FULL EPISODE TRANSCRIPT WITH YOUR HOST NATALIE FISHER

Welcome back to the Get a Six-Figure Job You Love and Thrive podcast. I don't know what number episode this is, but it's called Saying the Hard Thing. And in this episode, we're going to chat about saying the hard thing, whether that be a question you wanna ask that you're really afraid of looking stupid if you ask it, or whether it be saying something to someone that you really know you need to say, but you're afraid they're gonna be mad at you. And it's just come up a lot of different ways in this past week. And I have been complimented for being able to say the hard thing and being told that I can just say it. And that in the end, it is helpful to do it either way. 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 ten-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 in 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. So the thing that I noticed and that I used to do too is not say the hard thing, right? And so I'll use one example and I think this really changed me was the first job that I had. this experience made it so that after this, I would always say the hard thing. I would always ask the question. I would always just do it because it was way more painful to not do it and then have to do it later. So here's the story. I was working for A Books and they kept talking about ARs. So the initials A.R. And it would be, this would be used in conversation all day, all the time. So how many ARs do you have? Oh, Jane has 50 ARs. Oh, and it seemed like I should know what an AR was, right? But I didn't know. And I really just needed to ask, but I didn't ask. And months went by and months went by until one day I was just like, okay, I can't handle this anymore. What is an AR? And I asked my boss, and oh my God, she started laughing at me and. She was like, I can't believe you don't know what an AR is. How long have you worked here for? And anyway, she made it a huge deal and it was silly. It actually stood for action request. an action request was how many action requests we had in our inbox that day and how many you were working on or how many, you know. Anyway, so that's what it stood for. But. I would never live that down. She was like, oh, huh, Natalie didn't know what an AR was. it's like now looking back at it, I'm like, OK, whatever, big deal. I didn't have to engage or feel bad about them making fun of me about it, but I did. And it was so painful at the time. I was like, oh, my God, I should have just asked that sooner. I was like, I looked through the the handbook and they I'm

like, I didn't see where it said action request that just they were just referring to these things as ARs. And so it was such a painful experience for me back then that I'm just like, my brain just linked it up with whenever you have a question, it doesn't matter how dumb it might seem, just ask it as soon as you have it. Because if you don't, then this way more painful thing is gonna happen later. And you're gonna end up being laughed at, being mocked in front of your coworkers, and that's just gonna keep happening and you'll never live it down. So anyway, that's what my brain associated with it. So ever since then, I just ask stupid questions if they were stupid to someone else. And so from then I learned everything that could possibly happen if I asked a really stupid question. So it was never as bad as usually people think. Because now when I coach people and they're afraid to ask a question or they're afraid to say something or clarify something in a meeting. they're afraid of what I was afraid of, right? That they're gonna get made fun of or that they're gonna get told they're stupid or people are gonna judge them and think that they're stupid, right? And really, that's really usually never what happens. So here's what would usually happen. Someone would just answer the question or they would tell me, direct me where to find the answer or they would be like, oh, haven't we clarified this? We should clarify this for everybody or. You know, was someone else would be like, oh, I'm so glad you asked that because I was thinking that too. Or it was always something like that. The worst that maybe happened was that I got ignored and the question just didn't get answered. And like people moved on with the meeting and they didn't actually answer me. So then I'd have to get the answer somewhere else or I'd have to ask it in a different way. But I was still really prioritized in getting the answers for myself after that, because I was like, the sooner I get the answers, the better anyway. So that is one way to look at saying the hard thing. And then In another situation, it's like you want to say the hard thing to somebody. Like you want to tell them something. Maybe it's not about asking a question, but you want to tell them something. And it's really difficult for you to say. So you're like avoiding it. So another situation that comes up for me here is I got a new boss at one of my jobs. There was a restructuring in my boss that I got along so well with that I loved so much. He had to go work. He got promoted and so he was I was no longer reporting to him. It's just no longer how the structure works. So I got to work with this other guy who I had socialized with at um mixers and company events and stuff and but we had never worked together. I'd never worked as his employee before. I never reported to him before. So I thought he was a