

MAKE MORE MONEY AS A DIETITIAN

EP.141: Certainty

Intro

[00:00:00] Welcome to the Make More Money as a Dietitian Podcast, where we talk about all things, money, mindset, and marketing. So your nutrition business can thrive and you can make a bigger impact in the marketplace. I am your host, Christine Dyan, registered dietitian and money mindset expert. Let's get started with today's episode.

Episode start

Christine: Hey, their dietitian friends. Welcome back to another episode of the Make More Money as a dietitian Podcast. Oh, so great to be back with you again this week, I'm coming to you off the cuff. No notes, no, nothing. Know nothing about this particular topic of certainty and this topic that I'm gonna talk to you about today was inspired by other dietitians that I've come in contact with recently and also in the recent past the need for certainty.

[00:01:09] And I just wanna start out by saying, this is probably gonna be a quick episode, but it's something that I really wanna talk to you about today because. The need for certainty in areas of our lives, including our career can be a positive thing and a negative thing. And that's what I want to talk to you about today.

[00:01:37] So let's just cut to the chase. Okay. So I wanna start out with the background or the history. Not necessarily the history history, but what it takes to become a dietitian, right? Every single one of you listening. You already know what it takes to become a dietitian, but the underlying current of what we have to endure shapes each and every single one of us into who we are after the whole training is over with the undergrad, the grad, the internship. All of that shapes you into how you will show up in your career as a dietitian, and part of that shaping is perfectionism. Okay. You have to have perfect grades. You have to have perfect chart notes. You have to show up in a certain way that makes you look perfectly dressed and all of the things when you're in your internship, like it's almost, it almost feels like, like, as I'm talking about it, like this manufacturing process where.

[00:03:16] You know, we, the profession pumps out a certain type of a human that can become a dietitian. Right. And that perfectionism shows up after you're done with all of the training and all of the coursework, all of the internship, all of the things it shows up in your first job, it shows up in. The way you go about trying to create a nutrition business, private practice for yourself. It shows up in how you work with clients and it shows up also in your day to day life. This perfectionism is insidious.

[00:04:06] And it, sometimes I have noticed is worn as a badge of honor, amongst many of us. And there's nothing wrong with that because I feel like there are certain parts of heart of perfectionism that are honorable. Okay. And I won't get into all of that right now, because maybe that can become a different podcast episode, but this perfectionism also has us believing that we must have certainty before we move forward.

[00:04:53] We must have certainty that for example, we hire the right coach, the air quotes, right? Coach. We must have certainty that the program that we create is going to reach the right people. We feel like we have to have certainty that our coaching or the way that we work with our clients is going to get them the exact result that they came for certainty in that way will set you up for failure.

[00:05:40] There is absolutely no way that you can be certain of any of those things that I just mentioned. There's no certainty about your program. There's no certainty about your clients getting exactly what they came for. There's no certainty in whether or not you're hiring the air quote, right? Coach. There is no certainty in those things, but this is the positive side of certainty. The positive side of certainty is your belief. Okay. The positive side of certainty is your belief in each of those things. So when it comes to, for example, hiring the air quotes, right coach. The certainty on your end is your belief that the person, no matter who you hire, you're going to get the result that you came for.

[00:07:05] You my friend have to be 1000% sold on your own belief. You have to believe beyond a shadow of doubt that you will get whatever it is that you're meant to get when you work with that certain person. That is where the certainty comes in as a powerful manifestor. Okay. So I wanna give you an example in my own life.

[00:07:42] Right. So I have a coach mentor that I am working with currently, whom I worked with back in either 2015 or 16. And when I worked with her back then I was in her growth track of her business program. So she has like three or four tracks that you can enter into and work with her. And so I started at the growth level, because that is where I was at that time.

[00:08:15] And that growth level was a year long and I did that year and then I stopped. Okay. I felt like, you know, I got enough and I went on and did a whole bunch of other programs. And now I'm back with her. because I'm at a different level. I'm in her leverage track now.

[00:08:44] And now that I'm in her leverage track for those who are working on leveraging their business. Leveraging the time leveraging team and all of these other things, right? Taking the business to the next step. I'm noticing some areas where I'm not 100% satisfied. And then on the other hand, I'm noticing some areas of the program that I am fully satisfied. And I have my own particular I have my own personal goals that I wanna achieve in my business and through working with her.

[00:09:34] And for a moment there, I was starting to believe that I was just going to do what, what I enrolled to do, which was two years. Okay. Okay. I'm gonna do these two years and I'm done cuz I was leaning more on the disappointment side of things.

