FULL EPISODE TRANSCRIPT WITH YOUR HOST NATALIE FISHER

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Welcome back to the Get a Six Figure Job You Love and Thrive podcast. On this episode, I'm gonna talk about what I'm seeing people's mindsets go to. I find it so interesting. So I'm gonna talk about the job market today. I'm gonna talk about, I'm gonna go on a little bit of a rant. I'm gonna see what people's mindsets are doing, where that's leading them and where you can point your mind to to have a more effective, faster result. regardless of what everyone else is doing, what's going on, you just gotta get rid of that noise and focus on your own lane, stay where you wanna go. And that's what I'm gonna help you to do today. So if you're ready for that rant, stay tuned. Okay, so I was just inspired to do this episode. I was like, I have to get on and do this right away. I have to tell you about this. So what I'm seeing is the problem is, this thought. The thought is the job market is so hard. The job market is impossible. The job market is a dumpster fire. Like even other career coaches are saying this, right? They're saying that. And I thought to myself, okay, like, yeah, like I'm seeing that it's definitely taking more actions or it's taking more connection. It's taking, you know, it takes different things now, just like the same as in my business. Like I've had to pivot and do some things differently and like, yes, things have have changed, but I'm actually thinking like, is it helpful to be thinking those thoughts? Like, I don't think those thoughts are helpful at all. Like the job market is a dumpster fire or the job market is so hard or like, I don't know. I don't think that's helpful to think because if you think that, just think how do you feel? Most people are feeling pretty discouraged about that. Now I'm not saying it's not true. Like, like you probably experienced that you have a lot of evidence for saying, you know, it is true. And I've put out YouTube videos and I have people arguing with me saying, yeah, like, yeah, what you're saying is right, but it's still going to take six months and it's still this and it's still that. I'm like, you know, I'm not available for arguing, okay? I just want you to see that there's another option and that there's a better way to think about the situation so that you can get where you wanna go faster, right? Because if you want to stay in the hard, then you can, that's fine. Like staying in, having something be hard and then overcoming it is an option too, and that's okay, right? We can overcome the hard, we can do hard things. That's a positive thought in a lot of cases, but I'm just looking at it from a different perspective today and seeing like, okay, maybe this thought of the job market is so hard, maybe it's not helpful because here's what I'm seeing. When someone thinks that the job market is so hard, they usually feel discouraged or they feel demotivated. feel sometimes they can feel hopeless. uh And so these feelings, what they do is they create a vibration. The feeling is the vibration. The emotion is like the energetic signature that you put out into the universe. And this is a little bit woo but the model that I teach in my uh program, it's a little bit like it's, it's very logical, but then the feeling is still the vibration part. That's still, that's, that's always been the same way, right? So when you feel like that, And I'm not saying that feeling like that is bad. You can feel like that for a little bit, but we want to manage our minds so that we can get on track and be on track most of the time. And when you feel like that and if you sustain that feeling for a long time, which I know a lot of people are, they're just feeling hopeless and frustrated. And that feeling is is prolonging and it's just perpetuating for a long time. Then that feeling doesn't cause you to take very high quality action. It doesn't cause you to see opportunity. It doesn't cause you to do things that are gonna lead you to ultimate success and results that you want to very quickly. It's just not gonna do that. then what I see people doing is they take the action of either applying for more jobs, doing more things, more things from a place of frustration or discouragement with like a little bit of hope, or they're going back to school for a long time, for long programs, going back to school