nice guy. I didn't think there'd be any problems. But anyway, as it turned out, the relationship wasn't very good. was, he was, he turned out to be very micromanaging. And all he wanted to do was micromanage me. And even when I'd been doing this job for, I don't know, four years, and I didn't need to be micromanaged, I knew more than he did about the job because he was new as my boss. But I guess he wanted to do a really good job and he wanted to be apprised of everything I was doing. And he wanted to have his hands in there. And he wanted to make sure that everything was working correctly. But it was really frustrating to me because I was like, well, you wouldn't even know about this if I hadn't told you. You wouldn't even be worrying about this if I hadn't been the one bringing it to your attention. So now it's like you're actually getting in my way. You're not helping. Right. But I couldn't I didn't say that to him directly. So couldn't say that to him directly. So I I held it up. I held it. I held it in. I sucked it up. I was just miserable at home complaining to my partner at the time. And. He was just like, you have to tell him, you have to say something, you have to have a conversation about this. And so it built up to the point where it was so much that when I did

have the conversation with him, I just burst out crying. And it was like this big burst of emotion. And so, again, I learned like when this is happening, I want to like address it the sooner, the better. Right. Like, say the hard thing sooner so that it doesn't get to that point where I'm just like bursting in emotion. Um, as it turns out, it wasn't a big deal. He actually accepted my emotion really gracefully. I was really impressed actually. And he got some tissues and he's like, okay, just tell me, just tell me. He let me get it all out. And then he corrected his behavior. And it was actually a lot easier than I thought. So the thing that the that usually is the problem is you're not saying the thing. You're either not asking the question. You're not saying the thing. because you are afraid of what somebody's going to think, right? In the case of not asking the question, I was afraid that they were gonna think that I was stupid or that I should know something that I didn't know. That's what I was afraid of. In the case of not wanting to confront my new boss about micromanagement, I didn't want him to get mad at me. I didn't want him to think that I was trying to hide things. I was afraid that he was gonna think some... particular way about me, right? And so these fears kept me from speaking up. And I thought that the solution was just to not say anything and to deal with it on my own. And as I discovered that was never gonna work, that was never gonna be a sustainable solution, these things were going to come to light at some point. So what most people do is they think that it is what I thought. They think it's don't say it, don't ask it, like. go figure like you'll figure it out on your own. And if you can't figure it out on your own, then you then there's something wrong with you. You should be figuring it out. Blah, blah, blah. You should be just putting up with it. Just take it. Maybe it'll get better on its own. I don't know. But that's what usually keeps people quiet. Right. And so they don't know how to resolve it. So the way that I was resolving it was I was like venting to people around me. I was just like, oh, this is so annoying. And I was just like basically creating drama, right? Like creating drama in my own head where I'm spinning and having a lot of useless conversations with myself and putting energy into something that I could have just asked and someone just could have told me in a couple of minutes if it's a question or I could have just addressed it with my boss and then I wouldn't need to be putting energy into this moving forward, right? So it's like a lot of drama is being created in my own brain and in some cases you end up. spewing out the drama to other people if you end up complaining to your coworker or you end up complaining to other people and it kind of feeds this drama loop, right, which was what I was doing. And so that's kind of what people do to cope with it, right? Like maybe they know that it's not solving it. I knew that it wasn't solving it, but that's what I was doing to cope with it. Right. And so all that created was me. being less good at my job, right? It was taking energy away from actually solving problems, from actually adding value, from actually helping people with their problems. It wasn't me at my maximum capacity doing the things that I needed to be doing in order to get to my next career milestone or to get to my next project or to do my next thing that I wanted to. It wasn't in my best interest, right? So I was stuck there for a bit and I see a lot of people stuck there, right? So the results that it creates is it just keeps you spinning in a loop. Your choices are either to vent, to complain, to push down your emotions, to think you have to suck it up, to be miserable. And that's all not sustainable behavior. It leads to burnout, it leads to mental exhaustion, it's mentally unhealthy, all of that stuff, right? So the actual problem that we need to deal with when we're in that kind of situation is we need to address what am I afraid of? Okay, so what am I afraid is gonna happen if I ask the question? And then we need to come to terms with that fear and deal with that fear. Like what is gonna happen if I tell this

