Hello, hello, welcome to this very special episode where I'm interviewing one of my clients, Tayo, and she's sharing her experience and I think you can relate, you'll be able to relate to a lot of it. So we talked about her experience actually landing the offer, what she had to work through to get there uh mentally, vibrationally, and the shifts she had to make. And I want you to pay attention specifically to the internal shifts, not just like what she did because the core of it all that's where it is. And if you're looking for a way to change from the inside out so that you can see the results you reflected, weren't reflected on the outside, this episode is really really clearly going to demonstrate how you can do that. So stay tuned! Hey there, I'm Natalie Fisher. I'm a six-figure business builder, a mama 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. thing that kept coming up for me was your value created, value communicated. working with you would help me with that. was in this, I wouldn't call it a doom loop, but just not feeling very enthused and tired and demotivated. And I didn't realize it at the time when I left my last role. after the reorganization and everything, but I did feel a big sense of rejection. When your role is no longer required, I had a couple of interviews lined up, so I was really sure because I had those interviews that that was what was going to happen. I, you know, I got to the final round for two of them, but I wasn't offered the role. In this stage where you were kind of feeling that demotivation. What reflections do you have on taking action from the wrong place? was trying to see what new qualification I could add to my arsenal to really convince me. was going from that I really have to convince them that they need to make me on. was the, if I can just say the right thing, if I can just fit myself into what I think is required to take that next little extra step up. And it was a little extra step. wasn't thinking about a big step. In my mind, it was like, the more senior you get, the more stress you're going to have in order to earn the kind of salary that I wanted to earn. And maybe I'd missed the boat because I didn't make lots of moves earlier in my career. Now that I'm on the other side of it, it's, I hadn't really clearly set my intention. I was kind of like, Yeah, I would like this, but I don't, I'm not sure that anybody's really going to trust me with it or, you know, do I even trust myself with it? You know, maybe it's better to find something else like what I've

already done. I didn't recognise that what I had already was enough and it was to find a way to communicate that and feel comfortable and confident that I understood my value so that I could share that and really communicate to people that I was going to bring value to them just as I am without getting another certificate, without getting another qualification, without going through whatever I thought the course would be that would bring that magic. And it makes sense because your brain is really good at doing certifications and getting qualifications. It knows what to do and it knows how to do that and it knows it can be successful doing that. It makes perfect sense that that was the case and you're not alone on that. There's so many people that fall into that. I'm so glad you're sharing the experience. was just falling into the trap of sometimes as women we can do is that unless I take every line in the job description or the person specification, I'm not going to apply for it. And then if you can do everything, there's no growth opportunity for you. So how long are you going to stay? There's that battle in your head of, okay, I want more. know what I want and I want more and I want to be making more money, but this seems like I could probably handle it and it seems easy and I have a chance. I'll, I'll just put energy and focus into these opportunities. And that's one of the things I remember coaching you on quite like. tough lovingly was like, stop putting attention into that. But that's what the program is for. It's like to push you back to that space where, know, you can do this. You can get the salary you want. You can get the hell yes. And, and that's what you've done. What was the uncomfortable truth you finally had to confront, but now you can see got you where you are. Actually asking for help and taking off the superwoman cape. was turning up to the coaching calls and I think at the beginning. It was like, I was trying to be assistant coach. I'd be listening to everybody else and he'd you're so brilliant. know, cause I'd listen to people and their accomplishments. And then I'd listen to the way that they were like, yeah, but I don't know if I can. I'd be like, but you've got this and you just wouldn't say that. And so I'd be, I'd be like cheering on my fellow. colleagues on the call, then I'd be like, so why can't you do that for yourself? And then every time I had an interview coming up, I'd be asking you a question and you kept saying curiosity and exploration. And if you weren't saying it to me, you would be saying it to somebody else on the call. And you were doing refreshes on the value created value communicated suddenly clicked with the congruence work. and the refreshers, then looking at my CV and going, okay, are you communicating the value? you, have you put any of those eh estimates, percentages of the difference that some of the things that you did made? Were you actually talking about them? I was asking myself that question and I realized that I wasn't really talking the value. I was just kind of listing things that I'd done, looking at the impact. I really had to remind myself of the impact that those things had at the time that I did them and recognize that it was impact that I could bring again. It was something I could talk about and I could share. And it helped me to be reflective of what I'd When I got to the interview for this role, I sat down. And they introduced themselves. So I took my cue to introduce myself and then they took it in turns to ask me questions. And I just could hear your voice in the back of my head saying curiosity and exploration, curiosity and exploration. Every time they asked me a question, curious question, exploration. Let's explore how to answer this and explore their reaction and their response. By the end of the interview, I was quite relaxed. One person, the person sitting in the middle, every time I said something, they were typing on their laptop. And they're going, yeah, we're paying close attention to what you're saying. The way that this gentleman works is he types on his laptop. We're taking notes because we're not