to try to get more things, right? And so both of those things are like this insatiable not enoughness thinking. It's like, it's all scarcity thinking. It's like, well, I don't have enough. I haven't applied for enough jobs. I need to do more. yet this market is so hard, I have to do so much. And that's what's actually gonna cause the result. But then they go back to school or they do apply for more jobs and that still doesn't work. So then they put in all that time and all that effort and they're still feeling hopeless and exhausted and it's like not giving them the results that they wanted, right? So the result that that creates is it just ends up extending the timeline and prolonging your result. And in a lot of cases, it ends up having people giving up or having people doing like settling for things they don't really want to do or like just it doesn't lead to good things in people's lives. But they think that's the only option that they have. They think, well, I have to go back to school or I have to get or I have to apply for more jobs. Right. They think those are the options. And so they go do that. But then what we see is we see that those options don't yield the results. Those options don't guarantee you anything. And what they do is they drain you and deplete you and ask more effort and more work of you and then they're still not guaranteeing you anything. And this is just such a long time version of thinking. It's like, school, school has to be the answer or doing more, working harder, being in the hustle has to be the answer. And those are two options, but they're not the only options. as we're seeing, they don't work very well. So the result, the actual problem is not that you have to go back to school or that you have to apply for more jobs because we are seeing like a lot of those people that have gone back to school or applied for more jobs, they have been getting interviews. They just haven't been closing them. They have like they've been getting the feedback that they pick someone else. So they've been getting interviews and there have been opportunities available for them, but they haven't been closing them. Right. So going back to school isn't going to change that. isn't going to change the fact that they haven't learned how to communicate their value properly, relevantly. It's not going to change the fact that they are still in that believing that it's going to be so hard and that everything is so hard. Like, it's not going to change those things. Those things remain the same. And so what people will do is they'll go back to school and then say, oh, that's going to fix it. I'm going to be able to get my job now because I have these things on my resume. Yet when they go to interview, that same thing is likely going to happen. The the. the thing is gonna get in the way that was getting in your way before. So the solution that people think is the solution is not the solution. Because if it was, then we would, like everybody would already have gotten the answer by now, right? So here's what I'm gonna propose as the alternative solution is actually sharing your value and tackling real problems more relevantly and more masterfully. So I've always had this core belief that there is always room for value, okay? If you can provide value to the right person and you can show them how this value is something that they can't live without, they need it, like they really need this value. And if you can showcase it and provide it in a way that no one else can, then there's always room for you and there's always someone who wants to pay you for that. Right now, the challenge is matching up to that person, connecting to that person, finding that person, finding that hiring manager, finding that organization. Right. That's the challenge. But that won't happen when you're studying in school for six to nine months. Right. That won't happen when you're just frantically applying for everything and everything and thinking that you have to do more like it's it might be like a little bit more likely to happen, but it's not the focus that you need. So it's like The thing that I'm seeing is like, it's either scattered focus or solving the wrong problem. So

scattered focus, this is just something that people think they have to do is just apply for more things. Or they have to go back to school and get more education, right? And as I said, neither of those solutions actually work. None of them have been working, right? So it's not that. It's focus on the problem that you solve. focus really clearly on how you help specifically to solve it and get really masterful at talking to people about how you solve it, putting yourself in the right rooms where people are wanting that problem solved, where people are wanting to talk about that, where people might know people that need that problem solved, and then becoming really masterful at talking about how you solve it and what you do and the value that you bring. And so when you put your attention there instead, and this is the same thing that everybody is saying, like you'll go to career coaches webinars and stuff and they'll say, these are the things that are working in 2025. And really it's the same things that they're gonna tell you that have always been working, which is building real actual relationships and focusing on solving real people's problems and becoming really good at it. And it's like, those are the things that. people don't wanna do, because it's uncomfortable. It's more comfortable to go back to school. It's more comfortable to send in a bunch of job applications. It's a lot more comfortable to do those things, because those things are things that you know how to do, that you're used to doing, that you can do over and over again. You can do more of those things, right? It's easier to repeat something than to learn a new skill, right? So the skill that you really need to learn is how to communicate your value effectively and how to communicate it to the right people and. how to find those right people, put yourself in the rooms where those right people are, and connect yourself up with those right people. And that is the formula that will guarantee that you will find someone who sees that value and give you the job that you want and pay you for it and be happy to pay you for it. And whether that ends up being on a contract or whether that ends up being as a full-time job or whether that ends up being recommended or even like one of my clients, he ended up starting a business with somebody. They ended up with a startup and they ended up getting funding and he ended up getting um a good a good deal just starting out there with with somebody that he had met because he had put himself in the current of the opportunities. And so the current of the opportunities, this is a concept that I'm introducing, is where you put yourself, where you are talking with people who are aligned with you, people who have the same interests as you, people who know people, people who, like one of my clients, he went to a networking event and he's like, I specifically went to this networking event because I knew people would be there that I needed to connect with. And he met people there, he did a presentation there, he ended up keeping in touch with some people there. He ended up getting his job through the connections that he had made there before. And it's like, he went to this networking event because he knew he needed to put himself in the current of opportunities. And that's not something that you're doing when you're mass applying or when you're going to school. Because everyone in school is in competition with you for the same jobs. And when you're mass applying, there's no intentionality behind any of that. So it's not going to provide you with the result that you think that it should. We're just following those rules because that's what people blindly say to do, right? We've been told ever since we've been little, we've been indoctrinated with this whole go to school, get a good job. Going to school equals getting a good job. It's like a subconscious belief that we follow that isn't that doesn't even ring true today, right? Unless you're going to be a doctor or a lawyer or something that really does require school. like most of the people that I work with these days don't require those things. Like, and

