

## Ep #84: Decisions Despite Drama



### Full Episode Transcript

With Your Host

**Lindsey Mango**

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Hey guys, before we jump into today's episode I have a big announcement about my program, Anything But Average. Up until now you've been able to enroll in this program at any time. We are now closing Anything But Average for enrollment on November 8th and it will not reopen again until next year.

So if you want to become a great coach, launch your coaching business, and start signing clients before 2022, now is the time to join. Go to [lindseymangocoaching.com/anythingbutaverage](https://lindseymangocoaching.com/anythingbutaverage).

I want you guys to imagine for a second every day waking up knowing you are doing the exact work you were made to do in the world. You wake up excited to work with your clients who love to work with you and pay you. You help your clients have breakthroughs, accomplish goals they never knew were possible, and you help them create results that blow their minds and yours too.

Imagine being able to work from anywhere, leave your job next year, travel to dream destinations and give yourself and your family experiences you never even dreamed were possible for you. Imagine making more money than you ever thought was possible doing work you love, spending all of your time the way you really want.

Creating the life you want becomes a lot more accessible when you have a dream business. Starting your coaching business is just the beginning. This is what we do in Anything But Average. I love you guys, go to [lindseymangocoaching.com/anythingbutaverage](https://lindseymangocoaching.com/anythingbutaverage) and I will see you on the inside.

Now, if you are on the fence, if you have questions, if you are curious about coaching, you have questions about starting a coaching business or have specific questions about Anything But Average, up until Anything But

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Average closes on November 8th I want to give you the opportunity to ask me those questions.

So we are doing an exclusive event called Coaching Q&A every Tuesday until November 8th where you can ask me these questions. Go to [lindseymangocoaching.com/q&a](http://lindseymangocoaching.com/q&a) or go to the link in the show notes to join us. All right, let's jump into today's episode.

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. Guys, how are you? Before we jump into today's episode, which I am super pumped about, I want to share a celebration from one of my students in Anything But Average. This one is from Nadia and here's what she just posted in the group the other day.

“Oh my gosh, I did it. I just signed my first client pay in full. I'm so freaking excited. She was a yes before I even gave her my offer and actually said she would have paid more. What? Thank you so much Lindsey Mango, I am so grateful for you.” And she also posted one day later that she signed her second pay in full client.

The one thing I want to share with you guys about Nadia, she was doing something when she first joined Anything But Average that a lot of students do. She wasn't feeling confident in her ability to get clients results. She was feeling very unclear about her niche and what she was offering and the results she was offering. And kept trying to solve for all of these other problems like her marketing, and joining lots of different programs in order to solve that.

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Instead of addressing the one thing she needed to address which was her thinking, her belief about herself as a coach and what she was offering. Which is what we do in the program along with figure out what type of coach you are, who you're going to help, the results you offer.

And so she kept staying in that cycle. She got to a point where she was just done with it and really leaned into the coaching in Anything But Average and into the process, and that is what changed her results.

So whether you guys have started your coaching business and you find yourself stuck in that cycle, or you're just getting started and you're like, "I have no idea what I want to offer. I have no idea what I'm doing. I don't feel confident to be a coach." Anything But Average gives you the process and the coaching you need in order to start your coaching business and sign clients.

I was talking to a peer actually the other day about this and she was like, "I would never recommend anyone to any other program because while there's so many different solutions out there and options," she's like, "I feel like they're shortcuts. And they're shortcuts that skip very important steps."

She said, "Your program is a very simple solution and it's fast, but it doesn't skip the most important pieces of this work. It focuses on the most important pieces of this work and that's why your clients get started so quickly and have such great success."

So it was just such a good perspective to hear from someone else. Obviously, I believe that. But it was just so fun to hear that while changing your own life and being a product of the work seems like this drawn out process, it really isn't. It actually compounds the results you create and helps you start your coaching business so much faster because you are doing the work that's actually going to propel your business forward and make you a confident coach.

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Instead of trying really hard and doing a bunch of work that's not actually going to help you gain ground, and feel confident as a coach, and know how to help your clients, and believe in what you're offering, and go out and sign clients. So congrats, Nadia, I'm so freaking excited for you.

All right, so today, what I wanted to talk about is making decisions despite drama. So for those of you guys who've been listening and following me on social media, you know that we changed the structure up a little bit of Anything But Average.

You still get lifetime access, nothing about the actual program has changed. But enrollment for Anything But Average is closing on Monday, November 8th. And it will not reopen until next year. Which means there's a little bit of a deadline to make this decision to join the program.

And so I wanted to talk about how to make decisions despite having drama. And it's not just about this decision, it's about every decision you make. And understanding this for yourself will also give you the ability to walk your clients through decisions despite any drama they have.

