

## Ep #32: How to Believe



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With Your Host

**Lindsey Mango**

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## Ep #32: How to Believe

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 guys? I hope you are having the most beautiful day, morning, week, whenever you're listening to this. This will be coming out on a Wednesday so hopefully you're having a great hump day.

I am about to leave for New York City with my fiancé and we are super excited, but by the time you guys hear this we will be back already. Otherwise I'd probably ask you guys to message me your recommendations. Although I asked Facebook world and I got tons of great ideas, so we are really excited. I've been but Chris has never been, my fiancé, to the Big Apple, so are pumped to go.

Anyway, I am so excited about today's topic. It's something that I'm constantly talking about on social media, that I'm constantly teaching my clients, and I'm always doing deep work within myself on this. And what I want to talk to you guys today about is belief and believing, and how powerful that really is.

At the end of the day, if you have 100% belief, everything else is simple after that. But typically, the reason why we don't get what we desire in our lives and we don't take the action that we need to and want to take is because of the lack of belief.

So I'm going to talk to you guys today about what that looks like and how to work on building that belief and what to do when you're not believing and what that actually looks like. Because something that I tell my clients and the Facebook world and the Instagram world through my content is that when you have belief, that's really all that you need, and that everything after that is simple.

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So what do I actually mean by that? Because I think sometimes people get very confused on what that actually means. They're like, so what does that mean? You just believe in your goal or what you're trying to do and just like, wish it into existence and hope and all of that?

But that's not at all what I mean. Because the thing is that when you're in belief, that drives your action. Yes, you have to take action, of course, to create results. But the action you take and where it's coming from and the amount of belief it's coming from is what is really important. So what does belief actually look like?

Well, I can tell you guys what not believing looks like first. Not believing looks like waiting for a sign to believe. So just for example, a lot of you guys have businesses, let's just say you launch something or you put something out into the world and you're like, frantic and you're nervous and you're like, oh my gosh, it's not happening, but then you get a sale. And then you start believing, right? And you're like, oh my gosh, this might be happening.

Trust me, I've totally been there too. But the reality is that as I've done deeper work on this, I've realized that that's not believing at all because believing is kind of like faith. So those of you guys who are religious, like, faith is believing when you don't see it, right? When you don't know, when you don't have evidence, when everything in the world tells you that like, this potentially could not be true or all these bad things happen and still holding faith and still believing.

That's what belief is. So waiting until you have a sign, waiting until it's comfortable, waiting until you have evidence in order to believe is not belief. And yes, that can be a part of the process of building it. I'm not saying it's a bad thing, but I just realized this week that so many of us want to wait until something's comfortable, want to wait until our financial situation is comfortable or until we sign that next client before we take that

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leap and believe. And again, that's just not belief at all. That's doubt until you have a reason not to doubt anymore.

So why is belief so important? I truly want you guys to like, sit with this question. If you knew 100% that you were going to get whatever result you guys want, you're listening to this podcast for a reason. Maybe it's a business vision, maybe it's a relationship vision for yourself, maybe it's just like, some vision you have for your life. Anything. I want you guys to think if you knew 100% without a single ounce of doubt that that was going to happen, how would you feel? What actions would you take? How would you show up? What would you do when you failed?

The answer to all of those things is the power of belief. And I think that's where people get it confused or get it wrong is they're like, so what do I do? I just believe and like, hope for the results to come? No. Believing means that even when something goes wrong, even when you fail, even when everything in life tries to tell you that what you want isn't true or isn't possible, you still build the belief anyway.

And the way that you actually strengthen your belief is not in moments when you have evidence and you think things are going to happen. It's when you don't think they're going to happen that you still believe, that you still strengthen that muscle. And that is why belief is so important.

And that's why when I teach my clients and talk to the world, the universe, whatever, the people who are listening to me, I always go back to our thinking. I always go back to our level of belief because that is going to drive everything thereafter.

Like, when I believe 100% that something's happening, I'm going to take massive action. If something fails, I'm going to try something else. If this thing doesn't work then I'm going to try something else, right? I'm going to keep looking and I'm going to keep going until I get there. And that's where

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so many people get off track and that's where they get confused is when they lack belief, they try to fix it by taking a different action and saying well, this must be wrong or this must be wrong or this feels scary and so I'm not going to do it.

And that's not the answer. That's not how you build belief. You build belief by showing up and going all in even when it looks like you're not going to get what you want. You build belief by the moments of doubt and working on believing anyway. And you build belief by not just trying to plug in a new action to change your result but by tapping into what you would do from a place of belief.

That's why belief is important. I really want you guys to deeply think about that. That's something that I ask all of my clients, that I ask all the people who are on the fence of jumping into something and investing in themselves or going all in is if you knew you would get the result 100%, would you do it? The answer is always of course they would.