takers in notebooks. And I was like, oh, they really like what I'm saying. That's a good part to have during an interview. Oh, this is actually going well. Oh, okay. But curiosity and exploration. Don't be too invested in whether they say yes or no. This is a good experience. I'm enjoying this. I'm not going to hang everything on this. a great recipe of thoughts there for an interview to go well. In order for you to get to that point, what old identity do you think you had to release in order to step into this new way of being for the interview that landed you the role ultimately. That I'm not good enough, that going for something that I really want is going to be stressful, going for a role where it's going to be more visible, more responsibility and potentially more money, that there was going to be pressure. I let go of that pressure. That was my third interview that week. And I knew that I had two more that are coming up in the following week. And though I knew that out of all the opportunities, this was one that looked most aligned with all the things that I'd been thinking that I wanted in a role. thinking is super important to highlight. If you have other things going, then you can release that. And then when you got the value creation and value communication piece and you're like, I know I'm communicating impact and I'm going to do that at every single one of these interviews. It's so much easier to be certain that you're going to get one of these. Were there any other beliefs that you had to abandon in order to gain this, the momentum and the speed that you did at the end there? That I had to do everything absolutely perfectly and that I had to take every note in every job description. Cause that's what I was trying to do. So you wouldn't have looked at this as I check all the boxes for this role. No, I didn't look at it that way. And the other reason that I went for this role was I reconnected with a former work colleague. We had a really deep conversation one day and we kept in touch on LinkedIn and we got into conversation. We're both Christians and we prayed for one another and we stayed in touch. And so she would check in on me and see how you feeling. So you just allowed that what was already there for you. So there's the theme there. were like, yes, welcoming all the support. it doesn't mean that I'm not capable. It just means that I'm cashing in all the support. Because you're a supportive person. You've supported them in the past. You've kept a relationship. People love you. You're allowed to ask for support when you need it because you're there to hand it out when people need it. So you just kind of have that realization. You're like, hey, it's a give and take. It's not just a me giving thing. Cause now you're the one in the position to support others. Cause you've just had this big success. That's just how life can be really great that way. Let's move into the details of your results. What would you say your definition of success is now versus when you started this process? Celebrate yourself. That was another thing that you kept saying. Celebrate the small wins. Celebrate the That was it. I started celebrating. Reflect and... really celebrate what it is I've done so far. Reflect and recognise if I've done it before, I can do it again. Reflect and recognise that my past does not define my future. Recognise that there is no crime in wanting more or stepping up later than you imagined you would sometimes you can look at your peers and feel like you've missed the boat. It's so easy to get into all that, but it's not useful as we talk about. yeah, tell us your results, your salary increase from before to now. So they, they called me up as soon as I got interviewed on the Tuesday after the bank holiday offered me the role and gave me. a salary figure, which I said, so if we offered you this, would this be worth the conversation? said, yes. How they phrased it, cause they're not asking you to commit to anything. I always tell people I'm like, don't commit right away, they, yeah. You said then later on that day called me back and increased what they'd said. I hadn't even asked for it. You did a good job with the value creation

value communication. You sped how we know that you did a good job with that because they're offering you more than you anticipated. would have had to change jobs five times to get to where I got to with the salary. You know, tell us what percentage increase you got. So I got a 50 % increase on that. It was like everything that I've been wanting to achieve came in, you know, You know, you know how you make your declarations about what you'd like. you got to set an intention for it to come. You got to blow your own mind like that, huh? Yeah. And if I continue doing what I was doing, I would have got the same results. I had to actually take advice and put it to work. And I had to take myself out of being the one who's always. supporting and helping others and allow myself to be supported and helped. And, you know, just go, that's not serving me anymore. Especially if you've gone years, you know, being the giver who always overgives or being the one who's always accepting less or being the one who's not allowing yourself to go for what you really want. If you've got years of that, then it's going to take some repetition to relearn the new way that you want to go. You put in the work for that. So the results are there. Why do you think the transformation that you've had now is going to ripple out to like everyone around you? I've got a new level of energy. I mean, I was so excited after my first day that I went home and I baked two batches of brownie. The day I took them in my outfit. And so all the new colleagues I was meeting, I'm going, hi, I'm the new knowledge management lead. Would you like a brownie? Way to win people over right on day one. Everybody was really lovely, really, really helpful. I had my equipment, so we worked out how to get that all to work, help their staff. And I'm in the office that has hot chocolate in the machine. wonderful. I love hot chocolate. I love hot chocolate. So I would say to anybody who... Who's been wondering whether to take the plunge and get your coaching, get involved in your coaching. Well, if you're not sure, do all of the free stuff that Natalie does, but I'd really say invest in the course because it's not just to get you the job, but it's also to help you when you've got the job. And keep you on track to get that big vision. feel like a lot of people when they don't have that. ongoing like person bringing them back to the stuff that you needed to focus on. Like they'll just go off and end up getting like... into the CV. Yeah. If I just do my CV one more time, if I just convince one more person, it's not about the convincing. is about... The person that you need to convince is yourself. You can choose which direction. You can make a new decision at any time. Yeah. Exactly. Thank you for sharing those words. Because you coach in a non-judgmental way, because you do that curiosity and exploration when we say something and you probably in your mind are thinking, why are they saying that? That just doesn't make any sense. you don't, there's an expression on your face that says that. There's no tone in your voice that says that. But in a very curious way, in an exploratory way. So what makes you think that? Why? Why couldn't you think? Yeah. Why can't you earn that, you know, a ridiculous amount of money if you want to? Why can't you go somewhere else? Then you tell us one of the stories of your challenges and how you turn things around. You say, if you're going to spend all that energy thinking like that, you could just as well spend the energy thinking the positive thing. You don't say it with any, that's really silly what you're doing. don't say it. and let people go, oh, you're right, actually I could. It's the same energy, but I can put it in a different way. You remind us that we're on the journey and that it is a journey that has a good destination if we decide to aim our steps there. Just keep reminding us to just put one. foot in front of the other, but face where you want to go rather than looking back at where you used to be. The other good thing that you keep saying is don't put your energy where you're not appreciated. Put your energy to the next