person this, right? So what is the absolute worst that can happen? That's one of my favorite questions to ask when I'm coaching people is like, what is the worst thing you can think would happen that your brain is afraid of? Because oftentimes when we look at that, realize how ridiculous it is that. our brain has come up with this scenario that's likely never gonna happen. Or we look at it and we say, okay, if that did happen and I'm in that situation, what is my response gonna be? And we can plan that out. We can plan out what the worst case scenario is gonna be and then we can have a response and then we can feel at ease because we don't feel so bad about it, because we're not gonna be caught off guard by it, right? It's really taking a look at what's in our brain. taking a close look at it and being able to say, this is not as scary as I thought it was. It's really not as big of a deal as I thought it was. Let's just take a look at it and see what's there, right? So the problem is what you're afraid of is fears on the other side of this. You think, if I say this, they're gonna think I'm an idiot. If I say this, gonna think that they can't trust me. They're gonna think this, they're gonna think that, right? And all that is made up in your own head, because we don't know what the response is going to be. We can't know what someone's response is going to be. We can't know what they're thinking before they say it. We can't know any of that. Right. So the actual problem is the fear that's on the other side of that. So what you need to do is deal with that fear. Look at that fear. Confront that fear. Like face it. Look it in the eye and say, I'm not afraid of you. Right. I had this. uh I worked when I worked at the law firm, just a side tangent. There was a lawyer and he he he was known for like tormenting the receptionists and all the receptionists who had worked there before were afraid of him. He was like, oh, yeah, he's like, she won't last very long. Yeah. And then people would like laugh about it and they'd be like, oh, has Lou talked to her yet? Because she's still smiling today. Or it was just kind of I heard these things and. And I decided, you know what, screw this guy. Who does he think he is? And I just, I don't know, in my head, I imagine myself getting up on the chair at the reception saying and like pointing at him and saying, I'm not afraid of you. Now, I don't know if that's exactly what happened, but that's how my brain remembers it. And then he kind of just was like, OK. And then he walked away. And then I heard him talking to the firm owner and he said to him, he's like, did you hear that? Natalie's not afraid of me. And I just remember thinking, he's just a guy. Like, what's he gonna do? Like, he didn't even have the authority to get me fired. He just liked tormenting people, especially like young women, I guess. I don't know. But I remember that. And I remember that when I looked him in the eye and I said, I'm not afraid of you. Like, you can say what you want, but I'm not afraid of you. Like, I'm not gonna be like all these people that, you know, people talk about and how you drove them out. I'm like, That's just not me. So you don't even like don't even bother, dude. And he didn't. He stopped. He just treated me professionally from then on. And we went on with our lives. So you got to face the fear because I was like, OK, what's the worst that's going to happen if I tell that guy that I'm not afraid of him? What's he going to do? Like, seriously? It's like, what's he going to do? And I was like, well, whatever. He can't fire me. He actually can't fire me. So anyway, that's just a side note. You have to come. come to terms with like, is it that I'm really scared of? And then look at that scenario and be like, okay, and if that were to happen, how would I respond if I've got time to be like planning it out and being confident about it? And then you can come up with a response. like, if my, if they laughed at me and said, oh, you're like, you don't know what an AR is? what, how long have you worked here for? I didn't prepare for that scenario, but I lived through it. So I'd already lived through my worst case

scenario there. And I was like, OK, so now I know that they might laugh at me. They might think it's funny. And then what can I do? I can say, yeah, I know it is pretty funny that I didn't ask until now. Right. Like, haha, yeah, I'd laugh at me, too. Right. Like, you can plan out what you would do. And there's always a way to be to like have a response where you don't feel like. you don't feel like you're afraid of feeling, right? Because we're all just afraid of feeling a certain way. We're afraid of feeling embarrassed. We're afraid of feeling uh judged. We're afraid of what someone's going to think of us and that they're going to think negatively of us, right? And there's always a response that you can have that makes you really proud of yourself and have your, like, it's a response that basically signals to everyone that you have your own back and that they can't really come at you. Because if they do, it doesn't matter because you have your own back and that's really the most important thing, right? So. It's like, yeah, you can laugh it off. And in my case, that's what I do now. I'm like, okay, if I ask a question and people think it's dumb, I'm just gonna be like, yeah, it was a dumb