

Ep #7: It's Working Vs. It's Not Working



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With Your Host

Lindsey Mango

[Anything but Average](#) with Lindsey Mango

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Welcome to the Anything but Average Podcast, where I, life coach and mindset expert Lindsey Mango will teach you how to master your mindset and get into massive action to create a life that blows your mind. Let's get started.

Hi guys, welcome to another episode of *Anything but Average*. I am so freaking excited to jump into today's episode. And you guys know I am pumped every single week, but here's what I've been thinking a lot about lately.

I wake up every day and I'm living out the life that I dreamed of having three or four years ago. And it constantly blows my mind. And while that's so beautiful and so amazing, when I first started this journey, I made a promise to myself that when I figured out how to create this life, that I would spend my lifetime teaching other women how to do the same.

Because here's the thing about you guys. You have tons of potential and you know that. But there's a disconnect between you actually creating the results that you want in your life. And that's why this podcast is so important and so valuable because I'm constantly closing that gap for you guys.

And that's why my program, Anything but Average is so valuable because we are constantly closing that gap to deeper levels. They are getting intimate and individual coaching in that program to create results. And they do and they are.

And here's the thing; if you're not creating results, then there has to be a gap in your mindset, in yourself, or in the actions you're taking, and that's what I want to close the gap on. So today, what I'm going to be teaching you guys is something that I literally taught my Anything but Average clients

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this week and they haven't just had shifts, like internal shifts from it. They are getting tangible results.

Like signing clients, pay-in-full clients. Like losing weight, like leaving a relationship that isn't serving them. Making really powerful decisions that are changing their life and creating unbelievable results because of this. So now that you guys are pumped and ready to go and excited about this concept, although I'd love to leave you waiting a little bit longer, we won't.

So let's dive in. So what I want to talk to you guys about today is what I call the idea of it's working versus it's not working. And it sounds so odd but I will of course dig into this. But before I explain what that actually means, I want to give you guys a foundation so that you understand it on a deeper level.

So there is this thing with our brains. It's called the reticular activating system. And the reticular activating system, I want you guys to imagine it's like a funnel. And this is science. I'm going to get a little geeky on you. Basically, the reticular activating system is a funnel that your brain uses to pay attention to what information it's paying attention to versus what information it blocks out.

So the reason why our brains do this is because if it was constantly paying attention to every single thing, all of the visual things that are coming into our world constantly, all of the noises, all of the - all of it, it would be overwhelmed and it wouldn't be efficient.

So the RAS is literally there to keep your brain operating at a high level and to pay attention and focus on what's important and kind of leave out the rest. So the reticular activating system is the reason why when let's say you go to buy a car and all of a sudden you see that car everywhere, or you think about buying a certain type of top, and literally, you see it everywhere.

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The truth is that that information was always there but your brain, the funnel, the reticular activating system wasn't paying attention to it. It was just kind of passing it by because your brain wasn't set to focus on it.

Now again, this serves a very powerful function for our brain and allows us to focus and allows us to focus on what's most important and keep us operating efficiently. But this is where the problem comes in. Just like anything else, the things about our brain that make us brilliant and amazing also can hold us back in a lot of ways.

Our reticular activating system will literally pick up on evidence based on the beliefs that we have and based on the things that we're thinking. So have you guys ever met somebody who has a belief that all humans in the world are good? And it's like, they literally are like, "Well, look at what happened today at the store. This woman picked up my bag for me, or I left my credit card and she brought it out to my car. People are good."

And then there's people in the world who think that everyone's terrible and out to get you, and their experience of everyone is that they are terrible and they're out to get you. And they all have real tangible evidence. I'm not just talking about made-up evidence. I'm talking about the evidence they see confirms what they believe to be true.

This is also why no matter how much evidence you sometimes have to prove something that you want to believe about yourself or the world, your brain still isn't convinced yet because it still has the subconscious belief or a belief that is like, driving the car. And so your mind always picks up as on that evidence to support the story that it believes. Not the story that serves you.

