

## Ep #30: A Winning Mindset



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With Your Host

**Lindsey Mango**

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Hey guys, welcome to the *Anything but Average Podcast*, with your host, me, life coach Lindsey Mango, where I am going to teach you how to change your life, find your purpose, and change other people's lives because that's what it takes to have an anything but average life. Let's get started.

Welcome back to another week and another episode of *Anything but Average*. Y'all ready? I was cracking up the other day. I re-filmed the videos for *Anything but Average* and I said y'all so many times and sometimes when I listen to them, I could hear the southern twang hard.

Guys, I've been back in Kentucky for like, I think only four or five months and I'm not even from here and I talk like I'm southern. I'm from Chicago, if you can hear that accent right there. But here we are. You guys are here for it all, you get to hear it all.

I am just so excited too because we just welcomed our October class into *Anything but Average*. Make sure if you guys want to join the next class, to get on the waitlist go to [lindseymangocoaching.com/anythingbutaverage](http://lindseymangocoaching.com/anythingbutaverage). You can get all the details for the program there. Join the waitlist and then you will be the first to know when the next class of *Anything but Average* will be joining.

So stay tuned for that. And let's jump in. So today I wanted to talk about what I call a winner's mentality. And I kind of toyed around with using the word winner because I personally have had to do a lot of work on the idea of winning and losing. It works in sports, but it doesn't always work when it comes to creating results in business or in life.

But I think having a winning mentality really to me is just about having a results mentality. And a mentality that's going to help you thrive and create everything that you really want. So we're going to stick with winner's

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mentality. It's not necessarily about winning or losing. It's just about winning at life and winning in business and creating the results that you really want.

And I spent some time thinking about my most successful clients, thinking about myself, thinking about my peers, and kind of the difference between what separates them from the other people who don't necessarily create massive results. And it is this winning mentality.

I couldn't even think of a scenario when someone was creating massive results that didn't have this mentality. So what I'm going to share with you guys today are the four thoughts that create a winning mentality and what they actually look like, and how to build them.

Because when you have a winning mentality, it's such a rock-solid foundation to build off of. I want you guys to imagine when you have a winning mindset, it's like you're sliding down a hill and everything's working for you, versus when you don't have a winning mindset, you're working against yourself and it's harder.

It's like you're climbing uphill. And so what I want to help you guys do is understand what a winning mindset looks like so that you can actually work on creating it because that's going to make creating any result in your life and business so much easier and so much simpler.

So when I think of a winning mindset, I think of the foundation that you need to create results. I think of winning at life and winning in business. I think of my most successful clients and the women who get results in *Anything but Average*. These are the four things that they have. Y'all ready? I'm going to say it again. Y'all ready? Let's do this.

Okay, so the first thing you need for a winning mindset is the thought I'm willing to do whatever it takes. And really, to me when I say that it's about

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commitment. I want you guys to think about this for a second. If you trusted and if you really believed that you were willing to do whatever it takes to create the life and the business that you really want, how differently you would show up.

When you are willing to do whatever it takes, every action you take is more effective. Every action you take, you approach from a different place because it's not like I'm going to try this one thing and if it doesn't work then I'm just quitting. It's like, I'm going to try this, and if this doesn't work, I'm going to try that. And if this doesn't work, I'm going to try this other thing, and then I'm going to keep going.

Being willing to do whatever it takes just elevates your commitment level to the results that you want to a whole new place. My life didn't change until I was willing to do whatever it takes. And every time I set a goal for myself, even now, I asked myself, am I willing to do whatever it takes? What am I willing to do to create this result? How committed am I to this result?

And if there's any gap, I have to work on it. That's something that we work on inside *Anything but Average*, inside the community when we do live coaching sessions. There's even videos in the modules that go over how to have this type of mindset because it's so vital to getting results.

Because it's the rock-solid foundation. And the reason is being willing to do whatever it takes means that you are fully committed, 1000% committed. And that's the difference between a winning mentality and a losing mentality.

The next thought is I'm responsible for my results, or asking yourself the question, how am I contributing to these results? Here's what I will tell you. Responsibility and taking responsibility for every single result in my life is one of the biggest things that changed my life.

