

MAKE MORE MONEY AS A DIETITIAN EP.167: Level 3 Conversations

Intro

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 Dyne, registered dietitian and money mindset expert. Let's get started with today's episode.

Episode start

Christine: Hey there, dietitian friends. Welcome back to another episode of The Make More Money as dietitian podcast. If you've been here for a while, welcome back. If you are new to the podcast, welcome, welcome, welcome. As I've been sharing on most recent episodes, what I'd love for you to do is become an ambassador to the podcast, and what that means is, You just simply share your most recent or maybe your most favorite podcast episode to date, and it's so, so easy for you to share.

You can either share from the podcast. Platform that you're listening to this episode on, or you can share directly from our website@manipuracenter.co slash podcast, well, where you will search for your favorite episode and share it with friends and colleagues. One of the reasons why I'm asking you to do this is because I believe that the work.

We do here at the Manipur Center and at Make More Money as dietitian podcasts. We believe that it's so important, the mindset work is the work and the more dietitians that we have that have access to this information on how they can shift their mindsets so they can make more money in their careers, the more we are able to create a ripple effect.

In helping to increase the industry income standard for dietitians across the globe, my job is to empower you, my friends. My job is to motivate you, empower you, uplift you, and help you to think differently and believe more so about you. Potential when it comes to your career as a dietitian. So once again,

please share your most favorite episode here at the Make More Money as dietitian podcast.

And I thank you in advance for doing that. All right, so let's go ahead and get started with today's episode, which is all about level three conversations. Now, level three conversations is something that I was taught from one of my previous mentors. And in the group program that I was in of hers, we would actually meet in person.

This was like way back in the day, like I think it was 2015, 2016, even when I was a part of her year long program. And that was at a time where I had just went full time in my nutrition business. And so we would meet in person, I believe, I wanna say quarterly, but I also. Remem. Yeah, it was quarterly actually.

We would meet in person and we would. Travel to her home in Connecticut, Stamford, Connecticut to be exact, and we wouldn't meet her home, but we would actually meet at a local hotel in Stamford, Connecticut where she lived and have these, several day long meetings on business, business growth, business building, business foundations, and all of the things in between.

But one of the things that she would encourage us to do is to have level three conversations, and that's what I wanna talk to you about today because I believe that, it's important to have. A community of like-minded entrepreneurs that you connect with on a regular basis. It, and it's also important to have an inner circle of friends and colleagues that you can go deep with and sometimes the community.

Of like-minded entrepreneurs and the inner circle of friends and colleagues are one and the same. Okay, so first and foremost, before I dig deep into level three conversations, what I really want you to have an understanding of is that there are actually three levels of conversation. Okay? Now that level one.

is your casual conversation. You know, it's maybe, just like surface level talking about the weather or just talking about real surface level things, but not anything too deep into feelings, right? So level one is very casual and surface level. Level two, the level two conversation is slightly more risky, and you're talking.

Possibly work your role, the direction you want your career to go in, or the direction you want your business to go in. But also level two conversations are almost always without any vulnerability, excuse me, vulnerability involved. So

you're not really talking about how you feel about your work, your role, the direction.

That, you want your career to go in. You're just really talking about it, right? You just kinda. A step below the surface. Okay? But level three conversations are your most vulnerable conversations. Now, in level three conversations, this is what is, when you're talking about yourself and your feelings, you're talking about how you feel about your role.

You have. Conversations about maybe even how you're feeling in your personal life and balancing it all. Level three conversations. Go really deep and oftentimes they can bring up a lot of thoughts and feelings about yourself at the core. And one of the reasons why I feel like these level three conversations are so important is because it really helps you to connect with others, and it helps you to feel like you're not on an island when you're.

Growing your business or when you're growing in your career. Okay. It is really, in my opinion, one of the most important types of conversations to have. And when you're not able to have these conversations, this is when. You put your business growth and your career growth in a potential hazard zone. Okay?

Because you are essentially making yourself feel like you're on an island, as I mentioned a moment ago, and you are definitely. Okay. When you are having these level three conversations with friends and colleagues, like-minded entrepreneurs, you realize that you're not in it alone. You realize that others are experiencing very similar situations and circumstances, even if it is on the personal.

Of life. Inside of my group program, we have these level three conversations a lot. We have these level three conversations, especially during our quarterly retreats. This is when the women get together and. Connect and talk about all of the things that are affecting their business and their business growth.

There are situations that occur in our lives, my friends, that we definitely have to make a priority and sometimes we have to press pause on our business growth, and that is 1000%. Okay. That is one of the things that I have to also, Make sure that my private clients understand is that when we are working one on one, it's all encompassing.

This is not only about the business, this is not only about the career, okay? This is not where. You are feeling in our business mentoring relationship that you have to come to our sessions all buttoned up. This is 1000% holistic support that

my clients receive when they work with me. We oftentimes do have to press pause and work on some other things other than.