So the reason why you don't do stuff, the reason why you don't invest, the reason why you don't take the leap or go all in because you have a fear that it's not going to happen, and that fear that it's not going to happen, if you make decisions from that, that will create your result or lack of results.

So how do you build belief? The thing is that every single action that you take, it's important to look at where is this coming from. Is this coming from a place of 100% belief? If it's not, your work is to go back to the belief and ask yourself, what would I have to think in order to believe? What would help me believe? What's keeping me from believing and proving all of that wrong? That's how you work on belief. That's how you work on trust.

And the thing is that you can not believe and believe at the same time, and what's important is that the actions that you take to solidify that belief. So I don't tell people like, I don't wake up every day and just 1000% believe that

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what I'm doing is going to happen. I have to work at it. When I launch something and I have fear, oh my gosh, what if people aren't going to enroll, what if they do, right? This isn't just like something you have forever. It's something that you constantly work on.

But it's my job to go back to that and it's my job to help my clients go back to that, right? So whatever's keeping you from believing is keeping you disconnected from taking the actions that are aligned from it. So I can say okay, I'm worried, I'm afraid I'm not going to get the result that I want, I need to do a Facebook live, I need to promote more things, I need to do all these things.

Now, those actions are coming from a lack of belief, which will create a lack of results. Or I can ask myself, okay, if I believe this was happening 100%, what would I be thinking, what would I be feeling? Then what would I do from there?

Now, the actions that you take will solidify which line of thinking and which belief you have, and that's what's important. And it's like you build your strength in that. So I'll never forget the first investment I made in myself and in my business was so important because - not actually but yes, the investment was powerful and making myself a priority was powerful.

But what was most powerful was that the decision was made from if I knew I was going to get the result that I wanted, would I do this? The answer was yes and even though I was scared and even though part of me lacked belief, I took that action. And then that muscle grew a little bit stronger and then I kept doing it over and over and over again until that muscle became so strong that I just believed. And people could feel it.

People can feel your certainty and your belief. It's what draws people in, it's what magnetizes you. It's what creates certainty. People can feel it. It's why when I talk to people from three years ago before I ever found this success

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and got to this level in my life and business, people back then just knew I was going to be successful. They knew I was going to get here because I knew it.

And the only way to build that muscle is to come from that 100% belief and take the actions like it. So you might lack belief, that's okay. Nothing's gone wrong. But you have to constantly be asking yourself that question, if I did believe, what would I be thinking, what would I be feeling, what actions would I be taking, and that's how you build the muscle.

I've done a Facebook live about this and I've probably talked about it on here but you don't build muscles, actual physical muscles by waiting to go to the gym, right? You build muscles by being weak and then going into the gym and lifting muscles and lifting weights and then breaking down your muscles, which can be painful, and then they get stronger.

So yes, you might be worried that you're not going to build the muscle, yes, it potentially might not happen, but the action of going to the gym to build the muscle is coming from a place of like, I'm willing to break it down and believe to create this. And yes, it has to be backed with action. You can't just sit at home and believe that you're going to grow muscles from nowhere.

You have to look at what you would do if you believed it was going to be happening. That is the power of belief. It always comes back to that. When you believe, the how isn't confusing. When you believe, the action isn't confusing. That's the thing that so many people get caught up in is they want to know exactly what to do to get to where they're going.

And the reason why I don't just - sometimes I tell people what worked for me and what didn't work for me and what appeals to people and all of those things, but it's important, I always ask, is this coming from - do you believe the result is going to come? What would you do if you did believe? I

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ask that because of the power of it. If I just give you a Band-Aid to put over your lack of belief, you're not actually doing the work and then it will show up again.

It's why I've never hired someone to tell me what to do. Because I always knew it came back to me. I always knew that if I believed, I would know what to do. I would know what to try next. And yes, it's a part of my job to say like, hey, this is what I've done, this is what does work, this is what didn't work for me, but it's also not my job to tell people the right way of doing it.

That is why I teach what I teach. It's why I teach the way I teach because I'm not in the business of believing that I'm the only one that has the right answer. I'm in the business of having you create ideas and your path born from within, from a place of belief. That's the power of belief. That is the power of doing this work.

So I have to ask you guys, today and every day, if you believed 100% you were going to get the result that you wanted, what would you do today? What would you think today? What would you feel today? And your work is to go do that.

I love you guys, I'm so excited to get your feedback on this. Share this on your story if you love it, on your Instagram story. I love sharing the posts that you guys make about it and I hope you guys have a beautiful week. I'll talk to you guys soon. Bye.

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/high-vibe-formula](https://lindseymangocoaching.com/high-vibe-formula) to get your free training of my High-Vibe Formula.

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