

Rock Your Brain Rock Your Life

EP 24: Your Thoughts = Your Results

Welcome to Rock Your Brain Rock Your Life: the only podcast teaching bad-ass women like you how to eliminate self doubt, create a career you love and level up your life. Here's your host, certified coach and master entrepreneur, Sarah Moody.

Hey rockstars, how are you? This is the first podcast I've written since the horrific attacks in the Capitol. And I was just so shocked and furious as I read the news of this level of hatred and evil.

And I know it's not going to be the last. It's just, just horrific and terrible. And you know, those terrorists are racist and that's a fact, it's a real circumstance. And I know that, you know, white people, including myself, have all been taught to think in ways that perpetuate racism and the only reason white supremacists, you know, acted the way they did y'all is because of their internalized beliefs because of their thoughts. And remember this fact too, we all get to choose what we want to think. So every single person on this planet gets to choose. Remember, there are so many opportunities for each and every one of us to show up with our voices and inspire and teach others that they can change. One new thought and different way of thinking at a time. And I'm so excited we have a new president! Because there are so many exciting things to do to look forward to in 2021.

So it's the new year and everyone's talking about all the new things they want to do this year. And, you know I believe you can start something new any day of the year and it's the end of January so let's start now! So in today's episode, I want to talk about if you've set an unthinkable goal for 2021, or you just have a great idea about your career path or about starting a side hustle or starting a podcast or a new idea you have for your current business.

I just want to talk about how to take one step towards your brilliant idea. New ideas and goals, bring up a shitload of lies and limiting beliefs from the primitive puppy side of our brain. And so I want you to have a tool if you find yourself stuck or feeling self doubt, feeling worried, feeling overwhelmed or anxious. And if you're curious about the idea of an unthinkable goal and blowing your own mind, check out podcast 21, titled Do the Unthinkable in 2021. And I talk about bridging thoughts on this episode and if you're curious to learn more about this tool, check out podcast 17.

So for all you dreamers out there, you have an idea you may want to do something new. But have no clue how to start. Here's the secret: start small today. I'm going to

teach you how to take one step. It's okay. To take tiny steps in the direction you want to go. Remember you don't have to become a unicorn in a year. You don't have to do something huge. And at great scale.

Give yourself permission to start with one step in the direction you want to go. I started the rockstar program and Sarah Moody Coaching with one student. Her name's Maria. She's amazing. She works at the technology company called Salesforce at Inside Sales and we coached every week and she was all in on using this one tool that I teach the rockstars called a framework.

And I listened to her feedback and had an attitude of, you know, I'm here for you. How can I help? And she blew her own mind around the confidence she created in herself and went on to be the only person to win Salesforce's transformation award in Q2 of 2020. Yup, y'all, she won this award and a global pandemic.

That's the power of taking baby steps and investing in your brain and you can do the same thing.

So in 2020, as I had this idea to start my coaching company, I really leaned into my hard why. I stayed super focused on being of service and delivering tools to help my students stop questioning themselves and start seeing and believing that they are truly already bad-asses. That their bad-assery already existed inside of them before we even met my job as a coach is to show my students their brains and the shitty negative talk track they have no idea is on repeat daily in those brains of theirs. We worked on self-confidence daily and I trusted the process of slowly bringing this idea I had about a coaching program to reality. I didn't feel the need to hustle and move fast for the sake of a revenue growth number. I believed then, as I still believe now, that the fun y'all is in the journey. Not some end goal! It's every little step you're taking every minute of every day. That's the fun. I grew as the ideas came. I listened to my students with a heart grounded in my why. Here's my why y'all: I'm on this planet to be of service. And when I kept that why, the ideas just kept on coming focus on your purpose and your why. Focus on doing it right and making whatever you're doing be the best it can be as the goal.

Another thought I practice daily that I learned from one of my favorite books called the four agreements is quote, "Always do your best." If you practice and truly believe this thought, you will stop the evil twins of judging and shaming yourself.