question, but I had to ask it. And then I'm gonna laugh it off and I'm gonna move on and I'm not gonna let people, like, I'm gonna be like, whatever. I don't think that makes me dumb. I just had to ask a question. So if you guys think I'm dumb, whatever, it's fine. I don't care because I needed to know the answer. And I think that's actually smarter is to ask the questions upfront. So. Looking at your fear, you got to face the fear. You can predict what you might do if the worst things happens. And then what happens from there is you end up just being able to be more authentic. You don't have to like guard yourself so much. You can be more authentic. You can speak up. You can learn that whatever you say doesn't have the biggest consequence that you think it's going to have. From my experience, from having spoken out multiple times in my career, it's just not as bad as you think it's going to be. Right. And if you do imagine the worst case scenario, then you can have a plan as to what you'll do and how you'll respond and how you'll have your own back in that scenario. And then what happens from there is you end up having a better working life. You end up moving faster. You end up being more productive. You end up spinning less on things that don't matter. you end up making decisions faster, getting responses faster, you end up flowing through your job a lot faster and getting like, moving to what matters a lot faster because so much of our energy can be bogged down, can be used up on the wrong things. So imagine you're spinning for a day and you can't get it out of your head about how your coworker took credit for your work. or something and you really need to go say something about it, but you just don't know what to say or you're afraid that they're gonna think you're lying or they're afraid of this or that or the other. Instead of spinning in that for like a day or a week or a year, I don't know, lots of people can be afraid to say something for a very long time and they're eating the energy that you have inside you to create, to produce, to be better, to make things, like to create things in your job, to... pave a way for yourself, that energy gets eaten up by this thing that you haven't dealt with. You know, like, I really need to go say something about this. And in the meantime, what people do is they'll just tell themselves, no, don't say anything. They're not gonna believe you. Don't say anything. She's not gonna care anyway. Don't say anything, blah, blah. But here's the thing. If you say something, then you're not spinning on it anymore. You have now done an action. in that direction, right? And it's it's kind of a subtle way of not valuing yourself, right? Like when you feel like you need to say something, but you don't say it or you push it down or you avoid it or you stop yourself from speaking up. It's like saying your true feelings don't matter. Like, shut up. Like you have no reason to be worried about that. Like, I

don't have time for your like your emotions. Like this is basically. my ex's narrative, what he would say to me. Like that's basically how you treat your, how you're treating yourself when you push down those things. And it's like, we don't want to go out of control and barge into the office and say, hey, she took credit for my work and I can't stand this and I'm mad about it. You want to come up with something that you want to say that's thought out and reasonable, but you do want to do it. Like, and it is going to take courage to say it and it is going to take courage to put it out there. Right. And the reason why you might do it is because you value what you. what you think, right? You value your own well-being and your own mental capacity. And you value that and you value your energy to the point where you want to acknowledge yourself if you're feeling uneasy about something, if you're feeling off about something, if something's bothering you. Right. So I'm not saying like that you should go in like ah without any planning or just like impulsively or like disruptively. I do think that you should have a plan as to what you're going to say. It's like in my relationship right now, if I had something that I wanted to tell my partner about that I wasn't happy that he was doing, or if I was wanting to have a conversation with him, I wouldn't just burst out in emotion and call him names and tell him he's an asshole or whatever. I would be like, okay, these are the things I don't like he's doing. This is maybe why he's doing them. I don't know, but this is what I need to express and this is how I'm gonna approach the conversation. I might ask him these questions. I wanna bring a coached brain to it. but I wanna do it, right? Because if I don't, then I'm not being true to myself and my own needs. And then that can lead to resentment later in the relationship, right? So it's not like I wanna, like I don't want to be misunderstood here, so I wanna make that perfectly clear. I'm not suggesting you barge in and you say whatever it is that you wanna say without really coaching yourself or thinking about it first. But I am saying you wanna just decide that you're gonna say something and then go say it, right? Instead of waiting. because that is what's gonna eat up your energy and make you less productive, make you more dramatic, and just all in all, not help you and not help those around you. So that's the alternative solution is you say the thing, you come up with