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Hello, everyone, This is Todd barley with barley consulting services. I'm excited to be here and share some of this great information with you. I'm a career coach and had been one for about seven or eight years. And what I'm going to talk to you today is a subject that's very important to me. It's about mindset, specifically, three keys for landing your dream job. That's what everybody wants, right out of school, right? How do I land the dream job? Well, I want to caution you that when we look for a job, and we feel limited, we need to realize those limits. Those are things that we impose on ourselves. We're really unlimited. This is a core belief of mine. And I see it with my job seekers that I work with all of the time. So Bob Proctor is one of my mentors. And this is one of the things that he says, and a lot of the things that I study that Bob studies and has taught me come from thinking Grow Rich, by Napoleon Hill, who wrote, whatever the mind can conceive and believe it can achieve. So if you have a dream job in your mind, I guarantee you that dream job is out there. It's out there, and I want to give you some things that are going to be able to help you find that dream job. So let's talk about goals for a minute. Let's talk about the different types of goals that there are, well, the first type of goal that there is, is an A level goal. Now an A level goal is really something that you already know how to do. You've done it before. So coming out of school, I would say that you're not supposed to be looking for a job that you've done before you want to be able to grow. In fact, for any career change that you make, you want to be able to grow and move into a new, a new challenge. You want to grow, you want to do something else. You should be growing your income, you should be growing your skill set, you should be growing your responsibilities all of the time. There's a great seminar with Bob, where he talks about a kid that came up to him to say, hey, I want to talk to you about my goal. He said, Sure. What's your goal? And he says, I want to buy a new car. Okay, well, what kind of car do you want? I want to drive a Pontiac Well, what kind of car you driving right now I'm driving a Pontiac. And Bob

goes, Hmm, well, that's kind of interesting. How long have you had the Pontiac, we're about four years, well, how old is the car four years old. And he says, Wait a minute, you're telling me for the last four years you've driven a Pontiac, that's not a great goal. You already know how to do it, there's no growth attached to it doesn't mean you shouldn't go get that car that you want. But that's not growth. And it's certainly not a goal. When we realize that the a type goal is something we shouldn't really prioritize, we start to go to a b type goal, we look at our resources around us and we say, Okay, if all of these resources can line up, I can plan to get this other job. If I go to school, and I get this degree or have this certificate or have this experience, I should be able to plan to get to the next level. Now plannings, good planning is using our reasoning mind. And we are probably going to grow just a little bit. But it's not the best we can do. The dream job comes from the C type goal, a C type goal is really a fantasy. It's something that you really want. It's something you create in your imagination. It's something you build in your mind. And you say, Wow, it would be so great if I could have this job if I could do this thing. And you know, what? Chances are, this C type goal is going to scare you this fantasy. It's going to scare you, it's going to be something you don't know how to do. But it's also going to be exciting, and something that you want at the same time. Some criteria for defining your SCI type career goal are this. What's your passion point? What are you passionate about? What's your cause? What's your Why? Why do you want to do this job? What is it that kind of work that you really want to be doing? As far as the company that you work for? What type of mission do they have? What type of culture do they have? These things are all important. And you might just have an idea of these types of things. I want to work with a culture that's going to be very progressive and helped me learn and develop and invest in me and coach me and lead me to be better. You also want to talk about the salary, what kind of salary you want. Don't spend your time looking at the labor market and saying, well, this is what I think I can earn, what's the salary that you want? What would dramatically increasing your salary do for you. Think about the salary you want, not one you think you can get? And there's all kinds of other criteria. You've got to build this vision out in your mind and say, you know that This would be really fantastic for me to do.