[00:09:57] And then this weekend I was talking to a friend of mine and I said, you know what, what if I was just a commit to achieving my goal with 100% certainty that I was gonna achieve it without any attachment to how long it's gonna take me to achieve it. But I just stay with my mentor until I get it. There is absolutely no way that I can fail because I have social proof in her program. I see all the time where some members are reaching that multi, that seven figure and multiple seven figure level.

[00:10:46] And in my mind, I'm like, okay, these people did it. That means that I can do it too and what is the difference between them and me? And the difference is that they decided to stick with the program until they got what they came for. So I shared this with you because you can do the same, no matter who you decide to work with to help you take your particular nutrition, business and career in dietetics to the next level, unless that person is just way off base for you like you don't have anything in alignment that'll help you help carry you to that next level.

[00:11:41] What if you just decided that you were gonna stick with the person, even if, or stick with the program, even if some parts of it just don't jive. What if you were just stick with it until you got what it is that, you know You're meant to achieve in your R D career. What would happen if you decided with certainty that you can get what you need without any attachment to a specific timeframe outcome?

[00:12:24] Because I feel like that is the one thing that holds us up the most is believing that we should achieve X, Y, Z goal within a specified date that we actually put on it. Here's the thing, my friends, when it comes to, I'm gonna get woo on you. Hold on, hold on your boots. When it comes to God and the universe, there is no such thing as time or space. It's the only thing that is really out there is energy. So what you really wanna do is align your energy with the goal that you have set for yourself and release the time, because what if you were able to achieve what it is that you want for yourself, even sooner than the the timeframe that you arbitrarily selected.

[00:13:40] What if that happens? Well, okay. That will be lovely. Most of us don't do that because first and foremost, we haven't even decided that we are that person who is worthy of that goal. So many of us have hangups about money and whether it's important and whether it overrides service and all of these things. Okay.

[00:14:17] When you have hangups like that, you're not gonna achieve what you want. Especially, if you want to make more money as a dietitian, you, you can't say that you wanna make more money as a dietitian and have all of these misaligned beliefs about money. And this is what I see happening in a lot of these dietitian specific online groups where, you know, people are complaining about not being able to make more money, not

being respected in their positions at work, not being valued. And then on the other hand, they're also saying money isn't important. Okay. You're gonna stay stuck. Okay. So coming back to certainty. You have to be 1000% certain, you have to be 1000% certain that you will achieve your goal.

[00:15:30] If your goal is to make more money as a dietitian, and your goal is to make a certain amount of money in your nutrition business, I wanna encourage you to release any timeframe in which this happens. Instead, what you wanna do is you wanna focus on the process that it's gonna take you to get there and stay in the here and the now every step of your journey is unique to you.

[00:16:05] You are not going to achieve. your monetary goal, for example, UN unless, or until you are able to, and you have the capacity to receive that money, you have to have the mental and the emotional capacity to receive that money. Okay. Otherwise, If it is given to you before it is time, it will go away just as quick as it came.

[00:16:44] There is no coincidence between people who win the lottery, like those people who win the lottery and lose that money. That's not just them. It is for any of us who don't have the mental or the emotional capacity to receive money and actually have more. Having money and the capacity to actually have it without squandering it off is a mental and emotional thing.

[00:17:30] So. Are you willing to put yourself in the emotional state of certainty and detach from any timeframe in which it comes to you? Whatever your goal is, are you willing to detach from the outcome, detach from the timeframe? Are you willing to do that? Because if you are, then that allows you to recalibrate and refocus on whatever it is that you need to do day to day, week to week, month to month tweak it, evaluate it.

[00:18:19] And, and, and restructure things and just keep doing that until you get to where you need to be. And also believing that you're already that person who has the thing you can do, that you can begin right here. And right now believing that you are that person. And knowing with certainty that you will have it, it takes work.

[00:18:57] It takes work for you to change your beliefs. It's not fake it till you make it either. It is actual energetic work. It is so important that each and every one of you understand that there are forces beyond what science has proven that we are living in every single day that shape our lives. There are energetic forces and the mindset work.

[00:19:40] It is not just about reframing and from one negative thought to the other. That is not it. Okay. And this is the work that I do with my clients. A lot of my clients come to me and they want all of the step by step and the, this and the, that, and the foundation of business and marketing and all of the things.

