

RCC 57: If You're Dreaming of It, You're Meant for It



Full Episode Transcript

With Your Host

Susan Hyatt

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Welcome to the *Rich Coach Club*, the podcast that teaches you how to build your dream coaching practice and how to significantly increase your income. If you're a coach and you're determined to start making more money, this show is for you. I'm master certified life coach Susan Hyatt, and I'm psyched for you to join me on this journey.

Hello, happy Monday and welcome. I'm so excited to talk to you today. I have so many stories because reminders and inspiration are always happening around you, so pay attention. I was just, for example, talking with my 21-year-old Ryan about money mindset, taking risks, entrepreneurship.

I mean, the kid is young. He's only 21. He waits tables about 30 hours a week right now while he attends college. And as he has been exposed to new people at college and people as he waits on them in the restaurant and people at the gym, he said that there's something that he started to notice.

He said, mom, there are people that I talk to that I share my ideas with and I talk about the real estate investing I want to do, and I can just tell that they have a poverty mindset. They're always going to be broke. And that made me pause a little bit because number one, as a life coach mama, I'm like, wow, wait. I think some of the stuff I've been teaching my clients is sinking into him.

He's picked it up over the years. But no one has to be broke forever. I certainly have been broke during different periods of my life and there are things that all of us can learn and improve upon to create more of an abundance mindset no matter what life circumstances are thrown your way.

So I was explaining to him like hey, the beautiful thing about money is that it's always fluid and your financial situation is never fixed in stone. Everything is changeable. You've got credit card debt right now, two years

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from now with focused effort and patience, you could have a very different situation. And heck, even two months from now, two days from now.

You've never earned more than \$40,000 a year, your future doesn't have to be the same as your past. You've always believed that you're just bad with money – I'm using air quotes around bad. Beliefs can change. And to quote my colleague, Dr. Sasha Heinz, PhD, life coach, and therapist, she says, just because it hasn't happened yet doesn't mean it won't.

Hell yeah. Your financial future can be anything that you want. You can create what you crave and you can begin today. So let's dive into this episode. It's a solo episode, meaning it's just moi, that I've got a lot of goodness for you today.

Here's your two-minute pep talk for the week. This is the part of the show where I share some encouragement and inspiration to get your week started off right. And I try to keep things to 120 seconds or less.

Alright, this is part smack down, part pep talk because I want to shout from the rooftops, listen, you're not here to just look pretty and you are not here to just consume things. You're not here to just buy as much as you can and tap out, and this is not a race. You're not training for anything other than to be the most fulfilled, satisfied, and delighted motherfucking version of you.

So let be cut to the chase here. Nothing is too good to be true. If you can think it up, if you can imagine it, if you feel your insides turn green with envy when you see something on social media or hear that someone has achieved something that you want, whether it's a new client, a book deal, a happy marriage, a fun vacation, a thriving business, listen, that envy is a sign that you are meant for it. Or some version of it.

But sometimes what happens if you feel stuck right now or if you've been stuck lately, and you're anything like I was 13 years ago, you might be

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trying to compete, to shop, to eat your way out of misery. Macy's and Nordstrom do not have enough shoes for you to consume to feel 100% better. You might feel slightly better in a good pair of shoes but I'm telling you, you can't shop your way out of misery.

You might be trying to eat enough chips and salsa to dull your past regret. You might be trying to get a divorce to blame someone else for your pain. Or you might be getting married just to plan a wedding and distract yourself from yourself.

Listen, nothing that you want is a pipe dream. Nothing. I was telling my Bare daily membership community in a Facebook Live this morning that I remember, I started watching the Oprah Winfrey show when she first became syndicated. I was 11. And I watched every single episode of her show.

I would come home from school, heat up some beefaroni and watch Oprah Winfrey at 4pm Eastern time on my TV set. And I remember seeing female entrepreneurs come on her show and people who were so filled with passion about what they did for a living, and I remember wanting that for myself. And over the years, feeling like I just couldn't find it and that maybe what I really wanted wasn't possible for me and maybe I was just one of those people that a life purpose had just passed by.

I started to believe that I just didn't have whatever it took to be that kind of person. And of course, nothing was further from the truth. Nothing. I just really didn't know how to go about it with the right mindset. I didn't understand what I understand today is that everything is a miracle. Everything that you want.

Those thoughts that you have, those dreams that you have, when your mind wanders and you start thinking about living in a beautiful downtown area, but maybe you live in the cornfields right now. Hello, me. Or maybe

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you dream about having a big family, or maybe you dream about speaking from a stage to thousands, but you can't quite see how it's going to happen.

I'm here to tell you that it wouldn't cross your mind to want those things unless you were already perfectly designed to achieve those things. So people like to argue with me and they'll say things to me like yeah, well Susan, I mean I'm only five foot three, I'm a petite woman, I'm 115 pounds, and so people will say well, if you wanted to be an NFL quarterback, there's nothing you could do about it.

You would never be drafted to the NFL. And first of all, it has never crossed my mind to want to be an NFL quarterback. However, if it did cross my mind, I promise you, there's some version of that I could have. Hey, maybe I'll own an NFL team. I don't want to, but I could be a manager. I could be the marketing director for one.

