

Ep #34: How to Get Results



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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, how are you guys? I'm so excited to be here. I feel like I'm out of breath honestly, because I just had this major breakthrough and transformation and I was just intensely telling Chris about it and I'm super passionate and super excited and just was like, oh my gosh, I have to share this with you guys.

And I'm probably going to - I have a mastermind call in literally like, 20 minutes and I'm probably just going to totally unhinge what I was planning on teaching and teach this because it is like, so insanely powerful. So I'm super excited to talk to you guys today about this.

So I'm just going to dive right in. I realized something that happens with a lot of my clients and even with myself is that they show up for themselves and for their businesses when they feel like people are showing up for them or when they feel like they're getting the result that they want.

So let me give you guys an example of this. Let's say Facebook Lives, let's say you want to do a Facebook Live about something in your business and you're super excited about it and passionate and then you get on and there's like, one person on and maybe they keep hopping on and off or something like that, and you start to have thoughts like, probably subconscious thinking of like, oh my gosh, nobody cares, nobody's watching.

And then all of a sudden, your energy on your Facebook Live totally changes. Because the result that you're getting, how many people are watching and paying attention isn't what you were hoping it would be, right? And so what happens is you create a totally different energy and you show

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up in a totally different way because you were looking for evidence to create the feeling and vibe that you wanted to show up in, in order to generate that feeling or vibe instead of showing up regardless.

And this is something that our human minds do, that everybody does, that we want to look for results for evidence to prove that what we're creating in the world is good enough or to show up every day and post on social media because people are paying attention or people are commenting or liking or anything like that. Or send emails to our email list because people are actually reading them, right?

And what I'm saying is we show up when we think other people are showing up for us. And what happens is my clients and the people that I work with and talk with is they have trouble showing up when that stuff isn't happening. But the reality is the thing that I'm constantly teaching you guys and working on in my own life is showing up as the woman who already has the results, who believes that they're already happening and shows up in that energy because that's how you actually attract and create that result.

So what happens is when you show up and look for evidence and look for the result in order to create the energy that you want to show up in or in order to feel the way you want to feel about your business and you don't get the result, you create this perpetual cycle where you keep getting a lack of result and then you keep looking for more evidence to show up the way that you want to show up and then you don't, and then that keeps creating your result until you're so frustrated and you don't have any results or you feel like no one's paying attention and then you stop showing up, or you like, half-ass showing up.

And when I say showing up, I mean like, showing up all in. Like, I mean pouring your heart and soul in energy and showing up at peak state. Not

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just committing to a time and doing it. Like, committing to the time, doing it, and going all in and showing up at the highest level possible.

And so what's so crazy about this - again, I told you guys I was excited. I'm a little out of breath. Hopefully I'm not talking too fast for you. But what's so insane is that it can be really hard to step into that place when you don't have evidence, right? Like, when you start building your business on social media and not a lot of people are interacting, nobody's signing up for your stuff, nobody's liking your things, if you're looking for evidence and you're working on creating your vibe and the energy you show up in based on that, then like, it just feels like crap.

But there's something that I did really early on in my business that really served me to show up every day. Because something that I think is so important for all of you guys is that you show up to your life, to your business, to your relationships, always the way that you want other people to show up to you. Even if they're not showing up right in that moment, right?

Like, how can you expect clients to show up and go all in for you when you only show up if they show up for you, right? That's basing how you feel on your circumstance and on your results, not on yourself. And that's where your power really lies.

So the thing is like I said earlier, I created a story early on in my business when I started posting and sharing and didn't have the type of interaction and enrollment that I have now to keep me going, what was that I just knew - I really believed this - that there was somebody out there who was reading my posts, who was getting transformation, who probably didn't even like the post or comment on the post, but they needed to hear them.

And I believed that, right? I really think you guys can believe that to be true because I'm sure there's people that you follow out there that you love that

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you don't comment on all their stuff and maybe something you don't even like their stuff, right? Not because you don't like it but just because you were reading it or you were getting transformation from it.

So I had this story that like, I'm still creating transformations and I get to feel the way that I want to feel when I post this post, regardless of how many people like it or comment or interact with it because the act of just putting my heart and soul out there is what makes me feel good, is what can create the feelings within me.

And believing that there are people out there reading it, getting transformation and following what I'm doing just helped me show up every day for myself, for my business, for the programs that I offered, even when people didn't jump on the chance to be a part of something when I first started.

So what I've realized is that if you want people to show up for you, if you want clients, money, relationships, all of the things to show up for you and be all in no matter what happens, no matter if they get scared, no matter if they're having a rough day, no matter if they are having the best day. If you want people to show up for you no matter what's happening in your lives, no matter the circumstance, no matter the results that they're getting, you have to show up that way for them.