So here's what I tell all my clients in *Anything but Average* and the little snippet that I want to share with you guys. There is literally evidence of everything we want to believe. There's tangible real evidence of everything

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we want to believe. But it's our job to set our brain and our reticular activating system to actually pay attention to it.

Now, this is just the foundation of what I'm teaching you guys today, but it's an important thing to understand because now you're starting to see that your brain is funneling into it what it believes, which confirms what you believe and sees evidence of what you believe, and then that creates a cycle where it just keeps confirming it over and over and over again, and now you have real evidence and you believe it to be a fact and then the cycle continues and continues.

Now again, this is fine until you realize that what you're believing and the thoughts that you're having are not helping you to create the results and the life that you want. And here's what I will also tell you. The thoughts and beliefs you currently have about the world create your current results.

So if you want to create a different life and different results, you literally have to change your beliefs and your thinking in order to do that. That is what I close the gap on with my clients in Anything but Average constantly. It's literally why you can't outwork or out-earn or out-create belief systems that you have.

This is why, some of you, no matter how hard you work, no matter what you do, no matter who you date, no matter what circumstances you change, you keep creating the same results because you haven't changed this. Now, here's what I'm going to share with you guys today is that since the brain sees evidence of what it believes to be true, even if it's something you don't want to believe but you do believe, that's all you will see.

And you guys know based on the first episode of the Anything but Average podcast, based on the model, that our thoughts create our feelings and then our feelings create our actions, and then our actions create our results. So now you can probably see how this is a problem.

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I'll give you guys a quick example. I want you to imagine that you just launch your business and you make your first offer. And deep down, your belief system is that it's not going to work or that nobody cares. Now, let's just say that first post gets 15 likes. Doesn't do maybe quite as well as you thought, but subconsciously or consciously, your belief is like, this probably isn't going to work.

Now, your reticular activating system is going to pick up on that and it's going to be like, "Okay, only 15 people liked my post. And half of those people are aunt Susie and uncle Bob. They're not real clients." And it's going to be like, "Well, look at somebody else. They just posted and they have 30 likes."

Do you see? Your thinking then picks up on the evidence and then that drives forward how you feel. Now, imagine how you're going to feel if you take that leap and you have the thought, "This isn't going to work," and then you see all that evidence. You're going to feel like crap.

And then think about what happens when you feel like crap. You probably don't keep taking action, and if you don't keep taking action, you're going to create no results. This is the same literally with health, with a relationship, with anything.

Now, here is what I really want you teach you guys today. I want you to look at this idea or this thought that it's not working. I realized this actually within myself the other day and it blew my mind, which is why I'm teaching all of you guys and why my clients have been implementing it because it's made such a profound effect.

Because what I've realized is the thought, "It's not working," feels terrible. It doesn't matter what result you're trying to create. Having the thought, "It's not working," feels like crap. And again, when you have that thought, all you see is evidence to support it.

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So you guys might look at me and you'll be like, "Well, how would Lindsey think that it's not working? Everything seems to be working." But this is how the brain works. It doesn't matter how much evidence there is. If you have the thought, "It's not working," that's all you will see. Even me.

So the real work is about shifting to a place of it is working. Now, some of you guys might be thinking, "But literally I made my first offer and nobody signed up," or, "I've been working out and I haven't lost a single pound," or, "I've been dating and every guy I've dated sucks." You're like, I have real tangible evidence.

But here's what I want to challenge all of you guys on. What if you did believe it was working? What if you challenged your mind and asked yourself, if it was working, where is there evidence of that? Where is there possible evidence of that?

Here's what I want you guys to remember. There is always evidence to support what you want to believe. You just have to look harder for it sometimes, especially when your brain believes it's not working. So here's what I would recommend doing.

If you ever catch your mind going, "It's not working. I'm so frustrated. It's not working," I want you to ask yourself that question. How is it working? In what ways is it working? Here's the other thing, a lot of times we get to decide what evidence means.