I still don't require like an HR certification to go work as an HR professional. Like I could have gotten that and they paid for me to get that, but I didn't need to get it. And it was something that was one of my unseen, like one of my gifts that I would have taken completely for granted. Right. Like I was in HR and I became known as like the office life coach. And that was just because people. knew that they could come and talk to me. They knew that I would listen to them. They knew that I would actually care about solving their problem. They knew that I'd have a good idea. They knew like they knew that I cared. And I just took that for granted. I thought, oh, well, whatever. Like, that's just doing my job. Isn't that just the job of an HR person? Aren't you just supposed to care about what people think? Like, isn't that just what you do? Like, even when I was when I was doing events and stuff, people would have dietary restrictions. And I would I would pay close attention to the dietary restrictions. I would make the list, I would have it. Like, I would care about the people's dietary restrictions. And that's just something I'm like, well, isn't that just the job of the person doing that? Like, I just wanted I wanted to do a good job. And I just thought that's what doing a good job does. But now I'll like hear stories from clients and stuff and they'll tell me well no the HR person I dealt with was terrible or the HR person like totally screwed me over or like no they didn't they weren't there for me at all this happened and so I was thinking I was like oh like I was thinking how I would have handled it if I was the HR person and how good of a job I would have done and how how I would have made that person feel heard and I would have found a win-win solution for both sides and I was thinking I just totally dismissed that as that just being part of my job, but no, I was actually really exceptional at my job. And this is what a lot of you are doing, right? You don't see that you have something that's really, really valuable that you're doing. You just think it's part of your job. You just think, oh, anybody would do that. Oh, isn't that just what you're supposed to do? Right. But you're not seeing it. Therefore, it's not it's harder for people to pay you for that stuff when you don't see it yourself. Right. So that's why I created. the method that I created, the VCVC method is value creation, value communication, and it really helps people to clarify exactly where their value is. It starts with the monetary points about the value, whether they're soft skills or hard skills and the different categories of value that they don't know that they have. And then it expands out into how this has a ripple effect on the rest of the organization that you don't see. But. you don't see it because that's just what you grew up with or that's just who you are, right? It's just part of who you are. And you're like, well, what's the big deal? Doesn't everyone do this? Right. And it's a blind spot. It's such a big blind spot. So it's like getting to know this blind spot about yourself, getting to know your own value, getting to know your your I don't like using the word worth because worth is like. innate, like I believe you're born worthy, like you're born already worthy, like a baby doesn't have to do anything to prove that it's worthy. It's just it's just worthy because it exists and it's been born. So I like to use the word value rather than professional value rather than worthiness. But it's like if you don't know it, if you can't see it, you can't have like that sense of wholeness around who you are. You can't have the sense of wholeness around like you are enough as you are because you're not Taking the time to explore all the ways that you're enough and all the ways that you have this like natural gift that That you don't even know you're using and therefore you will always be looking outside of yourself for more right like oh I need to get this I need to get that I need to get this right I had a client she comes to mind. She's like oh I was told I didn't do this well enough So I needed to go get to take this course and they sent me on this course and I hated it But I did it anyway, and I got through it, and then they told

me that I still wasn't doing it right, you know? And so it's like, that was her missing out, like not being able to see and zoom in on her true gifts. And then she ended up lending a job as a community manager using her true gifts because we were able to explore them together. And she was actually able to see exactly where she was missing that because someone else had been telling her that she was doing it wrong, right? And it's like, if you judge the fish on its ability to climb a tree, then the fish will think it's stupid. And it's like that, right? We don't know what our gifts are, we don't see them because we're often just doing them mindlessly, right? Doing them intuitively, right? And so what works way better in a tough job market or in a situation where you think everything is impossible or very hard is to get back to yourself and your center and what you have already within you to offer, what you've been given, the gifts you've been given, the things you already know how to do, the things you are really, really talented at. but that you don't see and identify them. Identifying them clearly in many different ways, getting so familiar and connected with them that you feel so whole that you no longer need someone to validate you by giving you a job. You no longer need somebody to say, yes, you're good enough, we're gonna hire you. You no longer need that because you already have that wholeness within you. You already know that you are enough as you are. And that is when you will start to see the opportunities coming in much more easily. Like as soon as you drop the neediness and the I need to have this, I need it, then that is when it will come in. That was that is when the opportunity will present itself. That is when you will speak in the way that you need to speak. That is when you will be free to have the to capitalize on the opportunity in front of you and it will come easily and it will come effortlessly. And you will be like, oh, I. can't believe that lined up. And then what most people will do is they will call it a fluke and they will say, oh, well, that was just lucky, right? But no, it wasn't. It was actually you who created it. So the thing that will work better when things seem challenging is focusing back on your center, on your core within with what you already have, the talents that you already have, the natural gifts that you have within you. And then following a process to get those out to the right people, putting yourself in the current of opportunity, in the current where you can meet the people that you need to meet, where you can create the vibration that you need to create, where you feel the feelings that you need to feel, and you're in that wholeness, you're coming from it from a wholeness, like I am already enough, I don't need anything from anyone, because I have everything I need already inside me, however, I am here to share my gifts with those who need them and want them and appreciate them, but you won't be able to see them unless you have actually made the commitment to become really committed to seeing them and identifying them. even like you kind of have to study yourself because you don't even know, like you don't know the value or the. amount of value that you've been able to bring in the past. Like most people have no idea about that. They think they do. They'll say, oh yeah, I think I know my value or they'll say, I do know my value. I just can't convince anyone else. And it's like, if you can't convince anyone else, it's because you're trying to convince other people. And people don't like to be convinced because there's this saying I heard, was this guy, was doing em photography for the, wildlife and he was getting pictures of like uh tigers in the in the snow or I don't know what those tigers are called, but like it's hard to get pictures of these animals. Right. And so he would wait for a long time to get a good shot of these animals. And he something he said struck stuck with me. He said he said beauty doesn't demand attention. Right. He's like real beauty doesn't demand attention. And I was like, yeah, he's like these, I'm like, these animals are