You did your best right? And that's enough focus on doing it right. And making your idea the best it can be as the goal, not just business growth as the goal. Fast growth can be fleeting. Take your time and have fun. Seriously. This year, I want you to think about having fun daily. Here's a question for your brain, another favorite of mine: how do I make fill in the blank? Easy and fun.

So let's take one step. Today. I want to teach you one simple tool, how to separate the story. Your brain tells you from the facts or circumstances in the world. Once you start using this tool, y'all, it's going to be easy to take that one step and then the next, and then the next. So let's start with this facts.

Don't hurt the circle. Circumstances of our lives have no effect on us until they register. And enter our brain and we attach meaning to them. For example, we, aren't sad about someone dying until our brain registers this fact, right. And that registering of the fact maybe when someone calls or writes or we see them and they share the news.

So in this example, the fact is person X died. This would stand up in a court of law, right? The thought you have about their death is what creates your feelings, which drive your actions, which create the results you have in your life. So when my grandmother died in the United Kingdom, I was not with her, but my father was. And when she died, my father thought and said, "She's lived a long life."

And he felt peaceful. When my grandmother died, I was in San Francisco at work. I was very close to her. And when I heard the news, I had this thought, "This is terrible. This is such a devastating loss." And I felt a deep, empty hole of sadness for a long time. I really, really missed her.

So see how it's important to separate out the facts from the thoughts? What we typically say is "I was devastated when my grandmother died" , but it's actually more accurate to say "I was devastated by what I thought about her death." Now does this mean you have to change your thoughts? Not necessarily. But does this matter to make this distinction in your brain?

Yes. Because when you see that your thoughts create your feelings, you can be much more in charge of your emotional state. Now, this doesn't mean that you won't choose to be sad when someone dies, we most likely will be. It's part of the human experience, right? But it does mean we can decide how we want to feel when things happen in our lives. We control how we feel with what thoughts we choose to have.

And it's important to not try and run away from feeling a feeling. There's the clean pain that may be difficult I E feeling loss. Then there's what we call dirty pain, which could be a thought like "I should have done more to stop them from dying."

Dirty pain often involves judging and being critical of yourself, which is always, y'all, going to lead to shame and shutting down and feeling like shit. And I'm just gonna advise you right now just to stay away from dirty pain and judging yourself and being critical of yourself okay? So many of you have these thoughts: " my boss

stresses me out" or "work stresses me out." And I will constantly remind you that it's only these thoughts you have about your boss or work that stress you out. Your boss is a human. That is a fact that stands up in a court of law. The thought you choose, my boss stresses me out, is why you feel anxious.

So you can't change your boss right now, but you can change the way you think about your boss, right? That will change everything. So start to ask yourself the question, what am I saying and/or doing or not doing because of what I think and feel about my boss? And why am I saying and doing these things?

And if it's not your boss, change that to partner, career, food, any of it. Okay? So for example, if you feel anxiety about these thoughts you're having. My boss stresses me out. You may wrap up the day with, "it's been such a hard day, screw exercises evening. I deserve comfort food and cocktails and Netflix. This is going to help me feel better." Another thing I've heard y'all do is, you end up being short with your boss, even kind of permeates to being short with colleagues in emails and in meetings. And then guess how you're going to feel later that night or the following morning after you've done all these things or not done the exercise as example. Lots of critical self-talk about how lazy you are, that you didn't exercise or eat that food that supports your body feeling amazing and all the other things, right?

So the result you're creating for your life, when you do these things is you're not showing up for your badass self, right? You're taking all these actions. So you end up making yourself feel like shit. So it's always important to see that your thoughts are always going to show up in your result line. So that thought you started off with "my boss stresses me out."

Guess what? The result is, you all you're stressing yourself out, right? With food choices, not exercising choices, short with boss at work choices, right? Your thoughts are always going to end up in your results line. I had to do another repeat on that.

