to justify they're like really caring or they like Yeah. Showed consideration for me. Yeah. That made me feel really special, right?

[00:24:48] Coach: Yeah, exactly. Like you can overlook these things with something.

[00:24:52] Patrick: Yeah. Yeah.

[00:24:54] Coach: Yeah. Exactly. As opposed to the other way around where it's like you must tick all these boxes.

[00:25:00] Patrick: Exactly. It never works that way. It never works. It doesn't. No. It's like you can, you're not gonna marry someone just because they look good on paper. That's not the only reason. It doesn't work.

[00:25:14] Coach: No it doesn't work. It could be a good start, but it's not the reason they actually commit.

[00:25:20] Patrick: Yeah. Exactly. It just proves it. Great to hear with the relationships. So true.

[00:25:28] Coach: Yeah, for sure. Yeah. Would you say there were main key moments that kind of gave you, in insight into how to move forward? Because you said you did say in the beginning that you were stuck. Was there anything you saw yourself taking new action from?

[00:25:48] Patrick: I think for me it was just like a slow eroding of that. Belief that I like, I can't do this. And that happened in a variety of different ways. It happened from like the weekly coaching, even if I wasn't talking to you at that particular time, just like seeing other people. Knowing like that this was possible, your emails helped a lot in terms of just drilling home certain messages. And for me, it was just like, okay, it was working on me like quietly in a sense, yeah. It's call it a slow burn. Yeah. It's, and it's like whittling away that doubt. And but ultimately I don't think I ever would have. Even applied for a job like this, if it wasn't for all that it's one thing, 'cause I was applying for other sales jobs and such because I thought, okay, I'm in sales. Of course, right? But with something like this, that was completely different. I would've been like, what am I doing? Yeah. What am I doing? Yeah. Yeah. But obviously I had enough of a sense that it was possible and apply and go through the process and just see where it led.

[00:27:04] Coach: Yeah. That's so important to even see that in yourself. 'cause I sometimes make a joke and I'm just like, the reason why you're not getting the job you want is 'cause you're not applying for it. Like that is the case for a lot of people. Yeah. And sometimes they know it and sometimes they don't. They just, it's not even in their awareness that they could even, what do you think made the. Coaching in the program, specifically successful for you? And the reason I ask this is 'cause a lot of people sign up and they don't do the work or they don't engage in the material, or they don't watch the replays of the coaching or, so what do you think has made it successful specifically for you?

[00:27:46] Patrick: Yeah. I think I like we talked about, I didn't. I didn't put a lot of pressure, even though I took it seriously. I didn't put this pressure, like this needs to happen in two months or a year, whatever. So I was plugged in, but I wasn't obsessive about it. And I think for me that was just the right way to do it. And so I was like, I, I mentioned I was going to certain coaching calls. I would read the material. The emails were a big help. I think it was just. Just staying plugged in enough where it was working on me, like I didn't like I went through the initial workbook and such in the I think it was like four weeks or so, something like that. And, and honestly like certain things in the beginning I was like, where is this going? And I don't mean that in a bad way. I was just like, how is this, like the thought of that? Like it was the belief that was holding me back. Like I didn't, I wouldn't have got there.

[00:28:54] Coach: Yeah. And if you're not used to continuously believing new things, 'cause that is a process, believing something you didn't believe before is a process, right? Yeah. And you can do it quickly, or you can do it at your own pace, but you do have to put in the work to do it. Then you wouldn't know Greg. 'cause you've never done, you've never built a new belief before on purpose. You know what that feels like or why, what that looks like. And you might be a little confused in the beginning, so that makes sense. So if you were to describe the overall experience of the program. If any, and if anything surprised you, what would you say for that?

[00:29:36] Patrick: Yeah. I think the overall experience is I would say supportive probably more than anything. Like I mentioned to me the fact that there is like perpetual help available if needed is was so huge. And there's always. New things happening that are going on the coaching or this kind of side program, or the emails like just that, that steady stream of encouragement and education and all of that. I. It, it has an effect even if it takes time. I found it to be very supportive and something I could trust. Even if I didn't trust myself very much, I trusted enough in the program. And I'm sorry, what was the second part? Did anything surprise you? Oh, I just think the biggest surprise was the fact that the biggest hurdle was interior. That was the biggest hurdle. Yeah. It wasn't exterior strategies or what your resume looks like or that your, you don't have the right cover letter or whatever. I think it really was the internal part.

