

Ep #62: The Giving Model to Get Anything You Want



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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? Happy Wednesday. I hope you're having the most amazing day. I am freaking pumped and since last week's episode, obviously have leaned into the discomfort of my funk and holy crap you guys, they are not joking and I am not kidding when I say on the other side of a breakdown is a breakthrough.

I am just feeling electric and just more certain and just - I can't even begin to describe it. I feel so good and I am so freaking pumped because I know this is my next level, which means that I'm bringing next level content, next level coaching, and next level podcast episodes to all of you guys.

Not to mention, we are actually leaving to drive across the country to California to officially move, and I am so excited. So, I am freaking pumped to bring you guys today's topic because I had a huge realization today and I just had to share it with you guys.

So something that I realized so many business owners do and so many people do in general - this podcast isn't just about business. This is about creating your best life. This is about having it all. And what I find people do in their life in different areas is they try to give in order to get something in return.

They try to give their body exercise in order to get a fit and sexy body. They try to reach out to people on Facebook and message them in order to get clients. They try to give love in order to get love. And this is normal. Our minds start to think like, oh, in order to get this result, I have to do this thing.

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And when I'm using the word give, I'm kind of using it loosely. Usually we think of just like, giving somebody something, but I'm talking about giving energetically, I'm talking about giving time, I'm talking about giving value, I'm talking about giving really anything.

And I was reading Gabby Bernstein's book, *The Universe Has Your Back* for like, the 50th time because I constantly need to practice believing that the universe has my back, which I know it does. But I love her book and I always love the reminder. I was reading about how she was saying like, give what you want in the world, and it's kind of like this idea of be the change you wish to see in the world.

And it just like, hit me. It hit me that the work - that what she was talking about in giving wasn't about trying to get something in return. It wasn't giving with an expectation of I'm only doing this in order to get this thing. It's giving from a genuine place of desire and giving from a place of actively creating the feelings and becoming and being the person that you want in the world.

And that is like, so amazing in itself. But what I realized was this whole concept that I'm always talking about, where getting in the place where the result you desire is already happening and figuring out how you would feel, what you would be thinking, and how to take aligned action from there. But I realized this giving idea plays a huge role in this process.

And that is where we go wrong, that is where people can give the same value in business, meaning they can all give a free training or they could all give love in relationship and end up getting different results. And that is because it's all dependent on where the giving comes from.

So the work isn't about giving from a place of expecting. It's about giving from the place of desire. It's about giving from the place of trusting and

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knowing the result is already on its way to you, and giving the way you would be giving if you already had the result.

Now, this might be bending your mind a little bit, but I'll give you guys a quick business example and I'll give you a life example. And then I'm so excited because I created a worksheet. It's called The Giving Model, and it actually walks you through how to get any business result or how to get any life result through this super simple process. It is the simplest thing in the world.

But before I get there, here are a couple examples. So, something that I realized in business is sometimes people just post on social media just for fun and they start to build this following and they start to build a business. But then when they start to jump into their business with goals and trying to get a result, then they start to create free trainings with the purpose of trying to get clients, which doesn't actually work.

It might work a little bit but if it comes from that energy, it's not going to create the insane results that it could if it was coming from a more aligned place. I know for me this has shown up because I want to continue to grow my impact and income in my business to continue to be an example of what's possible, but what has happened as my team and I have started to create processes is it's disconnected me from why I'm doing it sometimes and it just feels robotic that I need to create a free training.

And whenever I do that, it doesn't have the impact that I really envision it having. So the reality is that if you want to create clients, if you want to build your business, you have to step into the place of if I already had this flourishing business and for me, if I already had this million-dollar business, how would I be giving to my audience? How would I be giving to my clients? How would I be giving to my free trainings? How would I be giving to relationships?

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And approaching it from that energy, that is going to create business results that will pay dividends forever. If you approach every single piece of content, every single piece of value that you add to the world from that place, it's going to leave a mark. But if you're only trying to take the action of trying to get a result and an expectation of like, if I give this then I should get this, it's not going to work, and it's not going to work and make the impact that it could make coming from a different place.