beautiful. They're out there. They're doing their thing. They're just in their natural habitats. They are not out there saying, hey, pay attention to me. Look at how I just killed this animal. Look at how I'm fending for myself. Look at me. Look at me. Like they don't care. They are just being right. And and so what I see is like when someone is truly great at what they do, They don't need other people to validate them. They don't need other people to say, oh yeah, you're enough, I approve of you. Like they're not looking in the interview with the interviewer's face being like, did you like my answer? Was that good enough for you? Like that's them needing something from the other person, right? And when someone is truly great at what they do, they do not need that, right? They are there to share it, they're there to offer it, but they're not there to. to get anything from that person. They're not outsourcing their feelings to that person, right? They're just like, I'm here to share something with you. I have it. It's pretty great if you want it. But if you don't want it, that's okay. Because I know there's a ton of people who do. And it's just my job to find them and I will. And it's not a problem. Don't you even worry about it, right? Like, there's such a different vibe there, right? It's like, it makes the person be like more interested. It makes the person lean in. It's like, why do we go seek out these animals in the wild, right? It's like, nobody is like they don't demand attention just like people who are really truly great at what they do they don't demand attention either like guess they will they might get out there and they might be visible and they might share and they might speak but they they're not worried about people's approval right and i think that that can really get in the way when you're in a job hunt that you think is really hard you're thinking it's really hard because you're not getting the approval from the people you want to get the approval from, or you're not getting enough approval, you're not getting enough results. But when you know that what you have to offer is truly great and you feel that wholeness within you and you can let go of needing that approval, that is when opportunities will flow into you. That is when the current of opportunities, you get to plug into the current of opportunities. So I hope that was helpful for you. It creates. the whole sense of wholeness, you need to approach your job hunt from a sense of wholeness. You have to see your own value first. You have to stop needing validation from other people. And you have to know that your value only gets bigger and stronger. And the path gets lit up when you see it, right? When you see it. And a lot of people don't see it. So if you'd like help with this, there's two things you can do. The first one is you can uh sign up for the value vision quiz in the show notes. We'll make sure we put that in there. It's a quiz that's going to run you through 14 questions where you'll be able to answer A, B, C, or D, and it'll give you a good sense of whether or not you are still looking for that validation or like if you are coming from a sense of wholeness or like where you are on this path, this internal path of like really learning to appreciate and connect to your own value. And then you'll be able to see what your next steps will be. And depending on how you score on the quiz, I've given you a step by step as to what is next. And you'll be able to create that from ease after that. And if you'd like to, right now at the time of this recording, I am taking one-on-one calls with people to see if they are a right fit to work with me. So you can apply to book a call with me and we can discuss whether or not. uh I might be a right fit to help you to discover your value to really pull that all out of you so that you can start attracting those opportunities and so that you can start to show up and behave and act in the way that you need to in order to magnetize what you want to you because it is already there. Like I truly believe it's already within you and it's about accessing it. It's about accessing that state of being. It's not about doing more. It's not about going back to school. It's

not about trying to prove yourself harder. It's about really seeing what's already there within you. And that is a very underrated skill that people don't like to do. They're like scared to do it. It's it's it's challenging work to do, but it is the work that will actually create the results. So if you've done a lot of the stuff I've talked about on this podcast and it hasn't worked for you, then this is an alternative solution that I encourage you to look into. So start by downloading the quiz, do the quiz and then let me know what your results were. And if it feels right, let's get a call book. Alright, I will talk to you in the next episode.