

Ep #39: Myth #3 - You Need to Know Everything and Have the Perfect Life to Be a Coach



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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 will teach you how to create a coaching business one step at a time. I'm Lindsey Mango, a life coach passionate about helping you create the life of your wildest dreams by creating a coaching business. Let's get started.

Hello, and welcome back to another week and another episode of *Anything but Average*. Happy holidays, you guys. I am so excited. I am actually hosting my first Christmas ever. And I'm very excited and I've got my game plan all written out.

You should see me. Chris and I were, like, developing the menu and we're like, "Okay, we've got to figure out how long things need to bake, when we can prep them ahead of time so we're not doing everything all in the same day. It really makes you appreciate how much your parents, your family, whoever does the holidays has to do. I'm like, "Whoa, this is a lot."

But I am so excited and I'm being a little extra about it. I'm like, "We have to have all the place settings. I want to have cocktails that have the drink on the ornament and then you pour the ornament into the martini glass." Chris is like, "Whoa, whoa, whoa, slow down a little bit."

But if you guys want to see how it goes, check me out on Instagram @lindsaymango_. I'm sure I will be sharing all the details and all of the events of the day, probably the day after so that I can be totally present with my family. But anyway, I hope you guys have an amazing week, an amazing holiday. Soak it up, enjoy the moment, whatever you are doing, whether you are social distancing or spending time with your family, create an amazing experience for yourself because you get to do that.

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So, alright, are you guys ready for myth number three about creating a coaching business? This is such a big one. I would say that this – they're all the top things I hear from people when they think about creating a coaching business but they tell themselves these things and it holds them back. But this is a really big one. Are you all ready?

Myth: you have to know everything and how to handle anything and you have to have the perfect life in order to be a coach. I'm going to say that again. It is a myth that to be a coach you have to know everything, like all the things, how to help anyone and everyone through anything and you have to have the perfect life.

Here's the truth. You just have to be really great at creating one specific result or one specific transformation for people. You just have to be a student of your work.

What that means is not that you have a perfect life or that you have everything figured out or that you don't get stuck. In fact, I will tell you guys that the more I get into this work, the deeper I go, the bigger I set goals in my life, the more drama I have, the more I get stuck, the more I block myself and have drama and all of the things.

So, a perfect life is not a prerequisite. And knowing everything about everything is not a prerequisite. Here's all you need. You need to be a couple of steps ahead of the people you want to help.

It's really important for you guys to hear this. Your job as a coach is not to help everyone. I hear this all the time, you're like, "I'm practiced on my sister and I felt like I couldn't get her results." And it's like, no, they are not

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showing up the same way a client will show up being all in to get results. They're not a good example of whether you're a great coach or not.

You only have to help a specific person with a specific result or a specific transformation and they only have to be a couple steps behind you. That means, if you want to help somebody lose weight and you've lost like five pounds, you've gotten so much transformation, you can help people who want to lose five pounds.

No, you're not going to help the person who's trying to step on stage. That's not your ideal client. You only have to be skilled and have the ability to help people that are a couple of steps behind you. So, stop telling yourself that you have to know everything about everything and how to help everyone. That is such an important piece of this.

The other piece is realizing that you are always going to be a work in process, or a work in progress, whatever it's called. That is never-ending. Being a byproduct of this work and being a student of this work doesn't mean that you are perfect. It means that you understand how to deal with the highs and lows of life. It means that you understand how to change your thinking to create results. It means that you know how to – when you fall off track – get back on track again, even if it takes you two months.

After my wedding last year, I gained like 10 pounds. Does that mean that I'm incapable of helping my clients? Absolutely not. Is there a lesson in that? 100%. Is there a lesson in literally everything? Yes. And the best thing you can do to become a great coach and continue to grow and help your clients even more is continue to show up for that work in your own life. But you do not need to be perfect and you do not need to know everything.

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All you need to do is have tools that can help a specific person create a specific result. In fact, I find that people are more inspired and want to work with you when you're a real human, when you're vulnerable, when you talk about the drama you're going through in the moment.

What if you actually saw that your imperfect life and some of the things that you're still working on is the best place for you to be an example of what's possible for your ideal client? What if the fact that you don't know everything is what is going to make you a great coach? Because coaching isn't about giving people answers. It's about helping them find their own answers.

