

S1. Ep27: "Who do I have to become to make a million dollars?"



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With Your Host

Lindsey Mango

[The Life Coach Hotline](#) with Lindsey Mango

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Lindsey: Hi, welcome to *The Life Coach Hotline*. This is Lindsey Mango, your life coach. How can I help you?

Saren: Hi, my name is Saren and I am working on elevating my self-concept to be a million dollar earner in one year with my life coaching business.

Lindsey: So good. I love it. Congratulations, that's huge.

Saren: Thank you. It is so fun.

Lindsey: So tell me more about your self-concept. Like where are you now? And when you imagine having a million-dollar year in your life coaching business, what does that vision look like?

Saren: Good question. So I currently am at multiple six-figures annually. And I thought that when I would make a million dollars, I would have this perfect idea. And I have that. Like I actually know exactly what my offers are going to be and my positioning in the industry. I'm the emotional wealth coach, so I help people create emotional wealth.

Lindsey: Love it.

Saren: I'm working on a trademark for that, which is fun.

Lindsey: Genius.

Saren: And there's so many things that are falling into place that I can see already. I think the biggest thing is just coming from a lot of money scarcity in my past. And it's a little bit of like a money temperature. Like I still spend

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a lot, even though I make a lot. So that's been happening in my life. And so I think that there might be some money blocks there.

My current self-concept as a coach is I know I'm helping so many people and visibility is something that I've been growing my capacity to have because I've been able to make multiple six-figures with like under 50 clients.

Lindsey: So good.

Saren: Right, not that many people. And I know my visibility is going to increase, so that's something that I've been figuring out like myself and my identity and who I am, so that I can show up so authentically for my people. And a lot of that work, especially in motherhood and like re-identifying myself and figuring out who am I outside of what other people want for me. And so that's been really fun. And I know that that's going to keep growing up to a million dollars, especially as I start unleashing that more.

And so that's kind of where I'm at right now, is like in the process. Like I can see \$1 million happening by the time I'm 30, which is so fun. And I know how I'm going to get there. I guess I'm just trying to figure out the who of like, who am I as I'm growing? Because I know that is always my favorite part of growth. It's like the development of who I become, which the goal just becomes a byproduct because I get to become all of those things.

Lindsey: Yeah. Oh my gosh, I love it. Okay, so let me ask you this. When you imagine making a million dollars in a year before you're 30, so awesome, what do you see in terms of who you are at that point?

Saren: I think I continue to be really calm and grounded and create a lot of safety for my people and freedom. Like the ability to let go of some of those

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things that have been holding them back and the freedom to leave them behind forever. I see that that would be my growth as well while I help other people do that.

And what I see is a lot of evaluating and problem solving in an efficient way. Like using my brain to critically think and creatively think, problem solving for my people and how I can help them more. I definitely see more demand building where I am putting myself out there so much more and inviting more and more people to come work with me. And when I do that, I imagine feeling community and connection and it's really driven by the feeling of love and service to them.

Lindsey: Love it.

Saren: And then being a mom, just like living my best life while I'm helping other people do so. So I'm kind of already doing that. I guess my brain thinks that the million dollar level is going to be like I have to do it more.

Lindsey: Interesting. What do you think you have to do more?

Saren: Like live my life more intentionally. And when I say that, I just mean more of like, I do spend only 20 hours a week on my business. But if I go to a million, I imagine it's going to take more time instead of just remaining within those 20 hours. And so when I think of living my life more, it's like I don't want that million dollar goal to start consuming me, which is interesting to think about because I haven't done that yet.

Lindsey: Yeah.

Saren: But it's almost like my brain is like, oh, I'm willing to. I'm willing to grind for it, when that's not been how I've created any of the results this far.

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Lindsey: Yeah. So good. Okay, so there's two things I'm noticing. The first thing is time, right? Like your brain right now is thinking that more time spent in your business or sacrificing a little bit more to create the goal is going to get you there, even though it sounds like you're like, well, I'm not doing that or I don't want to do that. But I just find it interesting that your brain has that association.

Saren: Yeah.

Lindsey: And I'm curious, when you have that thought, how do you show up when you think it might require you to sacrifice your time?

Saren: A little bit like I'm hesitant to start some big projects. Like some of the back end systems and automations for my clients to have a better experience, I just kind of push those off. I don't critically think, like we were talking about, or evaluate as much because I don't want to spend the time on it.

The other thing is I imagine it'll take a lot of time and energy, and so I try to conserve energy now and push off some of that for the future. Like six months from now, a year from now I'll start that instead of really making an intentional decision about when to start some of those projects.

And I think I spend more time thinking about how I'm going to make a million dollars instead of just making it.

Lindsey: How does it feel to see that?

