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 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. We are here today with a special guest of mine, Yesenia. Why don't you go ahead and introduce yourself, let us know what you do and a little bit about you. My background is in accounting. I've been in that field for 15 years. I worked for private companies, like a staff accountant, accounting manager, and I've also worked at accounting firms. I feel like... I think the competition became a little bit stronger. I started moving into more senior positions for the years of experience that I had. And I noticed that the competition was more fierce now that you're in a leadership role. I started to feel that pressure and that you weren't almost perfect. They were very quick to. dismiss you versus when you're in a lower level position. felt there's more leniency. Your supervisor will work with you if you have things to work on to improve on. I definitely noticed there was more competition. Everyone was watching you. So how did you move through that challenge? Really had to pay attention to what I wanted. And I took inventory. Okay, what is it that I really want? Was ready for a management level position. Had to take inventory and brainstorm. what I wanted, where I wanted to work, what my expectations were, the environment. I like more quiet environments. happened next? Let's start with how did you get this role that you're in now? You've just recently got job offer. Yes. Yes. So first of all, I started really listening and looking in, like watching you, like has helped me so much because I started learning and looking into beliefs. and values and really what my beliefs are about myself. And I'm just like, oh my gosh, I have so much work to do. It's like, not worth my time. Well, you just done more than you think. Yes, but it's never over. For me, I feel like it's really easy. If I reach a goal, I'll get imposter syndrome. Yeah. you can't, and you can't have that. I mentioned in the other call that I was really nervous when I spoke to my manager and that's not going to work. I have to believe in my abilities and what I bring to the table. And if I'm just there sitting frozen and nervous, how am I going to learn this job? You have worked through some of those beliefs in order to get the job. Yeah. Tell us what you worked through to get to where you are. And now you're at the next level, working through the next level of beliefs. What did I do is that I took inventory and listened to myself to

what it is that I really wanted and an opportunity. We talk about a lot is the value that you bring. thought, okay, what value have I brought? How can I bring that to an interview and present that during the interview and let them know what solutions I have for them and find out what their pain points are and let them know that, Hey, I've done that before and I can do that for you. Taking inventory of that. And then I knew that I wanted a remote opportunity for personal reasons. have kids and it works out so much better for my schedule. going through what I want. What is it that I want? What environment do I want to work in? You can't pick the people that you work with, but you meet them during the interview and you can get a sense of who you'll be working with. That was the huge thing for me. you got this new opportunity. If there was one thing you could attribute getting that opportunity, was there one thing you did in the interview or how you felt or anything that you could say that helped you to do that? You took inventory of your value. then that's one core thing I teach in the program is the value creation, value communication. You did that part and then how you showed up in the interview because of that. Yeah, definitely that. But you just said, and then learning to, as weird as it sounds, be myself. When you're being interviewed, the interviewer can really tell you use the word all the time. What is the word? If you're congruent or not. If you're congruent, right. Right. So being congruent, I definitely studied those things and made sure that I brought that to the table during the interview. Those are two important factors, keeping people interviewing and not landing the job, but you were able to go forward with them and find the success. So tell us about your new role and what you're excited about. My new role is an accounting manager for a fund management accounting. What are you excited about? Obviously it lines up with what you wanted. It's remote. I'm excited about learning about venture capital. I like to continually learn. I don't like to do the same thing over and over again, even though accounting does have a lot of that. It definitely depends on the industry that you're working in. And I think this is a very cool industry. Again, learning about venture capital and private equity and bringing my background of accounting and merging those two. I'm excited to do that. Is it a new field for you or a new... It is. New industry. Yeah. Amazing. New industry altogether. Wow. The salary from this role, is it in the six figure range? It is. Would you say this is a high quality environment as far as when you did negotiate or were they happy to pay you what you were asking? Yeah. They had a salary range and they gave me on the highest end of that range. So I just thought that was, yeah, I thought that was... you feel negotiated? Did you push to get that or do you feel like it was easy? I didn't have to negotiate at all. They had a budget. I could have asked for, I think, me in the past. Sometimes I ask for too much. Well, that's actually a really good problem to have. And I'm so proud of you because that's the opposite problem of what most people have. I mean, what do you have to lose? All they're going to say is no. Yeah, exactly. Oh, Sarjan, I'm so glad you're sharing this because it's so inspiring. The biggest thing that I look for is when I ask clients this, I'm like, did you have to negotiate? Was it hard to get the money you wanted? Sometimes it is a bit of a back and forth. But when there's an answer like yours and you're like, well, no, I didn't really have to, it's because you did such a good job in the interview. You presented that value so clearly that they were like, oh, this person is obviously worth this and it's not a question. So that's something to highlight and something that... Other clients of mine have also said and they were like, yeah, I was surprised I got the offer and I was like, oh my god, it's because they did such a good job of this. Yeah, I mean, I figure I figured it was natural seemed like a very natural conversation. Natural progression from the whole process. So how has this

affected other areas of your life? I can tell you. A lot of it had to do with listening to you. with beliefs and beliefs about yourself and your values and your worth and all these things. It's not just your job. If you're not performing at a certain level in one area of your life, it really crosses over into every area of your life. Your story really resonates with me and it's actually very inspiring and I learned a lot. I think the job, the just really working on myself because working on yourself is the whole belief thing. has propelled all of this, has brought me to this place of, yeah, I want to earn $300,000, but I'll get there. So that goes the same with, I want to work for a company that values me. It's like in every area of my life. And if it's not a right fit, it's okay. You work through it until you find the right environment. That's amazing. So many big, good things happening for you. would you say you feel like you could do now that you couldn't do before? that I couldn't do before. With your new beliefs about yourself and you. So many things. I definitely feel like I'm a lot less anxious, a lot less anxious. I've just been working on myself a lot. So you're a lot less anxious. How long have you been in your new job now? It's very new, a couple of weeks. Okay. And from the couple of weeks, what have you noticed about the environment? It's a big company, but it's a warm environment. So the people I work with, everyone seems very friendly. Everyone's willing to help you out and kind of show you my manager. He's really been taking the time to show me. have to work through thinking that, okay, is this person really trying to help me? Or are you trying to like, my previous position, it was just like, I like there was a lot of games and politics. This is where you need to trust again. It's like, my dad would say. You want to trust people until they give you a reason not to. Then when they give you a reason not to, then you can look at that reason. But until they don't give you that reason, then everyone deserves a clean slate. And that's how I operate, which I think is fair to both me and to them. Yeah. No, that makes total sense. So yeah, understandable because we've all been burned before and we all want to make sure we're not getting into the same situations. But I think that with what you said earlier, you have... done a lot of work on yourself. You've gone, you've looked at what you wanted, you've analyzed why you ended up in a situation you didn't want to be in. You've done all those things right. Now it's okay to receive this great thing that happened. It's okay to believe that this is what it is. great thing is when you do that value work, that inventory of your value, and you really get strong and situated in that, it doesn't matter what happens because you'll always be able to offer that. And there'll always be somebody who needs that. Certainty comes from within you. Amazing. What would you say to somebody who is in a situation right now? Maybe they're in a job where you were, where things aren't lining up and they're not feeling like that's the place or they're looking for work. What would you, what advice would you have for them? ah I would definitely tell them to em listen to Natalie. That's great. That's awesome.