[00:30:48] Coach: And I just wanna yell that from the rooftops. I'm so glad you're saying that. 'cause I'm just like, yes, that is what it is.

[00:30:56] Patrick: That's why I feel like that's the essence of your program, right? Yeah. It's, yeah. If someone, like your whole program to me is built, as I understand, is built on that. Fundamental foundation like Yeah. And if somebody doesn't understand that, like they're, yeah, they've missed the message.

[00:31:14] Coach: Yeah. And biggest message. And I think that's exactly what people are doing on the outside. Like they come and they'll be like, like I'll get on a call with a new client and they'll be like, okay, I need to work on my resume. And I'll be like, okay, before we do that though, and I'll ask 'em a few questions and they might end up like crying on the call and then be like, oh my God, I didn't realize this. Ha. And then they have this breakthrough and then they go and. Apply for something that they hadn't applied for. And then like things can happen really quick from there. And they, that they'll have the same realization. But it's not until you have it or

until you hear it, maybe from enough people. Which is why I'm glad you're sharing about it, is that, that is what was the problem all along. It wasn't that you had to redo your resume a hundred times. 'cause I do think that is a very common belief.

[00:32:10] Patrick: Yeah. Yeah. I, I don't, yeah, no, it's. Yeah. Became clear.

[00:32:18] Coach: Awesome. So how do you feel about your new role? This is where I'm asking you the questions about your new role and kind of what life looks like now.

[00:32:28] Patrick: Yeah. I feel I feel good about it. I feel grateful. Like I mentioned. Are you most excited about in your new role? I'm most excited about. I feel like I'm a part of something that is important to the company and that I is more, I'm able to use more of my talents and my own align with my personality more in this kind of job than my prior role. It doesn't feel. As stifling and just like going through the motions, it. And like I mentioned, it's growing, so there's a lot of opportunity. So it's really that's not I don't think with my whole career I ever felt like I've been in a position like that. Like everything to this point has been just like a job. And you do this and you do that and Okay. But this actually feels like they. I wanted it. And they wanted me for it. And it's like we're growing together.

[00:33:42] Coach: Yeah. Yeah. And I feel like that is what you said you wanted in the beginning, right? When you started working together, it's I don't want to just fall into another, whatever role that happens to appear. 'Cause that, and that is what a lot of people do. They just fall into whatever comes along and they can end up there for a long time, longer than they want to be. And so it does really take intentionality. Strategic decisions, and you've laid out well how you made those. So what do you think, how does life look like now being in the new role? Like thoughts, feelings, different things that happen now?

[00:34:22] Patrick: Yeah. It's it's much more engaging. It's much more I. I would say busy, but in a good way. Busy and in a kind of more meaningful way than it was before. It's it's, it is somewhat overwhelming in the sense that there is a lot to learn, but again I just go back to. It's okay. It's okay. And figuring this out. Yeah. Pieces is how it's supposed to go. Yeah. There's not a sense of dread like, oh I'm gonna lose my job, or I'm gonna drown in this. It's just, okay. Yeah, I'll figure it out. And it.

[00:35:12] Coach: Yeah. I also think it's important to notice that you went from a job where you had experience, you knew what you were doing into a job where you don't know everything and you were, man, you managed to increase your salary in that process. That's something a lot of people think is impossible.

[00:35:30] Patrick: I, I did. I did. I was one of those people.

[00:35:36] Coach: Yeah. So if you were to tell someone who's on the fence about. Joining the program or doing the belief, like getting into a place where they can do that belief work, whether it's with me or with someone else. What would you say to them?

[00:35:52] Patrick: Yeah. I would say I know the feeling. I know the feeling well. And I felt and thought the same thing, but almost if you really can't put the trust in just almost like the blind trust like. It, it does. It is possible. It is I'm just another person who's like a testimonial. Look at all the other testimonials, like it is possible. Like I'm just one of many who I feel like I've done this and I, I know. It may sound like. Impossible. But it's not impo. It's just not.

