

Ep #10: How Even the Simple Decisions Can Change Your Life



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Lindsey Mango

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Hi girl, welcome to *Soul CEO*; a podcast for women who know they're destined for more. I'm Lindsey Mango and I'm going to show you that you can have it all and teach you how to get it by becoming the CEO of your soul, life, and business. Let's get started.

Hello, hello, hello. How are you guys? I'm so excited to be here and I am so excited about today's topic. But first, I just want to tell you guys how much I appreciate you guys tagging me in your Facebook posts and tagging me in your Instagram stories when you are listening to the podcast. I love it so much, it seriously makes my day when I see that. So keep it up, I love it. Thank you.

And I just want to tell you guys, if you have a topic that you want to hear, send me a message. Let me know. And I know at the end of this podcast I always talk about how you guys can enter to win a free coaching session to be recorded on these episodes, so you can also qualify to do that. But if you have a specific topic you want to hear, send it on over.

I will tell you that I have a notes page in my phone that probably has 50 topics because every single time I get inspired and I come up with an idea I put it in my list. So I have a quite large list and I have so much I want to share with you guys, but I always love to hear what you all want to learn about and what you want to hear because this is for you guys.

So I am super excited about today's topic and I feel like I say that every time because I love teaching on all of these things. But I posted something today that I thought was so powerful and it really has been something that I deeply think about all the time. So what I posted on my Instagram story and I'm going to post it at some point on my business page is that every single decision we make is either building evidence to support love or fear.

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I love it so much because this is a thought that I just had and I'm sure it's been said before, but it's something that I just like, thought of and I realized how much that means, right? Like, I realized that while we think about the big decisions we make in business and in life and how they can come from love or fear, and I'm going to get into love and fear also on this episode a little bit, but it makes you think about the weight of every single decision you make. Like, every single one. Even little ones, and how important they are.

Because think about it. If every single one is building evidence to support one of these two areas, one of these two places you can make decisions from, then they all carry a lot of weight. And so the thing is when people ask me about what I do as a coach, the basic understanding or the basic explanation that I give them is that my job is to help people change the way they process and make decisions.

Because the reality is how we currently process and make decisions is what creates our current results, and when I say decisions, I mean little decisions we make every day, big decisions we make, how we process our emotions, how we do things, all of it. There's a process our brain goes through when something happens or when we go to take an action. And it's my job to help people change that because if you want a different result, you have to change the way you're making decisions.

And this is exactly why I have a coach because sometimes it's hard to see how our brain is processing decisions. We don't know what's happening and that is why I am a student and a coach and have my own coach because I don't always see where those decisions are coming from and if I want different results because I'm always growing and I'm always wanting to up level, I need to change the way I'm doing things in different ways.

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So I think that's also really powerful to realize that our current results are coming from our current process of decision-making. And if you want to change your results, you have to change the way you're doing things. And this is where fear and love really come in. So every single decision we make comes from a place of fear or love. And it's so powerful when you really start to deeply understand this because you see how it really generates the results that you get in your life and what can happen when you start making decisions from a place of love or abundance.

So let me explain why we make decisions out of fear, what it looks like to make decisions out of love and abundance, and what it means to carry the weight of the fact that every decision is supporting one or the other.

So I'm going to go back to like, the caveman days, explain fear. So our brains, while the world has evolved and while we have evolved as human beings in a major way, the way our brain works hasn't evolved all the much. So when we go back to the caveman days, fear served a very, very important purpose. And its purpose was to literally keep us alive.

So think about it. We're hunting and gathering and I know I'm going to listen to this episode and crack up at my examples because I always use just hilarious examples. But I want you to think back to like, we're hunting and gathering and we're out in the woods, right? And a bear jumps out of the forest and our brains signals fear and our body goes into fight or flight mode and it makes a decision in that moment to protect ourselves from impending death.

And that is the purpose of fear in our brain, it's to protect us. It's to keep us safe. And it's there to keep us alive, right? But what's happened is over time we have evolved and we don't have to think about impending death on a daily basis, right? Or at least I hope you don't have to. And we're so lucky

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and fortunate that that's not something every single time we set foot outside our door that we're thinking about death.