All right, so before we jump into the meat and potatoes of this episode, I want to tell you guys a quick story. So the other day when I was coaching myself on making the decision to change from an open model, meaning like my program is open all the time, to an open closed model where it opens for a short period of time and closes.

I was coaching myself and I was having some fear, drama, normal stuff come up. And I just sat there kind of staring at the page, reading it. And I could see it for what I was. I was like, "This is just drama. This is just fear. This is just doubt. This is just old programming and limiting beliefs." And I realized that it was just drama, which I knew when I was writing it.

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But I knew it didn't mean that I was going to change the decision that I had made. So yes, there's an opportunity to coach on the drama, work on it, grow, all of that. But at the end of the day, when it comes to making new decisions that are for your growth, that are going to help you become the person you need to become and start the coaching business you want to start, and create the clients and hit the next goal you want to hit, there's going to be drama.

And you don't have to let that drama impact the decision you make. And I've done this so many times, I mean, this is literally how I built the life that I have and the business that I have, is learning how to make decisions despite having drama. Like not listening to the drama and letting those guide my decisions. And instead making the decision that I know is going to offer me the growth that I want and help me create the result that I want.

But I really saw how separate it was. I was just staring at the page and I was like, "Yeah, this is just drama. So I already know the decision I'm going to make, it's this. And I don't have to listen to all of this." And it offered me such a perspective that this is what we all have to learn how to do.

If you want to change your life, if you want to wake up a year from now, making tons of money, doing what you love, helping people, building your own business, thriving, just like loving your life, you have to make decisions for your growth, despite having drama. Despite feeling fear, despite feeling doubt, despite using past evidence and how it didn't work before it it might not work this time, you have to decide anyway. It's the only way.

And when I think about it, if there was like literally one piece of advice I could give to all of you, like if you were like, "What's the one thing you would offer me if I drastically want to change my life and create this dream life by starting my coaching business?" It would be this, that it doesn't matter if you have drama, fear, doubt when making a decision. You don't have to listen to it.

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The only way out, the only way to grow and create different outcomes is to not listen to it. And that's really what we're going to talk about today is why that is and what that looks like. And an actual tool to use so when it comes to making the decision to join the program or just any decision in your life for your growth and creating what you want, you know how to approach it.

So, here's where I want to start, there is drama and there is decisions. They are separate, they are not the same thing. You don't have to make the decision that your brain, your fear, your doubt your drama, that's what I mean when I say drama, tells you to make. In fact, your only job is to make the decision that you know is for your growth, that you know is from possibility. And let the drama be there.

It's kind of like I've always loved the example from Big Magic, a book I read five years ago. And she said, "If you are going to do anything amazing in your life, if you are going to just change your life, fear will be in the car." Like you're driving a car to your end destination, fear will be in the car. But you cannot let it take the driver's seat, you have to put it in the passenger seat. It's going to be there because you're growing, you're stretching, you're doing something different.

If you let it drive the car, it will literally stay in your driveway. Your job is to drive the car to the destination, let the fear be there and make the decisions you need to make anyway. That's what this is really about.

Because here's the thing, you guys know, and I've said this so many times, and I'm going to say it 100 more times, but listening to your brain, listening to your drama is what's created your current results. As always, it's there to create safety, it's there to protect you, it's there to be efficient, it's not there to help you live an amazing life. So if you listen to the drama, and the doubt, and the fear when making your decisions, guess what happens? Nothing changes.



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You stay the same, you keep doing the same things. Like really think about that. Think about when it comes to taking the step and putting yourself in the program. If you talk yourself out of it because you've tried other things before and it hasn't worked, or nobody in your life believes in you, or you're not sure you have anything to offer, or you have no idea how you're going to sign clients, what happens if you listen to that?

It's okay, if that's there, it's going to be there. But if you listen to that and you decide not to join, what happens is you don't put yourself in the program that teaches you how to get around all that drama, that gives you the tools necessary in order to be a confident coach, in order to know how to sign clients, in order to build belief in yourself and ability whether people support you in your life or not. And then nothing changes. You stay exactly where you where you are, doing the same things. Wishing your life was different, but never creating it.

Truthfully, and this is kind of the sucker punch of this podcast episode, is there is only one option if you want to change your life. It's making the decision that feels uncomfortable. It's the only option, because if you make the decision that feels comfortable, if you listen to the doubt, the drama, the fear, and let it drive your car to the destination, you stay exactly where you are.

The only decision with possibility is the one that has drama, but you choose anyway. It's the one that brings up a lot of your fear and your limiting beliefs, but you do it anyway. When you choose that, you give yourself the option for the possibility of what you want to create.

And in the program, we create the belief, and the thinking, and the approach, and the action plan you need to guarantee that you create the results that you want. It's truly the only way.