Saren: Just so freeing. I'm like, oh yeah, that makes sense. Maybe I should get rid of that thought.

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Lindsey: Yeah, that's so good.

Saren: Yeah, when I think spending more time, it's going to take more time to make more money, that feels really restrictive. It feels like there's like a limit on there because there's 24 hours in a day. And then as a mom, it's like there's 20 hours a week.

Lindsey: Yes.

Saren: And more time spent there, it feels like I'm going to have to sacrifice my life at the same time. And just even recognizing that that's just a sentence I'm telling myself feels freeing. Like I have more options here.

Lindsey: Yes. And what's interesting is when your brain thinks it's about time, right, it doesn't problem solve with maintaining the boundaries that you have. So for example, absolutely, it could take more time if you thought that, if you wanted that, or if you chose that. Or if you just believed that and then you created that result that you had to spend a lot more time.

But if you were like, it doesn't require more time, then you have to critically think about how you invest your time a little bit differently and maybe how you invest your money a little bit differently. Or like who you hire, who you bring on to help you to maintain the same amount of time without the sacrifice.

So it's like a little shift, just like it's seeing yourself in a bigger way that you could actually – Whether that's your answer or not, we don't know. I'd have to dig in more and ask more questions. But maybe that means getting more help or using the time you do have and maximizing it in a different way. Just like you said, it literally creates the result that you said you would be at

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a million dollars, which is critical thinking and problem solving and evaluating in just a different way.

Saren: Yeah, so good. I can already see access to that. I was like, oh, why am I postponing critically thinking when that's who I get to become? Like if I just speed up, like put that further, like closer to my now of starting to implement that now, I'm going to become the person that does that so much sooner.

Lindsey: Yes, so good.

Saren: I think you're spot on too about seeing in a bigger way because I was like, yeah, it's just me and just me alone. And I didn't really think of myself as somebody that's going to hire. And I know that's going to happen, but that's one of the things I've been pushing out too.

Lindsey: Yeah. That's so interesting. Why?

Saren: I think it had something to do with the same thought of even just hiring someone felt like more time and like I'd have to become somebody that can organize and even know what I want. And that critical thinking avoidance, I think is in the same boat there.

Lindsey: Yes. So good. I think the other piece it kind of feeds into, which is the other thing that I noticed, I said, I noticed two things here. The second thing that I notice is it seems like you're thinking you're going to have to become a whole just different, and I'm not saying that's not true, but there's like a flavor, right? It's all about, does it serve you? Does it not? It has a flavor of like, I have to be more.

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Saren: Yeah, for sure. I feel that so much, especially since it doesn't feel super good to think I have to become a whole different person. It feels like I'm building a whole car instead of just turning on the windshield wipers to see clearly.

Lindsey: Yes, that's such a good analogy.

Saren: Yeah, that's interesting.

Lindsey: Yeah, that feels like a whole project. And I think the other piece I've seen this happen a lot where it kind of creates this trap where we also can kind of have this idealized version of ourselves at the next level and becoming. So we think million dollar me never feels scarcity and she's always like living in alignment.

And it kind of puts this version of us on this pedestal, which it's kind of unreachable because we know we're all having the human experience. I know you, I know that's something you teach very beautifully. And so it's almost like that idea of more is like I have to remove all of these. Instead of I could actually be the same person with like, I still will have scarce thoughts sometimes. I still will believe some of the same things. And I just have to believe more deeply that who I am right now, what I have right now, the value I have is valuable at that level.

Saren: So good. So that actually brought up another sneaky little thought in there because I was like, well, it has to be a different person of myself, otherwise I'd already have the result right now. But I think my brain's been turning that into, like you said, like I won't feel as scarce or I'll feel way more confident or all these things that I imagine having when it's really just going to be the whole human experience.

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So then it has me thinking like, what really is the gap? If I don't have to become a whole different person, what are the few skills I need to develop or the thoughts I need to become, like just practice being and believe fully to get there? Because my brain's been like, well, clearly I'm not a million dollar coach because I've never done it. But that's interesting because I think I'm just not identifying as a million dollar coach as is.

Lindsey: Yes. Exactly. It makes the gap so much wider, right? When you're like, I've got to be this, I've got to be that, I've got to be all of these things.

Saren: Yeah.

Lindsey: And what it also does, there's a little tricky thing here too that I've seen actually happen with a lot of clients where they have this big goal, they hit it and they almost have this like painful experience where they realize all of a sudden that they're not feeling abundant all of the time, right?

Saren: Yeah.