Now, the reality is that means when you do go to take an action, when you do go to give in business, you have to work really hard to make sure you're staying in that energy but that you are also taking the actions that are aligned with it. If you are not doing something in your business right now, if you're not showing up the way you would be if you already had the result, then you are - that immediately is pushing your result further away. It's keeping you from your result.

And so now you get to give from the pure place of desire, which is going to create joy and excitement in your business, and will create clients. Now, how does this work when it comes to other areas of your life? It's the exact same thing. So what I see in relationships a lot and what I used to do is I used to give from a place of fear.

And I used to give love and just to be clear, when I was talking about earlier giving to your business and your clients and your audience, I just mean giving time, energy, support, relationships, whatever it is, and I just want to go back one second because it's really important that I know - I'm obviously super excited about this, which is why I'm talking so fast and I'm getting out of breath. I know my podcast producer is going to be like, you need to slow down. So I'm taking that moment.

But in business, that's why when you are reaching out or commenting on people's stuff just with the expectation that you're trying to get a client, it feels icky, it feels bad, and it doesn't align with people. People can feel that. You feel that. And so that's why it doesn't work.

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Now again, let's go back to what I was talking about when it comes to love. So I used to give love to my ex-boyfriends from a place of fear, from a place of like, I'm giving this so I get the love in return that I want, and giving surprises and doing things from this place of expectation, of trying to get something in return, which again, is not coming from that whole place. It's not coming from that desire. That place of desire, it's not coming from that enough space. It's coming from that not enough space.

And what that would create is more fear. So when they didn't give back, I would be in fear and I would want to give less, or when they gave their love from a fearful place, it created this tug of war game. And so what I realized and what I've done and practiced doing in my life now without actually realizing it is giving and showing up and giving love and giving generously, from a pure place of not expecting anything in return and not expecting love in return. Just doing it for the sake of love and how I get to experience it and feel it.

And that is what has created and attracted an amazing man who gives the same way. So fear in all of that isn't creeping into it because we're both giving from that same place. We're both giving from that place of like, not having this expectation on the other person to be or do or whatever, something, in order to create the feeling we desire. We create it within ourselves, and that's what this is all about.

So the reality is if you can get really clear on the result that you want and you can identify how you would feel if you already had it and you can tap into that place of realizing how you would be giving, whether it be energetically, whether it be with your time, whether it be with your gifts, whether it be with actually donating, identifying how you would be doing that from that place and then identifying what one action item would you be taking today from that energy.

And I've literally been implementing this like all day in my business, getting on Instagram story even more, showing up, giving and offering anything

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that pops into my mind that I think is valuable because I'm coming from that energy, and I'm telling you guys, this is going to pay dividends. This is actually what I did early on in my business without realizing it.

When I first started, I was sharing on my transformations before I was even a coach. And I was giving and I created all this excitement that when I launched my business, I signed people like, right away. And it wasn't because I didn't have a website, I didn't do something crazy and magical and have some crazy marketing technique. All I did originally was just give from a genuine place of desire and without expectation.

And in turn, I attracted the result that I wanted. And the same thing is true now. So I'm so excited because I made a worksheet and it is going to walk you through that simple process of figuring out what energy you need to be in and connecting back to that so you can be really aligned and then identifying what things you need to be giving in order to create that feeling.

And again, not from expectation. Just you actively creating it within yourself. I promise you guys, this will be paying off dividends in your life, in your relationship, in your business forever, and I want to challenge you. If you have a business, do this for 30 days straight. Just give.

And I think about how so many people are saying like, add value, add value, and why some people's value works and some people doesn't is when you're trying to add value from that place, you're just doing it for the sake of trying to get a result. And that is why your results aren't aligning with what you want.

So anyway, if you guys want to check out this worksheet, I'm telling you, it's going to blow your mind. It's super simple but it's going to help you walk through this process. Go to lindseymangocoaching.com/giving or check out the show notes where the link will be there. I love you and I cannot wait to

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hear how this goes. You have got to tag me in your story and let me know what you think of this episode.

I love interacting with you guys and I will see you guys in California or actually, on my way out there because we're going to take about a week. So think I might be in the car the next time the next episode drops. But I love you guys, I hope you have the most amazing day and I will 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.