But what's happened is our brain still tries to process things the same way. So when fear comes up, it's trying to keep us safe and now it's not really keeping us safe from death but I like to think of it trying to keep us safe from social death. Or emotional death, or whatever it is that's just trying to keep us in our comfort zone.

So it does serve a purpose and there are times where fear is important because if it's actually trying to keep you from a life or death situation, like, it serves a very powerful purpose. But the rest of the time it kind of keeps us from living our most amazing lives because think about it. Think about all the things that you fear taking action on. If you could just do those things you would probably start to generate the life or the results that you want, or maybe you've already started doing that but maybe there's another step that you fear.

And so really its purpose is to keep us safe. And for me, just by understanding that I don't have to worry about life and death really anymore, unless that something crazy happens and I do, I know the importance of fear, but understanding my fear and understanding where it comes from and the purpose of it helped me see it in a much different way and helped me give it a lot less power because I was like, "Oh, my brain is just trying to protect me and I can remind myself that I'm not actually doing to die in this situation when I post this selfie on social media."

So that's the purpose of fear. Now, love is kind of our like, foundational truth as human beings, and it's the place that I feel like we're always trying to return to. But I think if we let fear overtake our decision-making process and because it's easier and I think that unless we're aware of it, typically most people make their decision from that place, then we lose sight of love

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and we lose sight of how to make decisions from the place that we really want.

And when I say love I'm talking love, abundance, and all the things that go along with that. So when I think about these two places and these two thought processes, I realized that fear will only keep us stuck, and that choosing from love and abundance gives us the opportunity to fail, yes, but also gives us the opportunity to fly and do amazing things.

Like, I always ask in my masterminds and my clients, like, okay, if you keep making decisions out of fear, what's going to happen? They're always like, "Well, I'm definitely going to stay stuck," or, "I'm definitely not going to take the action that I really want." And then the other side if okay, if you take the action from love or abundance, what will happen? It's like, well, I could fail, something bad could happen but I at least have the opportunity that something amazing could happen.

And that's when I go into the coaching of like, let's think about what's possible because I can tell you guys, if I thought about what could go wrong when I launched my business and started growing it and when I left my corporate job, I would probably still be at my corporate job afraid because it's scary, right? Things can go wrong, it's going to happen, but I like to think about what's possible and that puts my faith and love and abundance, and I really think love and abundance is like, a muscle. You have to make decisions from it in the physical world, like I talked about last week about active action.

You have to take active action to build that muscle of abundance and love. And that's how you create a different result, and you might fail but then you get to learn and then you get to do it again and make decisions from love or abundance or fear. And that is what changed my life was when I really started making all of my decisions from love and abundance.

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And it can be scary but that's why I have a coach and that's why I do this work and that's why my mindset is so important because again, what I said at the beginning of this is every decision builds evidence to support love or fear.

So I'm even thinking of like, small decisions, like going to the gym or not. Like, am I choosing to do that out of a place of love or fear? Or you know, getting my hair done, am I choosing to do that from a place of abundance or fear? And I know that sounds so small but I am very aware of the fact that every decision does that. And so I am constantly pushing myself to make decisions from that loving place, whatever they are.

That's the thing. A lot of people come to me and they want to know answers, they want to know, okay, tell me what I should do. And the thing is that there's not always a right answer. In fact, there probably isn't most of the time. What's most important and what I always ask is what would you do if you were choosing out of love and abundance and what would you do if you were choosing out of fear. And that will automatically give you your guide to your dream life or staying stuck and in your comfort zone.

So with all of that being said, I think it's so cool to think about how every single day we have an opportunity to build evidence in the belief system and the thought process that we want to have. You are given that opportunity to become the person and the woman and the business owner and the wife and the girlfriend and all the things, the friend, whatever it is, every single day in every single moment.