Lindsey: Where it's like, oh, wait a minute, I still am a human. Which I think takes the current moment and makes you see it differently. Because it's like, well, if I could still feel scarce at a million dollars, then I have to learn how to not feel scarce right now. It's like our brain plays this trick on us, like thinking we know this. But the circumstance will solve for that when it's like, oh wait, no, I'll feel the same way then that I feel now. So I really get to do my work right now.

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Saren: Yeah. Oh, so good. Which is like really my favorite part of it, is like becoming, my internal experience while I'm building a million dollars. Like I don't want to just make a million dollars and feel miserable and use up all my time. Like I clearly want a million dollars, but by doing the work internally to create the experience I want to have.

Lindsey: Yes. And by doing that, what's so amazing is that is what's going to lead the example you need to be seeing bigger and have more people come to you. It's like this compound effect.

Saren: Yeah. That's such a good reminder. I think that's exactly what I needed to hear today, is me doing that work, like my favorite part of the work, is actually what brings in more people, that becomes magnetic, that has me leading this experience and leading by example for so many people because it's like, oh, I've done that already. Clearly, it's made multiple six-figures. It's helped so many people. And now I get to just turn up that dial of my own self-development here of like creating that experience for myself on my way to a million, that it doesn't have to be different.

Lindsey: Yes. How does that feel?

Saren: Very empowering, which is one of my favorite emotions. Or even expansive. It feels kind of uncomfy to feel a little expansive sometimes, but it feels like it's doable and available. And so empowering, for me, feels like it's one of those feelings that drives me into the most action, is like feeling empowered. I will take the most action or like the most aligned, the most potent action when I'm feeling that way versus any other feeling. So I love that that's what came up for me.

Lindsey: That's so good. And when you have potent action, right, it takes a lot less time.

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Saren: Yes.

Lindsey: I love it. Okay. So good. Does that feel clear? Is there anything else that you wanted coaching on?

Saren: My brain still wants to jump to like, no, I have to have a self-concept plan, but I think that that's not the truth. And I get to just go take what I coached on today and start implementing it in a way that feels like I'm still me. I'm still human. I get to live my lived human experience and present now while I'm building more.

Lindsey: Yes. I think one thing, too, I'll offer with that is it sounds like your brain's kind of like chew toy, right? It goes to like what's my self-concept plan? So when your brain offers that, what do you want to remind yourself of?

Saren: Good question. So I think it's simply just it's not better there. Also if I still – Actually, I'll probably ask a question. Like if I'll still experience scarcity there, if I'll still experience questioning my value. Like not the value of a human, but like the value of the offering of the coach. If that's still going to be happening, what do I want to do to have my own back and practice that? That feels a lot more like how I can be there for myself so that I can show up in a bigger way for my people.

Lindsey: Yes. The actual inherent foundation of the question, like what's my self-concept plan feeds back into the, I need to be more, right?

Saren: Yeah.

Lindsey: So it's just like anytime your brain asks it, it's like, oh, my brain's doing it again. It's thinking I have to be more. My self-concept has to be this

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big change. And again, we're not arguing that there isn't a shift that has to happen, but it's just about is the viewpoint of it serving you?

And it's like, well, what if there is no self-concept plan or what if it's just my self-concept is choosing to believe in what I have to offer right now, the way it is exactly as it is more deeply and that's it?

Saren: Yeah. So good. And I have seen this before, like every goal. It's so conditioned, but every goal I set for myself, it starts with thinking I'm going to be better there, or have more energy there, or have stronger muscles there. And what ends up happening is I tell myself a lot of shoulds and I don't take a lot of action towards it. And I'm like, why isn't this calibrating? And it's like questioning why I'm not becoming and it's coming from a place of thinking that I need to be better, so I don't qualify for that result. I don't qualify for the million dollars, or the stronger muscles or the better.

And so even just recognizing that I've been setting another goal from a place of thinking it'll be better there. It's like, I can just remind myself that that actually hasn't worked for me to think that it'll be better there. And it actually puts that, like you said, that huge gap between me and where I'm going. That's what it's felt like and that's why I think I need to have a self-concept plan, because it feels like a mile-long gap.

Lindsey: Yes.

Saren: And I have to start that journey, when really choosing to believe deeper and more intently in who I already am and what I'm becoming right now is just so much more simple.

Lindsey: I'm imagining almost there's like two mountains and right now you're like, I'm way over here and that's way over there. And I'm like, wait,

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just this shift is like, literally, there's like a tiny little crack and you're like stepping over it instead of building this thing to get from mountain to mountain. That's so good.

Saren: Yeah.

Lindsey: I love it. Well, thank you so much for calling in, Saren. I am so grateful. I'm excited to see how it goes. And yeah, we'll talk to you soon.

Saren: So good. Thank you so much for today. I love this.

Lindsey: You're welcome. Of course. Bye.

Saren: Bye.

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