

Ep 15: Are You Actually Open for Business?



Full Episode Transcript

With Your Host

Lindsey Mango

[Soul CEO](#) with Lindsey Mango

Ep 15: Are You Actually Open for Business?

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, how are you all? I love you girls, and maybe guys. Like, it just occurred to me, maybe I have some guys listening. Who knows? I think all of this work could help them too. I guess a Soul CEO doesn't have to just be a lady.

But anyway, I hope you guys are having the most beautiful, wonderful day. I am so pumped to talk to you ladies and men today on this Wednesday morning if you're listening to this when it goes live.

So I want to talk about business and I want to talk about whether you are energetically available for your clients or not. So I've told this story a little bit, but I started my business in network marketing a long time ago. I guess - maybe it wasn't that long ago. Maybe two or three years ago. I started in network marketing and that's - it was a fitness business, and that's how I started growing my brand and learned a lot about myself and learned a lot about growing a brand, and so my focus was fitness.

And through that, I had hired a coach and as I grew, I really started to realize that was what I was super deeply passionate about. And so through that, I started to transition what I was saying to my audience and sharing all the nuggets and all the transformations that I was getting through this work.

And what's so crazy is I was kind of in limbo deciding like, you know, I had invested so much time and a lot of people in my network marketing business and I really like, was deeply passionate about it at first, but over time as I started to realize it wasn't what I wanted to do, kind of lost that.

Ep 15: Are You Actually Open for Business?

And so I had some fear involved with leaving that and closing that door and taking a step into the coaching world. And what's so crazy is when I started to become energetically available to coaching, and what I mean by that was when I was open to the fact that like, that was really what my soul was asking me to do, the day that I like, decided to become a coach, I remember specifically because I hired my coach for even more support and time because I knew I would need it if I was going to be coaching other people, I signed my first client.

So I joke that like, the day my coaching business doors opened was the day I signed my first client. And some of you guys are probably like, "Oh god, that's so simple, that's so easy," but here's what it is, is I built a brand for probably a year and built a lot of trust with my following and built a lot of really strong relationships.

And so this is kind of what we're going to talk about today is energetically being open for clients and being open to work with people and how to make sure that you are in whatever business you're in or whatever business you want to start. Because I got to see what happened when I was fully open and believed I was fully capable of helping people and that's what I really wanted to do, that it attracted a client right away.

So I find so often with people who have businesses, they are very worried about sharing it and pitching or "selling" - that has such a dirty, negative connotation -to their audience, and so sometimes I find that they really aren't open for business, that they really aren't energetically available for clients or for people to join their network marketing team or join their business or become a business partner, whatever it is.

And so I was actually having this conversation with one of my clients, and we were talking about - she came up with this great analogy about how it's like is your business - if you were to think about your business because a lot of you guys I know have online businesses or want to have some sort of

Ep 15: Are You Actually Open for Business?

service based business, we're talking about if you drove by a store and the blinds were closed and the sign wasn't lit up and you know, the lights were off, you would believe that they were closed for business.

And versus if you drove by a business and the lights were on and people were inside and the blinds were open and the sign was lit up, all of that, you would know that the business was open for business and that you could stop in there if you wanted to, right? If it was the place that you wanted to go to.

So we were talking about that and how energetically you can be like, the closed business, or you can be like the open business. And a lot of times people don't know that they are acting as the closed business because they think they want clients, they think they're ready but then they have all these fears and all these doubts about taking on clients and putting it out to the world and offering their services.

So they think they're like, dabbling in their business and they think that they're open for business, that they want to get clients and then they base their results of maybe not getting clients or getting minimal clients on that, when really, they're not open for business. They're not energetically available for clients and for people.

So how do you know if you're actually open for business? So first of all, when you think about getting a client or a person to join your team or join your business or buy a product or service from you, do you know exactly what you're going to do with them? Do you know what's going to happen next and how do we feel about the service or the product that they're going to be getting?