So just remember, so many of our stories are painful and keep us stuck in feeling shitty. And so what's the solution? I want you to identify the facts and notice the stories that come up. Remember facts stand up in a court of law. They can be proved. They have no judgment or opinion. There's nothing qualitative about them.

If you've been thinking a story for a long time, it might feel like it's true. But try to think about it as if there's a video camera following you around. So let's go through another example. So y'all can be really clear on this. I have a student who's angry with their mother. Here's the story: my students said to me-- my mom doesn't respect me. She doesn't love me. She wants me to be just like her and become a

doctor. She can't support my desires or my dreams and my vision to be an entrepreneur in the tech industry.

And even when she knows what I want for myself, she's always trying to sabotage me. It's like, I don't even want to be around because of the awful things she does. Like, for example, last weekend, my partner and I went to visit my mother and she was so manipulative and I know my partner doesn't care. He doesn't back me up when I feel this way.

And he refuses when I suggest we should confront my mother and stop visiting her. You know, I think I'm going to give him an ultimatum. It's either her or me. He's a grown man and he needs to make a decision and either support me or not.

Then I asked my student to retell the story stating only the facts she paused and then retold the story in the same way. Okay, I'm going to give you the facts right now. There are four facts in that entire story. Number one, she has a mother. Number two she went to her home last weekend.

Number three, her mother invited a doctor to dinner. So actually there's only three facts here. Everything else was a story. Brain bullshit. And painful, right? This story is making her feel so shitty about her mom. And this story is creating risk of her ending the relationship with her partner.

It's putting distance in that relationship. This is a terrible story, that her primitive puppy brain is serving up to her. And here's some of the work, my students working on: number one to stop being a people pleaser, especially with her mom. And number two to believe so much in herself and have the self-confidence to follow her dream of being an entrepreneur in the tech industry and not give a fuck what anyone else thinks, including mom.

So, do you see how, because she's a people pleaser, her primitive puppy brain is terrified of rejection and wants to be in the pack with mom. And so allows mom's point of view to be a reason to start questioning herself and her dream of being a tech entrepreneur. Fascinating. Isn't it. All right so here's your assignment for this week.

Pull out the notes app in your phone, or grab a piece of paper and a pen. Step one. I want you to write down all the thoughts you have about that one great idea you have about starting a side hustle or starting a podcast or running a 5k in January, whatever it is you want to do right now, that feels it was hard that you really want to learn how to take one step: write down all the thoughts.

Okay. Step two. I want you to separate out the facts and write down the facts separate. Okay. So pull them out. Remember facts, stand up in a court of law. They can be proved. They have no judgment or opinion. There's nothing qualitative about them. Think about the list of facts I shared about my student. So, for example, maybe you're questioning yourself.

No believe you can run a 5k in January. The fact is run a 5k. Step three, pull out that fact, for example, run a 5k and then your one step is to use a believable bridging thought to get you to take action in the direction you want to go. So maybe it's "I'm seeking evidence that I can run a 5k." And then you feel kind of open to it right? When you feel open, you do one simple thing, like creating a training plan for January that has you doing the 5k in January 31st and feeling proud, right?

Boom. You got this.

All right. That's the show. I'm so proud of you and I can't wait to hear what you do in 2021, whatever it is, big or small. And if you want support and learning how to take one step towards your goals, dreams, big ideas, little ideas, anything from me and a bad-ass cohort of women. Come join us in the rockstar program.

It's the only place I know of that women show up everyday for themselves in each other. And we're going to blow our own damn minds in 2021. All right, I'll talk to you next week. Have an awesome rest of your day. I love you. Bye.

Thank you so much for listening today. So if you're ready to take control of your time and stop letting your priorities fall to the bottom of your to-do list or roll over to the next day or the next year for that matter, head to sarahmoody.com/gettingshitdone to sign up for my free Getting Shit Done masterclass. Y'all it's going to blow your mind. It's going to teach you the exact process I use to run two businesses, have a social life and have lots of time for myself. So you don't want to miss it. So head to sarahmoody.com now, or find me on Instagram at @sarahlmoody.