When you have strong desires for something, it's very nuanced and it could be some version of that that's not as straightforward as we think. But honestly, I don't think that anything is ever off the table for anyone who really wants something bad enough.

So I want you to decide and write down exactly what you want. So by the end of this year, in the fourth quarter, what do you want to set yourself up to create in your life? And if you don't know what you want, then you won't get what you want. So you've really got to take some time to get clear and specific.

What do you crave more or less of? What do you really want? So you could even write at the top of that notebook page I really, really, really, really want – sometimes adding extra reallys help me be really specific. What do you really want? Write down one high priority goal. Something that feels like a top priority for you right now.

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Something challenging, yet doable, something that if you really focus and give it your full attention, you could realistically accomplish before the end of this year. So your high priority goal might be something like I want five new clients to hire me for wellness coaching before December 31st. Or I want to find a creative way to generate an extra 8K so I can finally pay off that last chunk of student loan debt.

Or I want to declutter my backyard shed. Make it a she-shed. Paint it, clean it, and transform it into a creative workspace and art studio. I saw something online the other day that said I don't want a she-shed, I want a bitch barn. So whichever one you want to create, but decide what you most want.

Write down one high priority goal. Be specific. Clear goals lead to clear results. Alright, so we got it? But in order to make this goal happen, you need to get your mindset right. So no passive half-hearted attempts. This is the moment to decide. This is happening for real.

Emotionally and mentally, it's time to go all in. And so for you, going all in might mean making a deposit to hire a coach today and scheduling your first meeting, or making some tough choices. I've had to make some really tough choices lately.

Canceling, clearing, changing your schedule, saying no a lot more to free up the time that you need. It might also look like making a long overdue decision today, like starting today, I no longer offer my services for free or as a barter. Full price only.

So right now, think about your goal, the one that you wrote down. Think about what going all in means to you and then write down three ways you could go all in with this goal. Do those three things. And when you're done, I would love for you to email me or tag me on social media and say I did it

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with a photo or a screenshot or something that's like, proof of what you did if you want.

And the first person to send me a victorious email is going to win a prize pack of all my favorite books, chocolate, the new Go Time planner that's going on sale soon. So get on this and go all in.

Now, we're moving into the part of the show where I give shout-outs to you; shout-outs to listeners, clients, all the wonderful people in my business community. And today I want to give a shout-out to somebody who calls themselves SKNizzy on iTunes.

So SKNizzy gave me a five-star review entitled "my jam." "Susan is the jam to my toast. No, seriously. I listen to her podcast while I'm making breakfast and her podcasts are chock full of juicy content and I'm always taking copious notes. I always walk away with such a spirited attitude after listening to her podcast. Keep up the great work, Susan."

Thank you so much, SKNizzy. That made my day. And I was recently in Savannah with a couple of people that are in my On the Six mastermind, and a couple of them were talking about how they found me was because of this podcast. And one of the women said she used to listen to me while she was in her cubicle at work and found the motivation to leave her job.

One of my certified Bare coaches, who's now in my mastermind, she used to, as the playground teacher, have her earbuds in and she would either use her hoodie or her long hair to cover her earbuds so that she could listen to my podcast while watching all those kiddos run around the playground.

And it really warms my heart to think about all of you out there living your lives, taking the time to tune into this podcast to get a boost of inspiration and figure out your next steps. It makes me so happy.

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So, if you have something to say about this show, please send an email to my team or post a five-star review on iTunes, Stitcher, anywhere you listen to podcasts because I love giving shout-outs to people in my community. So holler at me. Thank you for the love. I love you guys right back.

So hey, I've been talking about Finish Strong a lot and it's coming up. October 4th through the 6th in San Diego. And if you want to run a thriving business and earn significantly more money, if that's your goal, go all in with me. Spend the first weekend of October with me in San Diego and get fired up like never before.

You'll leave this event with tons of motivation that burns in your heart for months afterward. It's all about finishing 2019 feeling powerful and stepping into 2020 with a clear mind, clear plan, and tons of energy to make your goals happen. At this event, we focus on business, money, and mindset, so if you want to bring your business and income to a new level, this is an especially good event for you.

So in the show notes, we have links to get your ticket, or treat yourself to an early holiday gift and get the VIP experience. Most of the attendees at this event will be professional coaches, consultants, and other entrepreneurs in the personal growth industry. So you'll meet lots of cool creative like-minded people. See you there.

Thank you for listening to Susan Hyatt's *Rich Coach Club*. If you enjoyed today's show, please head over to shyatt.com/cash where you'll find my brand new money magazine. Now listen, we designed this magazine to be entertaining, educational, and help you make serious bank.

So you can download the magazine, there's a money quiz inside, there's an interview with one of my favorite clients who went from making no money and being served eviction papers, to making over six figures in a very short amount of time. So the magazine includes that feature, lots of

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resources to help you do it, lots of resources about creating wealth and investing money.

It's pretty robust, y'all. So head over to shyatt.com/cash to get that magazine. And you'll also find a link to join my free Facebook community, especially for coaches called Rich Coach Club. So bring your coaching practice and your income to the next level at shyatt.com. See you next week.