[00:36:36] Coach: Yeah. I feel like your words land, given just the way you say them, 'cause you're feeling them and you went through the journey. It can land a lot more powerfully than when I keep saying it, but I'm glad that me hammering away at it over and over had it made a difference. So how would you describe coaching to someone who's never experienced it before? And like mindset coaching? 'cause like you said, I'm primarily focused on the mindset coaching. I think we did do a little bit of work on your resume, but I Yeah. Like obviously the crux of this conversation isn't your resume how would you describe coaching to someone who has no idea what it's, yeah.

[00:37:16] Patrick: I think it's. I think it's prob I experienced it as a combination of like educational material, educational, an educational experience in the sense that it's. You have a certain program and there's facets of it. And obviously you learn different things, but it's different than learning, like just book learning. It's more just insights about you. It's almost feel like you're trying to prod us and into into changing that belief, all of these different ways. So I think that's an element of it. I also think I always felt like you were walking with us wherever we were. So just the fact that someone could bring any question or concern or comment or whatever to the weekly call wherever they were was really huge. 'cause you were just you just met them wherever they were at that period of time. It wasn't like the whole class needs to be, over here. Obviously that's never gonna happen. Everyone's in their own spot. So it just it felt supportive. It felt, safe, for lack of a better term. I just felt like and it was positive. I felt encouraged. I never felt I don't know, looked down on or something I didn't feel that way. Challenged is one thing, but not like cast, cast down or look down on, yeah.

[00:38:52] Coach: You have a really good way of describing things, Patrick.

[00:38:56] Patrick: Thank you. Sure. Yeah, no, my pleasure.

[00:39:00] Coach: The content and the the, so the program is essentially like the weekly coaching and the content, and there's a LinkedIn group. How would you describe the program to someone who like doesn't know what to expect? Maybe they've done a program or two before. Some people have signed up for stuff and they haven't really gotten the result they wanted. Yeah, I think it's important for people to know what they're considering. And what they can expect. So from someone who's been on the inside, is there anything you'd add?

[00:39:36] Patrick: Yeah, I would just say that again I think it's not just this finite thing where you do this program and then disappear, or at least you don't disappear. I guess that person could disappear, but, yeah, they the door's kind of always open, right? Like the bar's always open. It's you're there and. It's great. I think too, because there is a freedom in that. It's like the, you can plug in and replug in whenever you want, in a sense. I didn't go to every weekly call. I

just didn't, and there were times where I put the workbook aside for weeks or I didn't, I just had other stuff going on. It was just, yeah. But fundamentally, I do think that kind of slow drip of, material and touch points and such. It just, it does build up your trust and it helps. I don't I have not been in any other coaching programs, so I can't speak to them. I do know about one in particular I had in mind that I was thinking about signing up for, and it was. It was it seemed, anyway, from what I gathered, it was somewhat more finite. There was like a burst of this program for say, whatever, 10 weeks, 12 weeks. Two months, whatever. And then you were like in this like alumni group where you could always kind of ask questions, but still the the initial. Program was like this sprint through the first couple months and then you're like an alumni member, yeah. I don't know. This feels different to me, the dynamic of that.

[00:41:10] Coach: Yeah. It's not a fit for everybody, but it's a, the reason why I like to do it this way is 'cause I still have lifetime programs that I go back to the stuff in. Yeah. I really appreciate being able to do that, and I feel like they were my best investment. So would you I have a question on here that says, how much salary were you making before? How much are you making now?

[00:41:34] Patrick: Yeah. So yeah, in terms of like base salary, it's a 44% increase.

[00:41:42] Coach: Wow.

[00:41:44] Patrick: And there's with being in sales before there was a base and there was like, commission and such, so but the commission is always a, always obviously a variable to a certain extent. Yes. But just, when I add up what I was making before base plus commission, this is already, at the very least, five, 6,000 more just right, like guar guaranteed. Just like in the base, yeah, there's still, the bonus structure now is different, but there still is a bonus schema with that. So the overall earning potential is a lot more, and like I mentioned, just the base difference of like 44% is, yeah.

[00:42:28] Coach: That's fantastic. Yeah. And so can you tell us the titles again? You went from sales, what was your official sales title?

[00:42:38] Patrick: Like advertising sales executive, essentially

[00:42:42] Coach: to revenue operations manager.