That's a huge piece of it, right? Because I talk about this a lot, but in order to create the results you want in your life, it's not about waiting for the circumstance to change. It's about becoming her now, right? So the

Ep 15: Are You Actually Open for Business?

business owner who has clients, who has people buying their product or service knows exactly what she'll do, right?

There's totally going to be a learning curve with it, there might be pieces of it. But if energetically you feel fear and you think like, "I don't even know what I would do with them, how am I going to coach them? How am I going to help them? How am I going to help them be successful? How am I going to get them their product?" or whatever it is, then you're energetically like, totally closed off.

You're not available because you're not ready for them. You don't know what you're going to do with them and that is also coming from the belief in your product or service, right? Like, if you don't know what you're going to do with them, if you don't know the impact you're going to make on them, then of course you're energetically like, not available for them.

Like, their vibration has to align with your vibration. And if your vibe is showing up as like, I'm not ready, I don't know if I'm good enough, I'm not really confident in what I'm offering, like, your vibe is not going to align with somebody who's like, yes, I'm ready to take that next step, I'm ready to jump into this, I'm ready to hire somebody or I'm ready to buy this product or service and change my life.

Like, that's not going to line up. So a huge part of what being open for business really means is being energetically in a place where you know that your product or service is going to make a huge impact. When you deeply know that. And that can be really hard at first before you've ever even signed a client, right? Because you don't have any of that evidence yet.

But your work is looking for that evidence. See how your product or service has changed your own life and how you're going to provide that same kind of support or product for the people that are going to be buying it. Envision

Ep 15: Are You Actually Open for Business?

what that ideal person is going to get from you and how you're going to support them, and how you're going to do the very best you possibly can to get them and give them exactly what they need, right?

So I want you guys to think about if you have a business or if you're thinking about starting a business, when I tell you like, tomorrow, five clients are going to show up and enroll with you, what immediately happens?

Is it total fear? Is it excitement, like, yes, I'm so pumped, I'm ready for them, I'm available to them, I know exactly what I'm going to do with them? And that is going to tell you whether you are open for business, whether the lights are on and the blinds are open, or whether they are closed and the lights are off.

And that's the thing is that you may think that you're posting or whatever you're sharing on social media that you are open, but if you are in that type of energy, if your fear is greater than being in that place of like, I'm energetically ready, I know I can help these people, I know my work is impactful to them, then that's what's going to win.

Now, it doesn't mean that there's not going to be a little bit of fear, right? Like, when I signed my first client like, I totally had some fear. And I had to work through it and that's just a part of growing and up leveling to new places. But you really have you ask yourself if you're available for it or if not.

If your fear comes up like so massively when you envision people signing up with you or hiring you or buying your product or service, then you're most likely not energetically available for them.

Ep 15: Are You Actually Open for Business?

So then your next piece is working on seeing why that's happening. Do you not believe in what you're providing them? How can you work in your confidence in that, right? Like I said, go back to the evidence you've created, right? Maybe conversations you've had with people, maybe how it's changed your life knowing that it can do the same for your ideal people.

Knowing like, where am I going to put them? Am I going to have time for them? That's another huge piece of why people won't be energetically available for more business or more clients is if you feel stressed and crazy busy and feel like you're constantly having the thought, "I don't have enough time in my day to do all the things I'm going to do," are you energetically available to take on more clients? Are you energetically available to give more time and value to the people that are going to hire you?

No. Not at all. Like, you're energetically saying like, I'm at max capacity. So that's another huge piece is are you creating space for them? Do you know when you'll talk to them? Do you know when you'll work with them? Do you know how you will service them, right?

And a lot of times we think we don't have enough time but when you do sign clients and when you do create things that are amazing and connected to your heart and your soul, they give you energy by doing them.

So you have to be energetically available. You have to be open for business. You have to know that your product or service is going to impact them. And it's going to take work. It's going to take mental work that every time your mind says like, "I don't know, I don't know if I'm good enough, I don't know if they're going to get the impact or the transformation that I want them to," you have to go back to how can I look for evidence that does exist that I know I can impact them. How can I focus on the fact that the people I do attract, I believe that I can really, really, deeply help.