I think that's so cool because you can change everything so quickly by changing the way you're making decisions. And that is so, so powerful. So what I want you guys to do is I want you to think about in your current life if you were to make a decision from love or abundance, if you knew there was an endless amount of love, if you knew that there were clients coming,

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there was money coming, there was opportunity coming, whatever it was, what decisions would you make? And if you were to make your decisions out of fear, what decisions would you make?

And that's going to give you a really good guide on how you're taking action right now. And then I want to challenge you to be very aware of the fact that even the small decisions are building that evidence. And I don't want you to get overwhelmed like there's sometimes I'm not thinking about the fact that you know, maybe decision whether to eat a turkey sandwich or a tuna sandwich is out of love or fear or abundance or lack, but I think what's important is to recognize that you'll start working on the big decisions and then over time you'll start to see how the small ones also matter, or the ones that kind of hit your awareness and you realize like, "Oh gosh, this decision to go to the gym or not even is out of love or fear," and making the one that supports the person that you want to be.

So just to kind of give you guys a quick idea or example of where you know, maybe the decision nor the right answer isn't anything other than the way you're making the decision. So let's just say for example I wake up and I'm totally sick. I have like, the flu. And I committed to going to the gym and getting healthy and you know, whatever it is, and in that moment, I have a decision to make. Am I making this out of love or fear, right?

If I'm puking my brains out and I'm totally sick, going to the gym would probably be out of fear that I wouldn't get the results that I wanted or lack that I don't have enough time or days to get to the goal that I'm trying to get to, right? Making a decision out of love would be I really need to take care of myself right now. I really need to stay home, I really need to bathe. Like, it's not a good idea to go to the gym when I have the flu or I'm sick, right?

Like, let's just take the same decision now, let's just say it's a regular day and I come home from a couple meetings and I'm tired and I committed to

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going to the gym and I think about, okay, I want to go to the gym but you know, I'm tired and I don't want to. So going to the gym in that situation would be coming from love because I love my body and I believe that it's going to give me the result that I want, it makes me feel good, it's coming from a place of love versus lack, which would be lack of energy, lack of time, to stay home and not go to the gym.

So you see like, the situation might be the same but the way you make the decision is the most important piece. So just to give you guys a quick example because sometimes I think it can get a little tricky and I want you to be super clear on what that means and what that looks like. So this is something that I think is so powerful because I want you to see that all the little decisions that you make every single day are making an impact on your life and are making an impact on the results that you get.

And I think sometimes we think like, "I'm going to take the day off and I'm just not," and what I mean by that is not, like, that it's not okay to not rest. Totally okay to take the day off but what I mean by that is, let me take the day off of this decision-making process and you know, try to go after my dream life and just stop doing these things. And I want to tell you that that could be the day that changed your life if you started making decision or if you did make decision from the place that you wanted.

And I want to tell you that you can drastically shift your life in a very short period of time by changing these decisions. Like, if you spent an entire week making decisions only out of love and abundance, I think things would dramatically change. like, your vibe, your energy, how you were showing up would change enormously, and I think you would get some results that would change in a really big way.

So every decision matters when you are trying to create the life of your dreams. So are you making decisions out of love and abundance or are

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you making them out of fear and lack? And how can you create a space where you make more out of love and abundance? Maybe you don't start making all of them out of love and abundance but maybe you start taking baby steps to do that because that is where your life will change.

That is where my life changed, that's where I teach all of my clients about making decisions and that's where even committing to coaching or committing to any sort of investment in yourself or you know, committing to taking some sort of action from a place of love and abundance can create such a massive shift in people's lives because instead of giving into the fear, they're trusting abundance and love and they're making a decision from that place. And that decision alone can shift everything.

So I love you guys, I can't wait to hear your feedback on this one. And don't forget, every decision you are making is creating evidence to support either love or fear, and that evidence and that support will change your life. So choose wisely, my friends. So I hope you guys have a wonderful day and I will talk to you guys next week.

Thank you so much for joining me for today's episode of *Soul CEO*. If you want to go even deeper into how to create a vision of the life you really want, how to become the woman in that vision and how to deal with the roadblocks we all face along the way, head over to lindseymangocoaching.com to get your free training of my High-Vibe Formula.