a way to say the thing where you feel like you're being reasonable and you have some good points behind you, and maybe you're open to, you know. Asking some questions because maybe there's a misunderstanding somewhere. Maybe you misunderstood something but you're open to it But the bottom line is you you are prioritizing taking care of your own emotional needs, right? And why that works better is because no matter what happens even if the worst thing happens, right? You could be prepared for that if you did the steps in the beginning of the episode as you prepare for the worst thing and then you And this is a great thing that I do with my clients. is why coaching is really valuable is you can you can help get prepared for that thing. Right. And then you can be at ease because you can be like, OK, now I'm going to do it. It's going to take courage. But I know if this happens, I get to say this or if this happens, I'll think this or I'll say this. Right. And then you'll be like more more in control of your responses and you won't have to react or like what most people will do. They'll just be like, oh, sorry. OK. And then they'll just walk away and not say anything again without actually standing out for themselves. So you want to have that planned out. But why why it ultimately matters is because no matter what the outcome is, you have now grown as a person. You now see you've now shown your brain that it's not the end of the world. If you say the thing or you ask the question, the worst thing that you thought could happen either happened and you responded and you dealt with it and it wasn't the end of the world or it didn't happen at all

and you got a better response than you thought. Like these are all things that are gonna be better at moving you forward and all outcomes that are better than you sitting and seething and seething for another week or thinking about it for another week or trying to push it down for another week or trying to avoid it for another week, because that never helps, right? So the results that get created are you step into... more of a leadership role for yourself, right? Now you're leading yourself. You're like, okay, my needs are important. What I think is important, what's on my mind, what's on my heart is important. And I speak it and I say it and I have the conversation even when I'm afraid that someone's gonna think I'm stupid for asking, even when I'm not sure how they're gonna respond because I can have my own back. And when I know I can have my own back, I can say what I need to say, right? So there's a lot of nuances to this. Every conversation is going to be different. Every situation is going to be different. So you have to understand that I am talking to a lot of people at once on the podcast. So your particular situation might not fit into this exact example. I've shared some examples to try to concretize it for you. But at the end of the day, what what's really important to me is that you're not pushing your own emotions or your own instincts or your own inner knowing down. because you are afraid, right? That isn't helpful to you and it's not gonna be sustainable, it will surface. You will somehow have it come out, right? Whether that be in a reaction where you blow up and start crying like I did, or whether maybe you express more in like an angry form and you start yelling or. and maybe it's not even at work. Maybe you take it out on your partner or, and no judgment here, no judgment. There is no right or wrong way to express an emotion, right? Like I cry a lot and retreat and some people they get angry and they yell and they call people names. Like there's no right or wrong way. Those are just different ways that how emotions end up showing themselves one way or the other, right? So you need to go through the steps I talked about in this podcast and. then you can actually have a life that is more authentic to you or you can see, know, because what happens when you do this consistently? Because this is what I've done consistently to now get to a place where, you know, the people in my life, they respect my boundaries. If I say something, they are going to listen to me. They they understand they like it's important to them. Like my needs are important to them because they're important to me. Right. And of course, other people's needs are important to me, too. Goes both ways. Right. I want people to set a boundary with me. Right. Like. I asked my sister if she'd do me a favor today and she said no. She's like, I'm sorry, but actually I can't do that. And I said to her, no problem. That's totally fine. Cause my thought was I want people to safely be able to say no to me. I don't like want them to be afraid of me. So it goes both ways, but here's what happens. You end up clearing the path for yourself for honest relationships with people, whether it be at work or whether it be in your personal life with your friends or even your family, right? you clear the way for an honest relationship, right? And an honest relationship doesn't mean you always agree on something. It doesn't mean that it's always comfortable. In some cases, it can be uncomfortable, especially when you first start doing this, when you first start saying the thing that you want to say that you've been holding back saying. But when you do it over and over and you just and you start to do it automatically, you start to do it like it's not a problem, then people start to understand that about you. and you end up paving the way for a very honest life, right? A very honest, a very real, this is me, this is what I have to say. I say it with love, I say it with honesty, um you might not agree with me, but this is where I'm at, this is what I needed to tell you, right? So I hope that was helpful for you. um Before I go, I wanna let you know about