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These are the things that I want. And when you have that vision in mind, that's your goal. And I want to tell you something that to be successful, you've got to work towards that goal. This is my favorite definition of success by Earl Nightingale. And if you don't know Earl Nightingale go look up the Strangest Secret on YouTube. And listen to that. He says success is the progressive realisation of a worthy ideal. Now, the dream job may not be the thing you get right out of school. Sometimes it can be many of my clients find their dream job as their next job. But it's in in the progress, the successes in the progress to that dream job. So I have no idea how long it's going to take to find that that sea level goal

job, but what you do is you're going to get a card, a gold card and write down those things. I can't tell you how many times I have someone get really specific on their gold card, and then it shows up for him. You write down this gold card, you say I'm so happy and grateful now that, for example, I had a client that wrote something like this, I'm so happy and grateful now that I'm doing strategic and tactical communications for mission driven organization earning \$71,000 a year. And you know what she read that gold card every day as an affirmation. She saw herself in that job. And she found a job doing strategic and tactical communications, for mission driven organization earning \$71,000 in change. It's the exact job that she wanted, and she hadn't seen it available, she was doubtful she could find the salary. And she was really concerned that she'd be able to find a company in which she loved the mission. Or she found it. She found it because she got really emotionally involved in this goal. And she developed the faith to allow that goal to manifest how do you do that? Create your gold card, read it every day, see yourself in that job. And then we work on your mindset. Now, when we talk about mindset, I want to ask you this question and say what is your mind look like? I wish we could have a dialogue. But most people would probably say, you know that their mind is their brain or maybe it's flashing colors and things like that. You see, if we're going to change our mindset, we need to have a picture of the mind to work with, we need to understand how that thing called a mind works. And I want to demonstrate that to you real quick. So this, this isn't you this is your mind. And it might look a little silly. But we're going to have the mind up on top and the body down on the bottom. Now, the body is much smaller than the mind because the mind is the master and the body is the servant the body does whatever the mind tells it to. And I want to divide the mind into a couple of different parts. So on the top, we have our conscious mind. And on the bottom we have our subconscious mind. And the mind is really the activity of all of these components together the flow of information and thought through it. At the top of our conscious mind, we have these five little antennas sticking up that connect this with the outside world. And these are our sensory factors. This is what we see smell, taste touch in here. And we receive input from those signals and think conscious thoughts about what we get from our sensory factors and have that flow down the chain through our subconscious mind and into our body. And I want to explain the principles behind these three components, that we have our thoughts in our conscious mind or educated mind. This is where we think conscious thoughts. We have feelings and emotions that are all buried in our subconscious mind. This is core beliefs, possibly limiting beliefs about ourselves about what's possible. And then with our body, we act and we take action. And this is really what it means to have an attitude. If you have a bad attitude, you have something that's negative with your thoughts, feelings and actions. A good attitude is a compositive positive thoughts, feelings and actions together. So let's look at how the attitude is, as a job seeker. See, in life as well as job seeking, we're conditioned to focus on our results. We look at the job description. And in fact, we look for reasons in the job description to not apply. We look at labor market say I can't get this

much money from this kind of job. I can't do this without five years of experience. And we let those kind of things that we see in the outside world control our thinking. So now we're thinking thoughts related to whatever we've examined or whatever results we have on the outside of us. And we emotionalize that we start to think oh my gosh, I'm never going to be able to earn the salary I need for my family.



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I'm never going to be able to Get this job. And we say that to ourselves not once, not twice, but over and over again. So we get emotionally involved and start acting, then in the same way, because we act from our emotions. So we might not apply for that job, we might not take that risk. And we keep getting the same results where we're not making progress, because we're letting what the outside world says or what someone else tells us control our thinking and our feeling and our actions. And we wonder why the circumstances never changed. Now, the key part in this diagram to understand is that your emotions are in control of your results. And if you don't think that's the case, have you ever yelled at someone or said something that you later regret and you said it emotionally? In the job interview, one of the number one things I see one of the problems I see is that people go in with a lack of self confidence. And that just radiates off of him that emotion is palpable to the interviewer. So you have to ask yourself, What are you emotionally involved with? Are you emotionally involved with fear and doubt and worry? Are you out of working really scared about earning your next paycheck, if you walk into an interview with those kinds of emotions, I guarantee you, you will not get the job. Instead, what you need to be emotionally involved with is obviously your goal. But also your talent, and your strengths. You have to fall in love with yourself, you have a marvelous collection of talents and strengths that were all given to you and combine together to create the most perfect ideal candidate for the kind of success that you want. You have to get emotionally involved with your past successes and see how those have brought value and differentiate you from the competition. You have to understand that you have limitless potential and fall in love with that potential. Now, most of us if we were that be asked, what are your strengths? What are your weaknesses? Well, you could name your weaknesses all day long. But you might only jot down two or three or four strengths, and you have tons of strengths and positives. And I want to give you some tools to go implement to go look at to go study about yourself to discover who you are and what your potential is. One of my favorites is the personality test on 16 personalities. I feel like this really accurately describes your essence of who you are and employers hire who you are, they have to feel good that you're the solution to their problem. So go study your personality and find out what are the wonderful positive traits within me. And then I love Strength Finders, 2.0. Take Strength Finders study that just just worry about your top five strengths and talents. Don't worry about your, your full 34 talents. Tell the story of how