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Because when other things are responsible, when our boyfriends are responsible or our husbands, or our finances are responsible for why we can or can't do something, or our following on social media is responsible, or our audience or our business, or anything, if anything outside of ourselves is responsible for our results, that means we don't have any power in creating those results.

That means we can't do anything to change them. I want to tell you guys a quick story, and I've shared this before I think on social media, maybe even on this podcast. But when I was 16 years ago, I played volleyball. Most of you guys know that. I played college volleyball. It was my life up until I graduated college.

And when I was 16, I tried out for one of the best clubs in the country and I made the second team. So there's a 16 one team, and there's a 16 two team. And I made the 16 two team. And my goal was to make the 16 one team and become one of the best liberos ever to play.

And I'll never forget I walked out of the gym and got in the car and my dad was sitting there, and I was bawling my eyes out and obviously he knew how it went. And so once I kind of calmed down, he asked me, and I told him that I'd made the 16 two team.

And I was 16, and there were so many pieces and so many things that I was upset about, and I was saying that I didn't feel like it was fair. I felt like I was just as good as the girls that made the 16 one team. I felt like I could play just as well.

I started to come up with all these reasons why it wasn't fair and why I should have gotten the position. And my dad just sat and listened, and then he turned and looked at me and he said, "What are you doing to do about

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it?” And that one question just changed so much of my life and it still does because I’m always asking myself, what am I going to do about it?

Because when I made the coaches responsible, when I made the players responsible, when I said it wasn’t fair, I was giving myself no power. I was saying this is totally out of my control. And when it was out of my control, I couldn’t do anything about it.

But when my dad asked me that one question, said what are you going to do about it, I said - it kind of just like, shook me for a second and I was like, I’m going to go in, I’m going to talk to the coaches, I’m going to find out what I need to do to become better, to become the player they want to put on the top team.

And my goal after my dad kind of flipped the script on me was I’m going to become so good that they can’t not put me on the top team next year. I’m going to become so good that they will truly believe they will lose if they don’t have me on their team.

And so that put all of the power back in my control and so I started practicing extra after every practice. I mean, we practiced four to five hours a day. I would stay after and practice. I would do some things around the house, make some extra money to hire someone to do individual coaching sessions with me so I could get better, I was constantly looking at my stats in volleyball and looking at what needed to improve.

I was showing up to every practice, every game like it was the last one I was going to play, like it was the one that the next year’s coach was going to be watching me at. And that’s what happened. The next year I made the 18 one team, which I basically skipped over a bunch of teams.

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And it was because of this one thing. It was because I chose to take responsibility for my results. I chose to believe, thanks to my parents and what they taught me, and thanks to so much of this work, I chose to believe that I was in control.

So for all of you guys who are listening, where in your life are you not being in control? Where are you making everything outside of you responsible for why you feel the way you feel and why you have the life you have and why you have the results that you have?

The biggest shift you will make is asking yourself how am I contributing? How am I responsible for my results? This is one of the first things you learn when you join my program, *Anything but Average*. I actually teach you how to take responsibility, and not in a way that you feel shitty. In a way where you feel powerful, in a way where you feel like you literally have an empty journal and you're writing your story, you're writing every single result you create.

I teach you tools and processes so that you know exactly what you need to shift and change inside you to create any result that you want in your life and in your business. And I know it sounds like a tall task, but it isn't when you focus on this one thing.

So to have a winner's mentality, you have to see how you're responsible for every result in your life because you are. I always think about the saying we all have the same amount of time as Beyoncé in the day, or we all have the same 24 hours.

We're all humans. We all have the same capabilities. The difference between people who take that and turn it into something magnificent is that they take responsibility for their results versus the people who feel like a

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victim and feel like they have no control. So you are responsible for every result you have in your life. That will make your mentality a winner.

The third thought is I am committed until I get the result that I want, until the end of time. This is similar to number one, the first thought that I shared with you guys, but it's a little different in that it's talking about how long you're willing to do whatever it takes to create your results.

I'll never forget when I first started this journey, when I went through seven years of just blaming everyone else and trying to figure out the right job and all of these different things, I'll never forget when I finally allowed myself to just want what I wanted. Because for a long time I just talked myself out of it and I said your expectations are too high, you're asking too much out of life, no one's life is that good.

