

Ep #20: ALL IN Learning



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With Your Host

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 mind, yourself, and take massive action to create a life that blows your mind. Let's get started.

Hello, and welcome back to another week and another episode of *Anything but Average*. Guys, I am so pumped for today's episode and I know I said that literally at the beginning of every episode, but I'm not kidding. I'm always pumped, and if my normal level of excitement is at a 100, today, it's at 1000.

I'm kind of kidding, but seriously, I have a huge announcement that I'm going to make at the end of this episode, so stay tuned for that. I dropped some seeds last week. A lot of you guys are already asking me about it, so I will go into more detail about that at the end.

And the topic today is going to blow your mind. It's something that I've been developing and it's going to be so powerful, and it's all about being all in on learning so that you guys can create anything but average results.

I wanted to offer the next evolution of *Anything but Average*, because just like you guys, I'm learning all of the time. I'm evolving all of the time. I'm gaining more clarity and a deeper understanding of how to help you guys in a bigger way and how to bring my mission and purpose into this world.

And what I've realized is this; *Anything but Average* isn't just about changing your life. Creating an anything but average life is also about helping other people change their lives. So, this for me, when I look back on my journey, when I think about you guys, I didn't just want my life to blow my mind in every way possible. I also knew that making an impact and having a bigger impact and having a bigger mission and a purpose, helping other people was a central and integral part of that life.

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I couldn't have one without the other. I had to have a purposeful business, changing people's lives, because that would create the freedom and the limitless possibility and the impact and the purpose. And I also had to thrive in my life because that's what I wanted for myself, and I knew that would fuel the business.

And so, what I've realized is that's what Anything but Average is all about. I'm here to help you change your life so then you can go help change other people's lives. So, a new evolution of Anything but Average is happening literally - you guys are getting the behind the scenes as it's happening.

And I want to share that with you guys because there's so much value in seeing someone even at my level learning, evolving, growing, changing, and continuing to be all in on learning, which you're going to hear me talk about today, to bring and create my anything but average life and create the purpose and the mission that my anything but average life is meant to do.

So, you're going to hear some new tag lines, you're going to hear some new things about my signature program, Anything but Average. That's going to be a little bit in the future, but the whole goal of this is to help you change your life and then help you change the lives of other people and make the impact that you want.

So, I'm excited about that. I cannot wait to bring you guys the new pieces of this and continue to serve you on this podcast in this way. And help more of you guys do this work for other people. Because that's what Anything but Average is about. Changing your life and changing the lives of other people.

Alright, so let's jump into today's topic, which is on being all in on learning. So, here's what I've learned from successful people and I've learned

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through my own experience. Success is built on a pile of failures. And the reason why it's built on a pile of failures is because every time you fail, you learn.

That's what failure is for. That's the point of failure. That's why every successful business owner has created the results that they have. Because they failed. Because they learned from those failures, they improved what they were doing, they improved the way that they were approaching the results in their life, and they created different results over time.

However, here's what I've realized. Most of us don't actually learn from our failures the way we could and use them for us because of a couple things. One, of what we make failure mean about us and about our ultimate success and about who we are and about our enough-ness.

And when it means something about us, we are going to be resistant to it. We're not going to be able to see it from what I call a clean brain, because our brain is making the failure mean something so deep about us. We aren't going to be able to show up for the learning the way we could because it means something about us and our ego doesn't like that and it's going to feel hurt and pain and you're not going to be able to learn from the same lens when that exists.

And number two, it's basically the same thing but on the flip side. We make the success or the results, like creating the result we want also mean something about us. So, we either make the failure mean something about us or we make hitting the goal mean something about us, which also means we make the failure mean something about us.

And here's what happens when you're doing those two things. You can't be all in on learning. You can't learn from the failure. You can't continue to grow and evolve at the level you could and really pile on those failures and

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keep reaching bigger successes because you don't learn the way you could, because you're not all in on learning.

So, here's the thing; when you make failure or success mean something about you and you're not all in on learning, here's what happens. You don't go all in on sprinting through the finish line. So, for those of you are athletes, you've heard this before. I know you have when you're running sprints.

But even if you're not, one of the biggest things when you're running sprints that your trainer tells you is that don't stop two feet before the line that you're racing to. You want to sprint through the line. Because what that ends up doing is peeling off time off of your speed.

You're slowing down before you actually cross the finish line, so you're not going all out all the way through and you can't improve yourself at the level you could if you sprinted through the finish line. When you make failure mean something about you and you make success also mean something about you, you don't sprint through the finish line.

Because if you don't think you're going to cross the finish line the way you expect or the way you think you should be, you're going to slow way down before you get there. You're going to resist actually failing. You're going to even forget about your goal or you're going to just pretend that x, y, z happened and that's why this didn't work.