You have to show up that way every single day when you're not getting results, when people aren't jumping at the chance to work with you. And you have to show up in the energy like they are because that's what actually creates the space where they do. There are people who have followed me for years. Years, who have never commented on stuff, maybe didn't like stuff, and no hard feelings if that's you. That's totally fine. That have reached out to me two years later and said, "I've been following you for years and you have changed my life."

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And had I decided to not show up because I just was like, oh my gosh, nobody's reading what I have to say, then I would have never created the business that I have today and I would never be having conversations like that with other people.

So we're going to take this one step further because I was talking about at the beginning of this episode that the thing that I really represent and I teach people how to do is stepping into the place of feeling like the result that they want is already happening because that's what actually creates the result. And I realized that you have to get yourself into not only the mindset and the feelings, like yes, all of that, but sometimes we focus on a result. And we think, okay, what would I be feeling, what would I be thinking if I already had this result.

And while that's really amazing, what can be even more powerful is to look at what your circumstance would look like if you already had the life and the business you wanted. So just to give you guys an example, I'm working on bridging this gap between where I am now and my million-dollar business. And what I realize is when I'm at a million-dollar business, or what I believe is that when I have a business that is that big that there will be hundreds of thousands of people watching me.

There will be thousands of people opening my emails every week. There will be thousands of people commenting and jumping at the chance to work with me. There will be thousands of people watching my Instagram story. And I realized that I can like, show up as though there are a hundred thousand people watching my Instagram story every day. And then I get to ask myself, if that was true, what would I be saying? What would I be sharing? How would I be sharing it?

And so it really helped me to get into the energy of what the circumstance would actually look like. Like, how would I feel if every single email I sent I knew 20,000 people were opening it? Or they at least were getting an

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impact from it or at least seeing it, only to lead them to the next email that they might open, right?

So I realized I have to show up with that spunk, with that passion, with that energy. I need to show up on my Instagram story like there are 100,000 people watching me. I need to show up when I do a Facebook Live like there are 500 people on live learning from me. I need to create the energy and the feeling and the vibe that when I send an email, I'm not just sending it to 3000 people or 5000 people. I'm sending it to 100,000 people.

Now, there might not be a ton that changed, maybe you would say the same thing that you're already saying. But the way that you feel it would be different, right? I know for sure I wouldn't second guess what I was putting on social media if 100,000 people were following me and commenting and interacting with me.

And let me tell you guys, this is how you create the result. So I want you guys to think, the next time you go to do a Facebook Live, the next time you go to launch something, your only job is to get in the energy of what would I be feeling, what would I be thinking if I knew that there was 20 people out there that was considering this and they were thinking about it? Or what would it be like to get on a Live and believe that maybe there's only going to be one person on Live right now but I could believe that there might be 100 people that watch it at a later time and show up in that energy.

So I'm super excited. I'm obviously super passionate about this and I just feel like it's a deeper level of what I already teach, which is showing up as the woman that already has the result that you want. And it's just another level of creating the feeling that she has. I want you guys to show up every day in your life and business the way you want people to show up for you. Regardless of their circumstances, regardless of if they feel like it, regardless if they have the money or if they're having the results yet.

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Because that's how you attract people who will show up, and that's how your results will show up to you.

So what if you decided that your results would show up based on how much you showed up every single day? And not like, instantaneously? You just showing up, creating the feelings that you want, going all in, being in the energy is what will create the results because that's true. That is what will create your results. And you have to show up even when they're not there. Even when you're not sure that they're there.

Because here's the other thing: what's the worst that can happen in you showed up every day on Facebook Live like 100 people were watching? Nothing. It's kind of like the idea, what's the worst that can happen if you just believed that the result was coming? Our brain wants to protect us and say, "But if I fail then it'll mean something and so I'd rather just not believe because that feels safer."

But isn't it way more fun to get on Facebook Live thinking that one day 100 people will watch that video, or thinking that one day 200 people will be watching it? Isn't it way more fun to send an email when you think that 20,000 will open it? Isn't it way more fun to like, do your social media or put your story on Instagram from the place of believing that eventually 200,000 will be watching this?

And that's the energy you need to be in to create your result. So show up for yourself and your business the way you want your results to show up for you. Consistently, energetically, all in, because that is what will create your results. And they will come and they will gain momentum. But showing up based on whether you get the result or not is basically saying like, I'm willing to go all in and show up only when my circumstance shows me that it's going to show up for me.

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I hate to break it to you but that's not how this works. So I love you guys, I hope you got an insane transformation from this. Please share it on your Instagram story or with someone who you know needs to hear it. I love you guys, I hope you have a beautiful week and day. Talk to you 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 to get your free training of my High-Vibe Formula.