I told myself all of these stories, and maybe you're hearing these and you're realizing you're doing it too. These are just stories, and these stories are just trying to keep you safe from growing. Remember, your brain does not want you to grow. It wants to be safe.

So once I accepted all of the things that I wanted in my life, everything that I have today that I wasn't allowing myself to want, I finally showed up and decided I am going to fight for this until I die. I'm going to fight for this, every single result that I want in my life until my last day on earth.

What this did was it elevated my commitment to my results and again, that laid a rock-solid foundation for me to build off of. Because when you have the thought, I'm committed to this until I get the result I want, what you do is you show up differently to every failure. You show up differently to every action you take.



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You show up differently because your success - and I've talked about this on another podcast, but your success is inevitable. It's like if you spend your whole life working towards creating the results that you want, there's nothing that will stop you, especially when you have the tools that I teach inside the program and that I coach my clients to have.

It's like when you have that you literally have everything that you need and when you're committed until you get the result that you want, you are fully committed. So for any result you guys are trying to create, are you committed until the end of time? Why or why not?

Because if you're not, it's not a problem. And I want you guys to hear this. It isn't a problem if you don't have any of these thoughts. But you know exactly what you need to work on to create the results you want in your life. This is the thinking you need to work on, this is the thinking you need to build.

Again, this is one of the first things I teach you when you join my program because if you don't have these, I imagine you're building everything on a sinkhole. It could potentially crash and burn at any moment, and you're not going to create the results that you want. So again, I want you guys to just hear that, that this is where you want to get to.

The last thought that I've alluded towards in the one I just talked about with being committed until the end of time is it's either win or learn. There is no failure. And I don't even like to say there is no failure because there is failure. Setting a goal and not hitting it is failure.

But the people who create massive results in their lives do not see failure as the end. They don't see posting one time on social media and having nobody reach out, they don't see trying to lose weight and then not hitting their goal, they don't see having a divorce, they don't see that as the end.

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They see that as the beginning. They see every failure as an opportunity to learn. I've said this before but based on how much success and results you want to create in your life, you will create an equal pile of failure. So you can spend the whole journey resisting failure, making it mean a bunch of bullshit about you and feeling like there's something wrong with you, or you could just see it for what it is, which is an opportunity.

It's an open door. It's a chance for you to learn what you needed to learn so that you can apply it again and create the result you want on the next round. So to have a winner's mentality, you have to see every result you create as either winning or learning.

You have to see failure as the beginning, not the end. Because that's really what it is. The only reason I'm here is because I failed so many times and learned from it and reapplied it and created the results that I want.

This is what I teach you guys in *Anything but Average*. This is what it takes to - we just talked about my four-step process. This is what it takes to change your life, find your purpose, launch your business, and change other people's lives to create the life you really want.

You have to be willing to do whatever it takes, you have to take total responsibility for every result you create, you have to be committed until the end of time, until you get the result that you want, and you have to see failure as an opportunity. You have to see it as learning. You have to realize that you either win or you learn. That's it.

I love you guys. If you love this episode, share it on your story. Someone out there needs to hear this message. I was actually thinking about this today and Chris and I were actually talking about it yesterday and we were talking about how there's - I don't even know, I'm going to butcher this, but I think he said seven billion people in the world.

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I don't know, guys, this is also to show you that you don't need to be a genius to create insane results. But I was thinking - we were talking about how most people don't know this stuff. And I was thinking about how - I was like, this is the key to the universe.

It's the only thing every single human on this planet needs in order to create different results in their life. And I was thinking about how all I need to do, all of us need to do is get this work in front of people. People are craving this. People want to change their life. They want results.

Every single day we're trying to buy things, do things, take actions to create the results that we want, but if we don't have these tools, then we're just going to stay stuck in the same cycle of repeating the same results. So if you found this valuable, share it with someone you know who needs to hear it. Share it on your Instagram story.

And if you're ready to take this work deeper and learn how to actually create this mindset in a tangible way and change your life, find your purpose, launch your business, and change other people's lives, go to [lindseymangocoaching.com/anythingbutaverage](https://lindseymangocoaching.com/anythingbutaverage). Join the waitlist and I will see you guys on the next round. I love you and 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](https://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.