[00:42:46] Patrick: Wow. Wow. And you didn't have all the boxes ticked?

[00:42:50] Coach: No, I was never in revenue operations before. I didn't even know what it was. I had heard about it and. I just happened to stumble upon it one day. Our, my company has like an interior, or internal, I should say job board. And, you can get alerts and such. So I casually would pay attention to it. And I just happened to see this one day and I started reading through the description and I'm like, that sounds a lot like what I want. But then again, like the doubts came in about, wow, but this is but again, I just did it. I just did it and. But yeah, there, there is some overlap with sales, but it's more just like drawing on your sales, your knowledge of sales, like internal, inner workings rather than like external sales skills, yeah, exactly.

[00:43:46] Coach: Yeah. And just a quick a question outta my own curiosity. Did you have a prior relationship with your manager now?

[00:43:54] Patrick: No, I never knew him.

[00:43:56] Coach: Awesome. I never knew him. No.

[00:44:00] Patrick: Yeah. So you've never met him before you went into the interview?

[00:44:04] Coach: I never met him, no. He's not even in this country?

[00:44:08] Patrick: No, he's in the, he's in the uk.

[00:44:12] Coach: Oh, wow. I may have seen his name or heard of him, but I honestly didn't even know that my company had a revenue operations, like role or roles. They had no idea.

[00:44:26] Patrick: Wow. And now that I'm in it, I'm like, wow, all this stuff is going on behind the scenes that I had no idea about.

[00:44:34] Coach: Yeah, that's fun. That's so fun. It's crazy Amazing.

[00:44:40] Patrick: Yes.

[00:44:42] Coach: So just a couple more questions before we wrap up here. What would you most want listeners to know who are frustrated and feeling how you were and can't seem to achieve what they want?

[00:44:56] Patrick: I would just. I would want them to know. I think the most important thing I think is don't settle. Don't settle. Unless you absolutely are in a position financially or something where it's okay, I need this job. Okay. But if you're in the position of I have some time. I'm looking to make a transition. And I can put some effort into this. Not a crazy amount of effort, but just like I can do this over time, like trust it. Don't, yeah don't keep popping around to different jobs just for the sake of hopping around. I think it's so bad. I've got burned by it like we talked about. I know others who have been burned by it. Like it's, I also think and I know we've talked, I've talked about it so much, but I just think if you're a if you're a person who's in a position where you're thinking like I was, I don't know that I could find a different role that's gonna be like better for me personally in terms of aligned with me plus more money. I did not think that was possible, but it's it is possible. It is possible, yeah. And I don't think that can be said enough. I don't think it can be said enough.

[00:46:24] Coach: Yeah. And then last question, what would you do differently if you were to go back and do it again?

[00:46:30] Patrick: Ideally, I would've. Somehow made myself believe this sooner. That would've been great. But yeah, I, it is what it is. For me, like I said, it was a slow whittling away

of doubt. And ultimately this opportunity time-wise aligned with where I was belief wise. Yeah, I don't remember exactly.

[00:46:56] Coach: That's how always goes.

[00:46:58] Patrick: Yeah. Yeah. This came up in October, late September. I don't remember exactly when. In fact, maybe there wasn't just like one day where like the switch went off in my mind, but I definitely got to a point, even if I didn't realize it at the time, where I, my belief shifted yeah. And I think that's what you've been saying is it's always just been like a slow, like I'm working way at it, I'm chipping away at it, and then it came to fruition and that will came to fruition Inevitably happen.

[00:47:34] Coach: Yeah.

[00:47:36] Patrick: And then I found something that aligned with that and it was like, wow. That finally came together, yeah.

[00:47:44] Coach: Amazing. Yeah. This has been a very inspiring interview. Thank you so much for being here.

[00:47:50] Patrick: Yes, thank you. Thank you.

[00:47:54] Coach: And yeah, is there anything else you wanted to add? Those are all my questions.

[00:47:58] Patrick: No, I just wanted to say thank you. Thank you for all your help. Thank you for your support. Thank you for what you've done.

[00:48:06] Coach: No, you're so welcome. I appreciate it. Thank you for trusting me. Enjoying it was been a pleasure working with you.

[00:48:14] Patrick: Yes.

End of Transcript