Ep 15: Are You Actually Open for Business?

And I want to ask you guys, if I were to tell you, or if I were to have you envision what it would look like for you to be 100% ready and energetically available for your client, what would you feel? What would you believe about your product or service? What would you know about what would happen next? And how can you create all of those things right now?

Because that's the only way you're going to be open for it, that's the only way your vibe is going to attract that person is if you feel that way, if you're open for their business.

So I thought this was so profound and so brilliant because I realized how many people think that they're trying but they've got like, one foot in and they base whether they're successful or whether they are failing on the results that they're getting, but they're not actually even open for business at all.

So they're basing their results off of being halfway in and out, and they're not even energetically open, like, their open sign is turned off, their lights are down, their blinds are closed, and so they're basing their success on that, on this type of storefront, right?

And so they're not even available, and so now they're making it mean something about them and their success and what they're capable of doing when in reality, they're not even open for business yet. They're not even energetically available.

So you can't base your success or failure on that, right? A store couldn't say, "Oh my gosh, we failed," when they didn't turn on the open sign, right? They'd be like, "Oh, well we didn't even fully try. We didn't even fully step in. People didn't even know that we were here or ready for their business."

Ep 15: Are You Actually Open for Business?

And that is what you guys have to do, especially - it feels different because it's not maybe a storefront. Like, I know a lot of you guys listening are service-based businesses, and that you're like, "Okay, well turning lights on and off, yeah, that's easy to tell if you're in business or not," but going back to what I asked earlier and seeing like, what does it look like for me to energetically be available for clients, to know that they're coming, to know that I'm going to make an impact or make their time worthwhile when they hire me, or buy my product.

And that's what's going to create it. So don't base your success or failure on the fact that you are or not getting clients, especially if you've been closed for business. If you've been energetically unavailable, that's the main reason. You have to get yourself in the energy that you would be in if you knew the clients were coming, and that's the most important piece.

And even if you are failing, if you feel like you're open for business, go back to the drawing board. Ask yourself like, where might I not be available for business? Where are my fears getting in the way? Where do I possibly believe that I'm not worthy of having people pay me for my value or my service? Because that is going to definitely sabotage you and keep you from being open for business.

So I want you to ask yourself, "Am I energetically open for business? If five people - if 10 people were to ask me today that they wanted to hire me or sign up with me, how would I feel? What thoughts come up?" And if they're negative, if they're fearful, if they are overwhelmingly like, I don't know how I'd feel about accepting their money, your work starts there. You're not even open for business yet.

And if you feel like you're open, you have to ask yourself, "If I already had clients, if I already was open for business, what things would I be feeling? What space would I be creating? What things would I be preparing for?"

Ep 15: Are You Actually Open for Business?

And see what things come up there in order to create the vibe to attract them.

So I hope this helped. I thought it was so brilliant because I realized that's why I signed the client the first day that I decided I wanted to be a coach. It was because one, I'd built a following, I'd built trust within my audience for a long time, but two, I energetically became available for the client. And that's what's going to dictate your success. So are you available? Are you open for business? And if not, figure out what's keeping you from that.

Alright, I love you guys. I could go on and on about this. I'm like, oh, but they're all going to be like, "Well, I don't think I'm open for business and how do I do that?" Right? This is where your thought work comes in. I'm immediately like, oh my god, I got to coach them, I need to help them through. I need to help them through.

And I will. I'll continue to give you guys more content, but I gave you some tools, I gave you some opportunities to journal and write down these things and ask yourself like, how would I find evidence of this, and that's what's really going to do it for you.

So I love you guys, I hope you have the most amazing day. Turn your lights on, open your blinds, turn your sign on, make it massive and fluorescent, let the world know you're open for business because people need you to do your work in the world. People want to buy from you. Like, you selling what you have to offer is of the highest service for the people who want to buy from you.

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

Ep 15: Are You Actually Open for Business?

lindseymangocoaching.com/high-vibe-formula to get your free training of my High-Vibe Formula.