something very exciting. I have this quiz called the Value Vision Quiz. It's like an assessment and it's a series of It's 14 questions and when you do the quiz, you're going to see where you have been potentially devaluing yourself. Now it shows up in so many different ways. So it could show up in the form of you're not saying the things you wanna say, you're not speaking up, you're not asking questions to get the answers that you know you need, right? It could show up in the fact that you're not making the money you wanna be making. It could show up in the fact that you are... doing a lot more work than you wanna be doing. You're working way too many hours. You have no time for yourself. It could be that you're spending a lot of time thinking about work and you're not really enjoying your time when you do have it off, right? It shows up in many different ways and it's not just how much money you're making, right? So I want to encourage you to take that quiz, that assessment, and in five minutes, you could have your score which will tell you where you're at. where you're valuing yourself. Are you valuing yourself accurately? Are you valuing yourself aligned with your own values? And once you get that result, you'll get some steps as to what to do next, what areas to focus on and some tangible things that you can do next to start valuing yourself more. And ultimately, what I wish for everyone listening to the podcast, is that they are going to be able to value themselves to the point internally that that reflects externally automatically. Right. Like when you value yourself, like I was talking about with my relationships, when I place importance on what I have to say and when I place importance on my needs in a relationship, that will get reflected back to me. Right. And of course, it goes both ways. I do it. I respect other people's needs and other people's boundaries, too. And it's just a really lovely way to live. Right. And so what I want for you is for you to have that for yourself. So I want you to have the money you wanna make. If you're not making that money yet, it's because there's a gap in how you perceive your own internal value and how you think other people should be perceiving it, right? And that is from within, right? However you value yourself internally is what will be reflected to you externally. And that shows up in many different ways. So... The quiz is very comprehensive. put a lot of thought into this and worked with many people. And so I've pinpointed the exact questions that you need to ask. It's very easy. You just check the boxes and give yourself a score at the end and then see what's next for you. So you can actually make a change today, start moving forward today and wherever your area of growth is, this will help you to see that next step. And if it makes sense and you'd like some personalized support, book a call with me and we'll have a chat and we'll see if we're the right fit to work together. So while you're listening to this podcast, I am doing one-on-one consultation calls. If you're listening to this podcast and I'm no longer doing them, then I hope you enjoyed the episode. The quiz will still be available for you and there will be some way for you to work with me. I won't be doing one-on-one forever. I'm currently taking some one-on-one clients though for this work. and I've been really enjoying working with them so much. So I really hope that you found this episode super, super helpful and I will talk to you next week. Grab your quiz right now. Talk to you soon. Bye bye. And here's the biggest blind spot I see with the people that I work with. Often they will think they know their value. They will think that they are presenting their value accurately and smartly. However, there are things they can't see, which is why the results they're getting don't reflect that. So you can't reflect your value accurately outwardly if you don't know what it is internally. And so I've developed quite a few different ways to do that. And the first place to start is by doing an assessment of how accurately you know your own value. So with that said, you can

go to the link in the show notes and download the value vision quiz. All you have to do is score yourself. There's 14 questions. It'll probably take no more than five minutes to do the quiz. Add up your points at the end and you give yourself a score. And when you get your score, you'll be given a step by step of what to do next for where you are. You'll know exactly whether or not you're valuing yourself accurately or not and what to do next. next and you can get that quiz right away you can download it immediately and get your results within the next few minutes and then email me and let me know what they were and if it makes sense if you feel like you would love some extra support with this and you really want to up level the way that you value yourself and the way that you show up in the world and the way that you instruct others to value yourself then book a complimentary consult with me and let's see if we can make some magic happen