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Now, one day you guys are going to get to a point where I am, where I can just literally see all of the drama and the doubt for any decision I make. Like I invest \$100,000 in my growth every year, I've built a really strong internal muscle with this where I can just see the drama and be like we know the drama doesn't get us anywhere we want to go, we know the fear doesn't. So we'd still choose the thing no matter how scary it is.

Building that muscle starts with this first decision. You don't build that internal trust and that internal muscle without starting here. And that's going to be what changes your life now. What helps you start your coaching business. What helps you sign clients. What helps you coach your clients who this same uncomfortable decision, and then continues to compound that over and over and over again.

The reason why my life and business continue to get bigger and grow and become better, and better, and better is because I didn't just make this decision once, I didn't just do the uncomfortable thing once. I did the uncomfortable thing over and over and over again. And I will forever do that because I know that's what leads to everything that I want.

Now the reason I also wanted to talk about this was I actually had somebody— I've been doing some Q&A's on my Instagram stories and someone asked a really powerful question because I know she was joining Anything But Average. And she was like, “How do I know the difference between a red flag versus just drama?”

I thought it was such a good question. I spent some time really thinking about it. And my response to her was this and I'm going to share it with you guys because it has to do with making decisions despite drama. And my explanation was this, a red flag doesn't feel like drama, it feels very clear.

For example, if somebody is like you need to walk out in the middle of the road on the highway, I wouldn't have drama about it. I would be like, “No,

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I'm not doing that." A red flag is decisive, you actually know your answer, you know it's a hell no.

Drama is all about the potential of what could go wrong. The potential fear, the uncertainty, the doubt. It actually shows you that there is a clear, "Hell, yes, I'm doing this." But it's just giving you the pathway to your growth. It's just saying, "Here's all the reasons why you don't have the result you want. Because you have all of this fear, drama, and doubt."

And again, not a problem, that's why you guys get in the program, so we can coach on it and work through it and get to the other side of it. But drama, isn't life or death. It might feel like life or death to your brain, but it's not actually life or death. It's not accounting for your growth. It's not accounting for all of the possibilities that exist. It's just focused on worst case scenarios, what could go wrong, and past programming on what's happened in your past to predict what's going to happen this time.

So that's the difference. So really, you can always see when it comes to the drama that's popping up, that it is a hell yes. That it's just your brain trying to talk you out of doing something that's going to help you grow.

Now, I want to give you guys some tools on how to actually approach this. When this shows up, when you're like, "I want to be in Anything But Average, I want to start my coaching business, I want to learn how to sign clients consistently," all of the things.

And you're sitting there and you're making the decision and you see all the drama, I have one simple question you can ask yourself to be clear on what your decision is. If you knew it was going to work, if you knew you were going to get the outcome you wanted, what would your decision be? If the answer is yes, you have your decision. You're not confused about it. You're just scared. And that's okay.

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Now the other way you can approach this, you do that and you're still maybe feeling a little bit scared, you're like, "Okay, my decision is to join or my decision is to do this. Now I still feel really freaked out. My brain feels like it's dying." Another powerful tool is to write out all the drama.

What is all the fear? What is all of the doubt? And then ask yourself, what result do I create if I let this make the decision? Then you look at what are the possibilities if I make a different decision? What could happen if I make a different decision?

Again, when your brain is focused on drama, it's focused on everything that could go wrong. Instead of everything that can go right. Rightfully so our brain wants to do this to keep us safe, I know I've said that 100 times on this episode. But it's doing that because it's like, "This is much safer. Let's just think about worst case scenarios instead of best case scenario."

But to help you build that muscle, to help you bridge the gap to get over that decision, focusing on the possibilities is going to help you strengthen that muscle to make the decision you already know you need to make.

Now at the end of the day, I think so many people wait for this decision to feel comfortable, to feel ready, to feel like the possibility outweighs the fear and the doubt and the drama. And here's what I will tell you, it will not. The decision that's going to change your life is going to be uncomfortable no matter what.

If you are waiting for it to feel more comfortable, if you are waiting for that fear and drama and doubt to go away, you will always be waiting. That fear, drama, and doubt is exactly what's keeping you from starting your coaching business and creating the life you really want and signing clients. That's why you need to be in the program.

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So you guys can make the decisions you know you need to make even when you have drama, bring it along for the ride but don't let it drive the car of your life. That's how you will wake up in 10 years with the exact same life you have now. I don't want that for you and I know you don't want that for you.

Anything But Average closes November 8th at 11:59pm Eastern time. I love you guys and I will see you on the inside. Go to [lindseymangocoaching.com/anythingbutaverage](http://lindseymangocoaching.com/anythingbutaverage). I'll talk to you guys 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](http://lindseymangocoaching.com/anythingbutaverage) and I will see you on the inside.