

Hi Gabby.

Hi [Mirella 00:00:03].

How are you this afternoon?

I'm good. A bit nervous, but it's gonna go well.

It certainly will. I want to acknowledge your presence, Gabby and also to thank you for being part of this experience. Before we head into your coaching session, what would you like us to do to help you settle in and focus.

For the moment, I'm good. I'm just follow really your advice and realize it's just the two of us. And nobody else on the call.

Correct. So it's just you and I. And I want you to always bear in mind that I'm right there next to you. We've got 25 minutes together. How would you like to use our time?

I would just like you to guide me a little bit or maybe make me feel a little bit clear where I'm going and the next or what should my next steps be in my career. And as I say, maybe, I don't know, an outsider will just see it a little bit clearer than I do at this point.

For me to be a better guide to you, help me understand what would you like to walk away with from this call?

I would just like to get a bit of an idea if I'm looking right at the steps I have to do. And just to put a little bit new into context, what I'm looking at is really making a change from a very well paid stable job within a big corporation into really going on my own. So, I would just like to see if the challenges I am thinking on facing, they're real or they're just a little bit of fear of unknown. That really takes place in my soul right now.

Say a little bit more about this change that seems to be on your mind right now.

I said, I have been working for quite awhile now for a big corporation where I had the chance also to do a little bit of coaching. Different levels. Different aspects of the coaching. If anybody knows how internet coaching works, it's a little bit different than what you would like to do as an independent person. So I have been few years now that I'm really contemplating the idea of really starting to practice, practice on my own. It's just there are a little bit of challenges I should say. Or I don't even know how to call them. When I really think of, should I leave or should I stay, there's so many things that come to mind that I feel like that's a little bear, in the cubs with all the bees around his head. That's a little bit how my thoughts are.

Thanks for this pretty image that you just shared with me. And just so that I am clear, you are hoping to walk away from our time today with a clearer understanding regarding the first step to take toward this change?

Exactly. You very well put it.

190217748776973-003 (Completed 09/26/18)

Transcript by [Rev.com](https://www.rev.com)

Page 1 of 6

All right. Help me understand what's important to you, in this change?

Of course, at this point, it's important, the financial aspect of it. But as equal as the financial aspect is the feeling of fulfillment, let's say. The feeling that my life touches other people. And that somebody really is a better person because of me.

Keep going.

What else is important? Important to really know that success is really depends on you and me. And definitely success for me is not defined only by material. Or the financial aspect of it. But, in today's life, that's also an important factor. Also what's important and maybe I'm jumping a little bit. This whole change from being part of the big mechanist, to just being on your own, a few of the things that scare me are ... we all have better days, worse days based in which you just do everything automatic because you just get into a routine. And when you're part of a big mechanist, those days are okay. You're not really hurting a big mechanist as much as you would hurt yourself being on your own.

Having those bad days. And another maybe, fear, let's call it. Is, how do you motivate yourself in an ever-changing, it's funny, we were just talking about it ... in an ever-changing society on life. Everything is at the speed of light around you. And sometimes it's like how do you keep up with that when you're just one person?

Right. I'm actually hearing, with your permission, I'd like to share with you what I'm hearing. I'm hearing almost three interesting, inter-related, but nonetheless in my mind three different things. I'm hearing this change is important to you because it will allow you to start to feel a sense of fulfillment. And then I also heard, a fear around being on your own from being part of a big corp, where it has its policies and its pro teachers and so forth. And being on your own. What does that look like on days that feel somewhat more strange?

And then I also heard, you called it perhaps another fear. How do you keep motivating yourself in an ever-changing society when you're on your own?

Yes.

I'm bringing these three to your attention, where is your energy right now? Where would you like to focus?

I think I would really choose the motivation. Because that is really the underlying for the financial security. For really, the confidence to be on your own. So, how do you really, to [think 00:08:33] this one and develop how do we really ... how do I, myself, motivate? Because we all know a small business has ups and downs. And motivation at the beginning could be excellent. How do you stay motivated within your own business?

That is the question that you'd like to have an answer to?

Yes.

What's important to you in being able to answer that question?

It would be important for me to know that when I say "motivating myself" is motivating myself to stay up-to-date with everything. Staying very real and connected. So, you can reach people at any level possible. I have to admit, I'm not the best with the social media, which is one of the biggest markets, I should say, nowadays. And to be relevant, to a lot of clients, means that you have to be present.

And present, not necessarily just because your name is there. You're really present in touching their lives and present in their every day processes. So, when, again. So, I'm like a broken record. When you work for a big corporation somebody even in charge of that. When you're yourself, you have to be in charge of that. You have to go through the things where myself, I would have to go through all the things that I'm not comfortable with doing. Because I won't afford to pay somebody.

And still do my job and not be distracted by everything else.

If I'm hearing what you're saying is this change that you are contemplating, what is making it slightly more fearful for you, it's how do you keep your motivation in staying connected to people while doing the work that you love?

Exactly.

Assuming that you would be doing the work that you love and assuming that you would know how to go about the social media. What would I see you doing?

What would you see me doing? I would definitely like to totally put myself out there and it's very hard. Because we all know in coaching it's hard to sell. It's not like you put the sale up and people aren't gonna just love your product. So, in order for a client to get to know you, for clients to trust you, I would really to try to find a way to put myself out there through, I don't know, maybe blogging. Maybe inside on different issues. Maybe talking about things that are important to other people, too. It's just that I have the idea, I just don't know how to put them in practice.

You do have the ideas around how to increase your own social media presence?