So if you post your first post ever and 15 people like it and you're like, "Well, how is this working?" You could be like, "Well, 15 people liked my first post. That seems like it's working and people are supporting it. There's at least 15 people who are supporting it." You could also think, "Well, there's probably - I don't like every single post I scroll by. I might have had 20 people who read it and were impacted by it and were blown away by it and now they're really thinking about it."

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I call them the lurkers. There are always lurkers, you guys. And being able to say, "I bet you there's a few people out there that are listening and watching and reading and they're waiting on my next post." Same thing with dating, right? If you go on 20 dates and they all are not your guy and you're like, "Well, how is it working?" Well, it could be working because you're getting one step closer to the right guy every time you eliminate a guy or a girl. Whatever your preference is.

So the question you want to ask yourself is how is it working? Same thing with exercise. How is it working? Maybe you've gained weight, but how is it working? "Well, my arm is sore and so that means my muscles are getting stronger." Or, "I do notice my jeans fitting a little bit differently even though I gained weight."

Do you guys see how having that one thought will change everything? You're going to want to keep showing up. You're going to want to keep figuring it out. You're going to want to keep taking action, which is going to continue to fuel your results forward and create the result of it working.

When you have the thought that it's not working and you see evidence of it, are you going to be inspired to keep going? Absolutely not. You're going to stop, you're going to change directions, you're going to change your actions 20 times.

This is why I see so many business owners do 50 different things, 50 more things. Like, talk about things they do in their business that I don't even know about and I'm running over a million-dollar company. And it's because they think it's not working so they go seek answers outside of themselves and they think that the answer is in their action when their answer is in their perspective.

Now, some of you guys might be thinking, "Well, what if actually isn't working?" It's still your thinking. It's still your belief. Because here's the

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other thing. Just because you believe it's working doesn't mean you don't make adjustments. Just because you believe it's working doesn't mean that you don't adjust things and you don't show up to it from the lens of how can we make this better.

And that's what I want you guys to see. That even if it's not working perfectly or it's not creating the exact result that you want, having the thought and the perspective and looking for real evidence that it is working is going to keep you moving forward and fuel you forward.

And when you show up to problem-solve what you're doing in your life, in your business, in your health, and your relationships, and you show up to problem-solve from the place of it's working, it's working, like we're building some momentum, what needs to be adjusted here, that is going to also create a completely different result versus if you're saying it's not working, I'm doing it all wrong, and you try to fix the problem from there.

So this one shift - literally, one of my clients texted me and she signed a client pay-in-full the other day. Another girl who has been trying to raise money during COVID-19 literally thought she wasn't going to be able to raise her last \$20,000 and she's \$1000 away.

Another girl signed clients, another girl has been consistent in her workout because she feels like it's working instead of feeling like it's not. Another woman has applied to a bunch of potential jobs and has all these opportunities coming her way.

Another woman is making more sales than ever. Another woman is making more money. This works. Try it on. And if you're ready to take this work and apply it at the highest level possible and get coaching at the highest level possible, when your mind is saying it's not working, join us in Anything but Average. Go to lindseymangocoaching.com/anythingbutaverage.

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I am telling you guys, this is the program to be in. I have never seen in any other program people get such massive results in such a short amount of time and it's because we are coaching on themselves, their mind, and their actions, which creates massive results.

Because if you really think about it, at the end of the day, if you don't make these changes, what happens to your dream? What happens to your goal? We coach in there until you get results. Your dream life and your results are on the line.

And so if you've been listening to this show for a year, for two years, even if you're new here, I really want you to ask yourself, what's it going to take for me to finally be all in on getting the results that I want? How can I burn the ships and be all in? And is making this decision going to commit you to doing that and then having this coaching is going to keep you committed and keep you creating results over time.

Alright, I love you guys. I can't wait to talk to you next week and I will talk to you soon. Bye.

If you want to take this work even deeper and coach with me in my signature program, go to lindseymangocoaching.com/anythingbutaverage. In this program, I will teach you how to take this work and create results so you can have a life that blows your mind in the areas of money, purpose, health, lifestyle, and romance. I can't wait to see you on the inside.