thing where there is an opportunity. So take it where it will be appreciated. Thank you for reflecting those back to me. Was there anything that surprised you about joining my coaching? Like before you knew what it would be like inside the container with the group and the experience, was there anything that surprised you before you had any idea and then you joined? What surprised me was that if 10 people put up their hand for coaching, 10 people, if it was only three, then you might give us some group coaching as in the whole group because no one was feeling brave that day. and share an anecdote, you wouldn't just say, oh, well, since nobody wants to be coaching, we're going to close the call. That's not how you approach it. You think about what were the themes that came up in the last time? You know, is there anything that you can share with people or you reflect back to people? You also make it clear that if people are not feeling brave enough to speak up. That's okay. There's all the ways to get the support. I think that when you join a program, you've got to make sure that you step up and ask when you need help. And yeah, I mean, it's true. My thoughts are the best thing that I could do is spending my time coaching people. That's what I signed up for. So it's a joy that I get to do it. It's amazing. Thank you so much for sharing everything. Last question. What would you advise your past self or somebody in your past situation that might be listening right now? What words of wisdom? come to you to share with them? I would say if I was advising myself and I was still hesitating, I'd say just make the leap because taking one step can open up multiple doors of opportunity and you to enjoy being who you are professionally and who you are personally. Because the congruence piece means that you show up everywhere in your life because you've done the work. Once I felt, once I'd done the work on, I do add value. I do bring value. I already have value and I am valuable just because I am here on the planet at this time. I think the thing that I've learned most from you is I can take a deep breath. I don't have to leap in with the answers. I can listen. Don't always get it right, but I can, the curiosity and exploration makes me pause more when I'm interacting with people instead of. leaping into solution. I'm great for solutioning for other people. And then it was like, yeah, but you're not doing as much solution. Well, now you are. You did figure out how to solution for yourself really well, actually, which was the theme throughout the interview, which was I wasn't doing this for myself, but I was willing to do it for other people. I was willing to help other people, but not receive help for myself. You did give yourself the support. By investing in the program to start with, that was a big step. to say, you know, to get myself to support. And step set, I'd been following you for quite a few years. I actually went into the program. I'm so happy I did. And the community element is really great. We learn a lot in the coaching by listening to other people. We are coached individually in a group container and we all benefit from being in the group. We make connections outside of the group. A frame of like how to listen to other people's coaching. always say it's like either you can take something for yourself or you've already been there and you can offer support or you can take it to something you might need in the future. So there's always something you can glean from someone else's coaching. Was there anything else you wanted to add? You encourage people to lean into their own wisdom. Yes, listen to what you're saying, but if it doesn't resonate, if it doesn't make sense. just take the bit that does and throw away the rest. Oh, so important. Yeah. Yeah. I can't say that enough. So thank you for reiterating that at the end. Yeah. Cause I mean, like I went through all these programs where people are like, you have to do it this way. And I just was working against myself for a long time. So I decided my coaching philosophy is going to be different. Yes. Sixth. Does it resonate for you? And if it doesn't, you just say, That's

not it then. Yeah. But you can't put into practice what you're not engaged with, what doesn't. Yeah. there's infinite different ways to work it. There's infinite different places we can go. So there's no need for something for you to fit yourself into one specific thought or make something work if it doesn't. On your journey, when it clicks and you go, ah, now I get it. Yes. It occurs differently to you. When the bit that you really need lands, that's when you start to have your breakthroughs because you've stopped allowing the old script to run. Yes. On that note, it's a perfect time to wrap up. Thank you so much for being here, for generously offering all your insights and all your time. And I couldn't be happier for you. I can't wait for everyone to hear this recording of the podcast.