

## Ep #48: Leaning into Fear



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With Your Host

**Lindsey Mango**

[Soul CEO](#) with 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 all? I am so excited to be here again for another week and episode. I am grateful for you all. I am grateful to be here and I hope you are having a beautiful lovely wonderful day. That is a lot of adjectives.

I am taking off for Santa Monica and I am super excited to go there with my fiancé, Chris. We are going there for a mastermind with Chris Harder, Lori Harder's husband. And we are going to be some of the smallest people in the room, which I'm excited about.

I will tell you guys, if you are the smartest person in the room, go find yourself a bigger room; meaning if you're the most successful person in the room that you're in, it's time to go be around people who are going to push you to the next level, who are going to help you expand your awareness of what's possible.

And that's what we're doing by going here. We are going to be around people with multimillion-dollar businesses and insane reach and impact in the world and I'm just so excited to be there. But before I go, before we head out, of course, your episode was dropping to you guys.

And I wanted to make sure that I shared this. I actually did a Facebook Live about this and I thought it was such a great topic to share with all of you. And it's about fear, but it's just a different way to look at it and a different way to apply this work that I teach you guys.

I know I talk about fear and how to manage it a lot, but the reality is that fear, ultimately, is what's holding us back from doing the things that we

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want to do. And it's something that's constantly showing up for me as I go to up-level and for my clients and for the ladies in the Mango Magic Business Academy, and in all the things.

And it's something that I'm constantly teaching on and I know that if you keep up-leveling, you are going to have fear at every level. And so I want to continue to teach you guys how to manage that, how to look at it, how to work through it, how to recognize it and be okay that it's there and lean into it.

And that's what we're talking about today; leaning into the fear. So, I was thinking about – I am not the most educated person when it comes to stocks and all of that stuff or investing in the market or anything like that. I have people that help me with that. But it's definitely not my jam. I don't really like it.

Anyway, but I was thinking about how when the market goes down – people always talk about this idea. I don't know where I learned it, but I'm sure many of you guys have heard it. When stocks go down, when the market goes down, that's the best time to buy and get into the market because the process drop really low.

And when the market goes high, it's the best time to sell, if that's what you're wanting to do. It's the best time to get out so you can get the money out when the market is high, because that's why you're in the market, right?

And what I was thinking about was how this doesn't typically happen with people, how when the market drops, they usually take their money out and run away, and when the market goes high, they try to get into it. And the reason why this happens is for one reason only; fear, and they're not managing their mind.

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Because we know, based on what financial advisors, based on what really smart people have told us, that you buy low and you sell high. But because people don't manage their minds and maybe they don't believe that, or because they get afraid – it does get scary. If the market drops it's like, oh my gosh, what if it keeps dropping, and they get scared, then they run and they pull their money out.

And so I was thinking about the people who really get this and why they probably have this kind of rule in their mind that when the market drops, their rule is we get in. We buy more. We get in the market. And if we want to sell and the market goes high, we get out. And that's what we do, fear aside.

It could be scary. The market might drop. It could be scary, but this is the rule that people have set for themselves. This is how people do it, the good investors. And I was thinking about how it's the same thing in life and how powerful it would be to set up a rule for yourself kind of in the same way, meaning when fear and worry shows up, setting a rule for yourself that you lean in, that you get in, that you do the thing that you feel afraid of, that you take the action that's bringing up the fear, and setting the bar that that's what you do no matter what.

And maybe when, quote on quote, the market goes high, connecting to this experience or to this example, then you push to go to the next level. You don't get out in that case, but you push yourself to the next level of fear. You push yourself to the next ceiling to keep growing.

So what would it be like for you guys if every time you felt fear, if when you went to invest in a program, if you went to take that step and launch your business, if you went to go hire or fire somebody or ask that person out or go talk to your boss, when you felt fear, you just decided, I have a rule. When I feel fear, I lean in, always. And I know that it's going to feel scary in the moment and I know that I'm going to want to take my money and run

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out of the market when this happens. Or when the fear shows up, I'm going to be like, never mind I don't want to do that, but I've set a rule. I've decided ahead of time, period. That's what I'm doing.

What would change about your life if you did that? I really want you to imagine that. If you guys committed to just that this entire year, you would blow your mind. You would blow the lid off of your business. You would create the life that you've been craving. You would be creating the vision, you would be on your way there.

And so I want to challenge yourself to create that role for yourself. When fear shows up, I lean in, even when I want to run, even when it's scary, because if you're doing big things in life and in business, fear is going to be there.

I want you guys to welcome it. I want you to say hello to it, "Welcome, old friend. You're here again. I must be doing something at the next level. I've set a rule. I've decided that no matter how scary it gets, I'm going to lean in instead of running away." That will change your freaking lives, and that is why you guys are here.

And I really want to challenge you to do that. I will tell you, that is what has gotten me here. It's what has gotten me here. It doesn't mean that sometimes fear hasn't knocked me on my ass, but I've kept showing up for it, and I want you guys to practice making the decision that that's just what you do no matter what.

You've decided ahead of time, fear shows up, I lean in; market drops, I get in, same thing. Alright, so I love you guys. I hope you are having a beautiful week. Please share this episode with somebody you know needs to hear it. If you have a team in network marketing, I'm sure a lot of your people are coming upon fear, if you have a team who you work with, a peer, anyone,

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please share it with somebody who needs to hear this message, and lean in.

Alright, I love you guys. I hope you have an amazing day and check me out on my Instagram @lindseymango\_ to see what's going on behind the scenes at the mastermind that Chris and I are headed to in Santa Monica. I love you guys. I'll 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](http://lindseymangocoaching.com) to get your free training of my High-Vibe Formula.