Something I tell my clients in *Anything but Average* all the time is that you're not going to be at the top of the mountain yelling down to the bottom to tell a person, "Okay, step one, do this, step two, do this..." Your job as a coach is to start at the bottom of the mountain with your client and start walking with them. You're on a journey. Together, you're figuring out what works for them, what doesn't work for them, how can you help them get that breakthrough?

You're going to try something; it's not going to work. You're going to try something else. Coaching is not about perfection. Coaching is not about always knowing all of the answers. It's about being committed to your ideal clients' results. It's about being a couple of steps ahead of them and showing them the way and helping them figure out what is the best path for them. It's about being a student and an example of your work and showing up to that every day. It's about being an imperfect human.

The greatest value I have to offer to my clients is when I'm working through something, when I'm learning something, when I'm failing to hit a goal, not when I'm perfect and have it all together.

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Now, if you feel like you don't know enough, this isn't a problem. But get into *Anything but Average* because there's going to be two things that it helps you do. It's going to help you build confidence by I actually walk you through a process of focusing on what you do have to offer instead of what you don't have to offer.

But it will also help teach you the tools that are going to transform your life and change your life and in turn you're going to master those by implementing them, and then you're going to be able to help other people with them as well.

I've got some really amazing foundational tools that I teach you that you can keep coming back to. You also have access to the group where you can ask me anything. You're like, "Hey, this client brought me this. I felt a little stuck." We're going to coach on it. There's nothing wrong with not knowing exactly how to handle something. That's how you get better as a coach.

You know how you get better as a coach? You actually coach clients. It's the only way. You can't sit on the sideline of the soccer game and expect to become a better soccer player. The way you're going to become a better coach and a great coach is by signing clients and starting to help them and learning and growing.

It's by showing up for your own work and lessons and getting coaching and working through it. It's by using the tools that you're going to teach other people and implement with other people to become better. In order to do that, you have to start.

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Now, you guys know I'm a big proponent of being a byproduct of your work. So, showing up for your work and being that student. But you have to do both. You have to be a student and you also have to see that you do have something valuable to offer.

You have to focus on what you do have to offer instead of what you don't have to offer. You have to see that you're not here to help everybody. You're just here to help the person who's a couple of steps behind you.

Here's the other thing. In *Anything but Average*, along with helping you change your own life, learn these tools, and get building this confidence, I'm also going to help you identify your unique purpose and who your ideal client is and who you're going to be best at healing and what you're going to be best at helping people with so that you can feel confident in it.

Guys, I don't teach people how to make multi-million dollars because I haven't done that. I'm not going to pick that. That's not my zone of genius. I'm not going to help people learn how to be better single moms. Yes, I have all the tools. I can help them on their mind. But that's not my zone of genius and my expertise.

So, we are also going to, when you go through the program, you're going to walk through the process of figuring out, like, what is your unique purpose as a coach, what are you bets at? What are you going to be able to help people with in a really deep way? Now, "I can't believe you can't help everyone." That's going to help you be more specific, see that you can help that person who's two steps behind you.

The other thing we're going to work on is building confidence in your ability to get people results and your ability to help people. That doesn't come

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from sitting and waiting and thinking, “I don’t know enough.” That comes from getting into motion, from joining the program, from implementing these tools, from getting out there and coaching people, working on all the thinking that’s holding you back from believing you have something amazing to offer people.

So, you do not have to have the perfect life. You do not have to have it all figured out. You do not have to know everything under the sun or how to handle everything. You just have to know how to help one person who’s a couple steps behind you move through something that’s holding them back.

And whether you know how to do that or not, *Anything but Average* is going to help you build the confidence to do that and give you all the tools you need to be a great coach in order to do that. So, either way, you need to be inside the program.

Guys, go to lindsaymangocoaching.com/anythingbutaverage. You have everything you need to help people right now. I’m just going to help you see that. I love you guys. Have a wonderful holiday and I will talk to you next week. Bye.

If you’re ready to take this work deeper and create your own coaching business, join us in *Anything but Average*, where I will walk you through the step-by-step process to become a coach, start your coaching business, and start signing clients. Go to lindseymangocoaching.com/anythingbutaverage and I will see you on the inside.