[00:20:08] And I say, We first start with the mindset work because when you start with changing who you are on the inside, all of that foundational work, the marketing and all of the processes and the step by step, all of that. will fall into place so much easier for you. It will feel so much easier, so important that you understand the importance of aligning with the goal that you want for yourself, for your business and ultimately for your life.

[00:21:00] We don't change just the business. Sorry about that. my microphone fell. We don't only change the business. My friends, you have to change you because you are an extension of your business or your business is an extension of you, I should say. And so. If you're not getting the results that you want in your career as dietitian, then I want you to look in the mirror at you and decide what it is that you need to change.

[00:21:47] If you know that your mindset needs some work, which I wanna tell you. If you're a human with a brain that is true for you. if you know that your mindset needs some work, then I invite you to do that work. It is very, very important. I believe that every dietitian, whether you're listening to this podcast episode, or maybe.

[00:22:20] Even just any dietitian who doesn't even know about this podcast at all. I believe that every dietitian is worthy of making good money. Every single one of you are worthy of making good money and you get to, to decide what. Quote unquote, good money means for you, whatever it is that you desire on the inside for your career, you are worthy of that because it is a desire that is within you.

[00:23:03] If you didn't desire it, it would not be there. So it's your job. To make sure it happens, because if you just sit on your desire, then you are doing a disservice to the people who you're meant to work with and change their lives, because it's not only about you. It is about the multitudes of people that you are meant to touch with your work.

[00:23:42] Each one of you are uniquely coded to do a specific work. And if you don't do it, there are multitudes of people who will not get what they need, and they will have to go on to someone else and get what they need, but maybe not get it in the way that it was initially meant to happen. So that is what I have for you today.

[00:24:09] My friends. your certainty can work for you and it can work against you. I want you to use certainty to work for you in your career as a dietitian, be certain that you can have whatever it is that you desire for your career, because if it wasn't meant to happen, You wouldn't even have thought it up. It would not be a desire. All right.

Conclusion

[00:24:47] Now, another thing that I wanna mention to you, I have a couple of things happening where you can experience some really, truly powerful shifts. The first thing is I'm reintroducing my Mastering, the Discovery Call Training. Mastering the Discovery Call is something that I believe is so important. It is that initial contact that you have with the

potential client but if you don't know how to successfully navigate through this conversation, you could be, ah, Doing a disservice to the people who show up.

[00:25:39] The people who show up when they schedule a discovery call with you, they are ready for you to show them that you're the right person for them. Okay. And then they get to decide ultimately if they want to enroll. If you have discovery calls that are converting at 50% or less, then you need this training.

[00:26:12] I've said a thousand times on this podcast where there was a time that I tanked 11 discovery calls in a row. And there was a lot of shame. There was a lot of embarrassment and all of that associated with those failures. I am now at 85 to 90% conversion on discovery calls. And that is why I know I can teach you something that will help you shift how you do your discovery calls.

[00:26:47] So I wanna invite you to my training at the end of this month. On March 29th, I'm hosting this training and if you can come, I would love for you to come. If you can't show up live. Yes, there will be a recording. So head on over to Manipura center.co forward slash discovery. Again, that's Manipur center.co/discovery call where you can sign up for that training.

[00:27:22] Make sure you get signed up. Even if you wanna just watch the recording, you will get a very detailed workbook and you will learn how to navigate the discovery call process a lot more authentically. Okay. That is really the purpose of this training. The second thing that I want you to consider is private coaching.

[00:27:51] If you are in business for yourself, it doesn't matter where, what stage of business you're in. If you are in business for yourself and you have hit a plateau, or if you haven't started your business yet, but you want to. and you know, that mindset is a thing that needs some work. Then I wanna encourage you to take a look at the private coaching on our website and schedule a consult with me.

[00:28:27] Now that link is manipuracentre.co/privatecoaching. Okay. All right. manipuracentre.co for all of the things, but manipuracentre.co/privatecoaching if you're interested in that and manipuracentre.co/discoverycall, if you want to attend the training later this month, either way you are going to. Powerful shifts in how you show up in your nutrition business and your dietitian career overall will change no matter which one you decide to join me with.

[00:29:14] All right. That's what I have for you this week. My friends have a great weekend ahead and I will see you next week for another amazing episode.

Outro

[00:29:28] Hey there. Do you wanna make more money as a dietitian? Then head on over to our website@manipuracenter.co again, that's Manipura Centre.co, where you'll find free resources to get you started. And if you are so inclined. Get your name on the wait list for an upcoming incubator program.

[00:29:52] I hope to see your name on the list so that I can help you get started making more money as a dietitian.