You're not going to be able to take full responsibility and really learn the lesson you could if you sprinted all the way through the finish line and actually allowed yourself to fail. And when that happens, you don't learn from it.

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When you don't actually let yourself set a goal and then fail and sprint through the finish line, you don't get to evaluate it from a place of okay, what needs to be different? What do I need to change? How do I make this better than next time? Because you're so busy wrapped up in all the drama and what it means about you that you keep perpetuating the same failures, you keep staying stuck in the same spot.

So what I've been developing is something that I'm going to call either a failure roadmap or a learning roadmap, which is basically going to be a plan of what your goal is and the success or failures that you're going to hit along the way and what you're going to learn from each of them, what your intention ahead of time is going to be to learn from them.

So that you can make a commitment to being all in on your learning. That's what I want to help you guys do. That's what I want to help my clients do is be all in on learning, all in on sprinting through the finish line so they can collect every single nugget that they need to collect and learn to take it, apply it, and make the next time better.

If you decide you're all in on learning instead of attached to the result or only all in if you're getting the result, that's when your results are going to explode. That's when you're going to actually fail forward and learn what you need to learn in order to grow to the next level.

Now, in order to do that, in order to truly be all in on learning and that pathway to creating the results that you want, you have to believe a couple things. You have to believe that your success is inevitable, which I did a podcast about this a little bit ago. But I'm going to bring it back.

We're not going to go in detail on it, but you have to believe your success is inevitable. If you believe your success is inevitable, if you believe you're going to hit the goal no matter what, then the failures don't mean as much.

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You can be all in on learning, you can be all in on failing as big as you possibly can because you're like, okay, we got to collect all these nuggets of information, learn, and get better because we know we're going to get there eventually. That's actually the main thing that you need.

And you have to be unattached from what failure or success means about you. When you have that, you can be all in on learning. And what I want you guys to imagine is if you didn't make failure or success mean something about you and who you are and how good you are and whether you're winning or whether you're not winning in this imaginary competition you have in your brain about how fast you cross the finish line or what Betty over there is doing.

I have a client, actually her name is Susan and I always use Susie. And she's always like, you're always calling me out, even though I'm obviously not talking about her. But I'm going to use a different name. We're going to use Betty today.

That's why you get so caught up looking at Betty. Because you're like, measuring your worthiness, your enough-ness, and yourself against them. When you know your success is inevitable, when you don't make failure or success mean anything about you, you get to learn. And when you learn and you're all in on learning, your growth is going to explode.

So, I want to challenge you guys to be all in on learning. I want to challenge you to sprint through the finish line instead of failing before you actually fail or giving up before you actually fail. Instead of avoiding setting a goal because you don't want to fail. Instead of making the failure mean something.

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Being all in on learning is going to get you to success faster than any other way of doing things. And that's what I'm here for and that's what I'm here to help me clients do.

So, I told you guys at the end of the episode I would offer more information about what's to come. And I've already started posting about this on social media. Make sure you're following me, @lindseymango_. But I am opening a mastermind called the Anything but Average Coach Mastermind.

This mastermind is for coaches who want to make a bigger impact and who want to continue to create an even bigger life. So you got into coaching, those of you coaches out there, you got into coaching to help people change their lives, and you know if you help more people change their lives and you make a bigger impact, you will continue to hit your goals and serve your purpose, and that's going to fuel forward your most amazing life.

That's what this mastermind is about. The failure plan, the learning plan is something we are actually going to build out step by step so that you know exactly what happens if you succeed at each stair step, as you move towards your goal, or how to learn from it and be all in on learning from the failure to get to the next place.

We are going to spell out your action plan from the start of this mastermind to hitting your goal, to making the impact you want to make, to creating the life that you want to create with your coaching business at the center of it. And we are going to do that for six months.

There are only 20 spots. It is by application only. It is not available yet. So, like I said, follow me on social media. The application will go live on August 17th. There will only be seven days to apply. It will close on the 24th by 9am. These are very specific instructions.

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I will select the 20 women who get to be a part of this program and you will receive your email by 10am on the 24th. Don't worry if you don't have a piece of paper out. That information is going to be on the sales page and on all the posts that I put out, but I just wanted to give you guys that.

So, mark your calendar. August 17th. If you are a coach and you are ready to finally make the impact that you envisioned making when you started your coaching business and continue to live and create an amazing life that blows your mind, this is the mastermind for you.

If you are hearing this after August 17th of 2020, go to lindseymangocoaching.com/abacoach. All the information will be there, and the application will be there as well. I cannot wait to help you guys make the impact you want and create the life you want and for the rest of you, I want to challenge you to be all in on learning.

I want to challenge you to push your limits, to sprint through the finish line. That's what's going to help you change your life and then change the lives of other people. I love you guys. I will talk to you next week. 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.