your top five talents show up for you professionally and make you the ideal candidate. What I recommend is that people read their strengths insight guide every single day out loud while they're job searching, to become intimately familiar with those talents and strengths. And now we're emotionally involved with the right things. And here's how this diagram works. If we focus on our goal, or choose the thoughts and get emotionally involved, then with those goals with those talents through that repetition. This sets up an incredibly powerful emotion that allows us to act with confidence, you might be more bold in the interview because you know your talents and strengths better. And as you take new different action, it causes a reaction from the panel, you're going to act more confidently, well, they're going to respond in a different way. And it's going to give you a new result. And that's how they're going to make the decision. This entire universe operates by law, law of cause and effect, the emotion causes you to act in a certain way. And it's the action that causes a reaction in other people. And it's that reaction is going to alter that result. And help them decide that you're the best candidate. You see, emotional involvement is key. You have to really, really, really want the job that you're applying for. Don't just take any job. interviewers can tell that if you really want the job, tell him I really want this job because it needs to be a burning desire chapter one and thinking Grow Rich is all about desire. You have to have an earnest burning desire for the type of success that you want.



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Otherwise, you're never going to be able to get there. You have to have an expectant faith. You have to have the confidence to know that you're doing the right thing, that you're the right person, and you're there at the right time. that faith is going to prompt you to act in a certain way. But then you also have to have a firm demand. Firm demand means that not accepting a lowball salary because you're desperate, countering with that offer and telling them you know what I, I need more. Because I'm worth more. Don't jump on a job that's close to a fit. And with a company maybe that you don't want to work for who doesn't have a mission or a culture that's going to support you don't sacrifice a piece of your goal for what seems realistic. Now, these three components to success all come from a great book called The Master Key System, earnest desire, expected faith firm demand, this in my mind combines to create within you an yielding confidence. And when you radiate that confidence, the interviewers are going to pick that up and feel like you are going to be the best person for the job. All of this starts with how we think. So another quote from my mentor Bob Proctor is we become what we think about what thoughts are in your mind during the job search,



16:12

I hope they're filled with potential. I hope they're filled with possibility and promise and passion.



16:19

If not, I want to give you something to change your mindset. So I wrote this ebook, called I Am the ideal candidate. And it takes all of the frustrations and negative job seeking complaints that we hear so frequently. And it turns them around to the positive. Now, if you want a copy of this, you can download it from my website, or maybe there's a way that we can get you a copy. But this ebook, this affirmation, and it'll take a few minutes for you to read. If you read it every single day, three times a day. It will help you develop that expectant faith in unyielding confidence. I want you to read it three times a day, I want you to read it silently. In the morning when you wake up, I want you to read it silently after your midday meal. And I want you to read it before you go to bed out loud. Now, it'll probably take about 10 minutes for you to read each thing each time. And yes, I just told you to spend 30 minutes of your time while you're job searching reading this. This is one of the most powerful things you can do for your job search. And with my coaching clients, one of the most positive powerful things that they do to get their mindset wired the right way. I really want to thank you for this opportunity to talk about what you can do to manifest your dream job. And I want to leave you with this thought that success happens much faster than you think it can. But never faster than you believe is possible. And as you focus on your goals. And as you fall in love with your talents, you will build that confident, expectant faith that you need to land that dream job. Thank you very much. If you enjoyed this, please reach out and connect with me. Send me an email connect with me on LinkedIn. Visit my website and download that ebook. I'm Todd Bauer Lee with barley consulting services. I'm so grateful to have that opportunity to share this stuff with you today. Take care Have a wonderful day.