Yeah. I think the ideas are there, it's just the whole technicality that scare me. And the idea that if ... what scares me even more is just an idea, won't necessarily bring you the financial aspect of it. So, it has to be put in place in such a way, that it won't trigger that financial aspect. So, I guess it's more like how do you market yourself? How do you market your ideas in such a way that they distinct themselves throughout everything. That's how they are. Because let's be honest. Sometimes, I'm the only one that does that or will be doing that.

When I hear you say is a lot of you taking full ownership for the social media presence, in order to drive clients towards you. What would be another way to go about it?

Another way and I would say, probably the best way, it will be to have somebody do that. It's just that it does come with the cost associated and I'm going back to the financial aspect of it. Can I afford to pay somebody to take care of it?

Assuming if you could afford and assuming that your ideas are taken, what would continually motivate you to keep building towards this change that you've made for yourself?

That's another good question. Because it kinda really triggers that fear of what if I can't be motivated every day, or after the first burst of energy will disappear. What if I can be motivated again. But, I think I will ... to answer that, really, I think the only thing that will really motivate me is knowing that I do make a difference for people. And I think the motivation, hmm. I just had a ... it's like a bulb went on. I'm trying to motivate myself to find a motivation inside me. And you really had a very good point that it might come from outside sources? That really might come from people that are happy around me or that they know I've made a change in their lives.

Okay. If we were to just take a moment in our session and just help me understand where you were when we started and where you are right now?

I think a lot of [inaudible 00:16:03] ...one of the fears is almost reduced to nothing. Not that it doesn't exist. It exists. And it will always be there. And I think if it wouldn't be, it wouldn't drive, myself. But you kind of made it look like it's not a real fear. It's just fear of unknowns. So definitely improved. Yeah.

In the time that we have left and this I'm asking for your permission, here. In the time that we have left, what would be useful to you?

What will be useful?

And again ...

Is it? [crosstalk 00:16:58]

To this change that you are contemplating. You have been contemplating for some time.

I would ask you to just resonate with me and be my sounding board. Tell me if they're real fears or they're just normal. That some of them might just go away. Am I right to be so scared of such a big change? Or I'm just making myself crazy.

Gabby, any change, whatever change that is in life, will always bring forth fear and excitement. And it sounds to me as though your choice to me, right now, is to focus on the excitement.

Yeah. And you know what, again, thank you. You really got, I'm [excited 00:18:37], by just mentioning the change, you really brought into my mind the fact that I think in the last 15 years I've gone through a lot of changes. So, I think it's really what keeps me on my toes. It's just, I think a lot of the changes I had gone through in the last 15 years. Some of them, I had no idea what I'm getting into. So when you don't really know, you're a lot more courageous.

I think that nothing ... it seems more crazy, it's just that now, I know a little bit more about how it could be and where I'm just making it as I go along. And that's what really scares me. If I'm not ... I know a little bit. Just enough to scare me. It's like a toddler, let's say; when they're very young they don't really know what is here. So they start to walk and they discover that something might hurt them, that's where the stage I'm at, right now.

Am I hearing you say that you are making the choice not to be the courageous person that you were and to be more vigilant? What's the choice I'm hearing you make right now?

Yeah, I think you are right. I think I'm more ... none of it's really not courageous. I think in my mind, I'm being rational. It's like mind over heart. I've always been told that I'm a bit of a dreamer and maybe that's where the courageous part came from. And it's like now I have for the first time, something that my natural ability depends on. So I can't really be the heart, the dreamer. I have to really be rationale about it. And those that's rational that comes into the equation really scares me.

What would it look like, Gabby, if you were not to have, make such a duality, but actually have rationality and the dreamer work together. What would that look like?

I think it would really mean that I would have to really sit down and do a plan. I would have to cut to the comfortable parts that financial stability brings for the next six months to a year. And I think it will have to be okay. Let's do this and if ever it doesn't work out, I could always find another job.

What names can we give the rational side of you and the dreamer side of you as you embark on this exercise of planning out the change?

What names? I think that the dreamer ... I think it does come up more and more. I think the rational one is the one that I feel like I have to because I can't truly not think about the jump I'm about to do. It really comes back to this side of the dream. What name could I give them? I don't know.

I think, a little bit, we could call it, I don't even remember. You know that cartoon with the "Up"? Where the house goes up in the sky. That's me. Just waiting to really take off.

Okay. All right.

Waiting to take off. And I think the rational part of me is really ... and it does, I have to admit, it does have a bit of ... it's a relation with all my years of financial field that's really make me think of everything. So that's would be a really big anchor that will give the house that's taking off.

So Mr. or Mrs. Anchor and Mr. or Mrs. House, that the roof is taking off, we'll sit next to you as you plan out the change. Okay?

Okay.

What are you taking away from our conversation and what do you see for yourself as a next step?

To be honest with you, what I really take away today is and thank you very much for it. Because you just really put your finger on a few aspects that really are part of my character. And what I do take away from it is that if I don't try, I will probably regret it the rest of my life. And probably a lot of the things ... when you don't wanna do something, you really find reasons both ways. So, parts of the plan will be to really put my reasons where I should make a decision. And for a few years now, from now, you'll hear me, "Ah, it just didn't work." That's too bad.

Or? I will hear you say what?

That, thank you very much for making me try.

Because?

Because it does bring me what I really wanted from all this.

Yes. Well, Gabby, I do wish you a wonderful exercise. With both sides of view.

Thank you.

... accompanying you in your planning strategy.

Thank you.

You're welcome.