We often do sessions in level three conversations, and I believe beyond a shadow of a doubt, that is why those clients that are the most vulnerable and allow themselves to go through a more organic and holistic process of business growth, they come out on the other end of that. With so much more than they anticipated.

I have clients that have created businesses beyond what they thought was going to happen because they took their time to be vulnerable, to be open to what is possible. To have these level three conversations, one on one with me and within our group, within our c. I have clients who have, or a client who recently took the time to really slow down to speed up so that she could take a look at her finances and finally buy the car of her dreams.

Okay. I have clients who have done so many miraculous things, and I call it miraculous only because there were things that they did not even dream of initially. Clients come to me wondering what it would look like to actually have a nutrition business that they really love and desire. And it rarely ends up in the way that they think.

It actually ends up better than they anticipated. And that is because, number one, they were open, they were vulnerable, and they detached themselves from any type of outcome other than I want to have a business. They didn't know how it was gonna unfold. They didn't attach to how long it would take, but they learned through my support and guidance and accountability, how to enjoy the journey along the way.

So having these level three conversations of vulnerability are very, very important. I wanna know. How you, my friends, go about having these level three conversations in your circle of friends, in your communities of like-minded entrepreneurs, Or if you even have these conversations, I would like to just know how this unfolds for you.

You can share that with me. I would love to hear from you. Actually. Send me a DM on Instagram. If you follow me at Money Mindset dietitian, send me a dm. Let me know. Have you ever had a level three conversation in your business related communities or within an inner circle of colleagues and how did. Work out for you.

I truly believe that these level three conversations are what take us from one stage in our business growth to the next. When we're able to be open and vulnerable and share our deepest desires with trusted individuals, it really helps us to feel like we're not alone in this process. Business and entrepreneurship is not the easiest thing you will take on in your career, but it is definitely the most satisfying and gratifying thing that you will take on when you stay consistent and persistent in the entire process.

Business and entrepreneurship can grow you in many ways than you will have ever thought of in your own mind. I believe that starting and growing a business of your own is more of a personal growth journey than it is a career journey. And if you're anything like me, my friend, you are here for all of it.

You're here for not only just business and career growth, but you are also here for personal reasons. There is absolutely no way that you can't grow personally when you're growing a business. It's the same as those of us who are mothers or even desire to become mothers. There's no way that you can grow another human inside of your body and it does not change you as an individual as well.

As soon as you give birth to that baby, to that human, you are instantly an A changed individual. It's the same when it comes to birthing a. Once you begin to grow your business and you birth it into the world, you are forced to become a changed individual. You are no longer just a dietitian, my friend.

You are at that point a business owner, and so. The learning begins at that point. The learning begins when you shift from being just a woman to a mother, and then that's the same thing, right? You shift from. Being just a dietitian to a whole new identity of being a business owner. And you have to learn how to be a business owner, and you don't learn it right away just because you opened up your business.

It is a process just like motherhood and parenting. So once again, are you willing to have level three conversations? Are you willing to be more vulnerable and go through the process of growing yourself and your business? These level three conversations are probably some of the most important conversations that you'll have in your career.

It's time for all of us to, I don't, I'm struggling because I wanna say stop having level one conversations, and I don't think that that's necessary. I think it's necessary for all three levels to be had, but I feel like a lot of times we put our own selves in a vacuum because we. . We believe that level one and level two

conversations are the only conversations that we need to have because business is business.

This is business, and we put on our mask and fake it till we make it or whatever you wanna call it. And we never have these level three conversations that can go deep and allow us to be seen as humans who have feelings and emotions and all of the things in between. And we also, don't allow us, allow ourselves, excuse me, to have these level three conversations that allow us to be seen.

In a whole different way and become more relatable. Right. And I think that's important too, to become more relatable and realize that hey, the other person is going through the same thing, so it must not just be me. Right? So, , if you're not having these conversations, If you're not part of a community, a community, I don't know why I can't talk today, so just, excuse me,

Conclusion

Oh my gosh. If you're not having these conversations, my friend, and you're not a part of a community that supports you in having these conversations, I wanna encourage you to find one. Because it is the best thing that can happen for your personal and professional growth. No more being all buttoned up, no more just feeling like you have to act and be a certain way because you are a professional.

It's time to find that inner circle of like-minded entrepreneurs and maybe even a community. You're in a group where you can share level one, two, and three conversations so that you can grow beyond where you are right now. All right, my friends, that's what I have for you today. Level three conversations.

It's time to have them reach out to me in my dms on Instagram. Let me know about level three conversations and this episode, and what you're taking away the most. It's so, so important for us to have these conversations. Once again, if you are in need of a like-minded community and support in the form of a mentor, I wanna remind you of the private coaching that I offer at Manipura Center.

Head on over to ManiraCenter.co. Forward slash private coaching where you'll find more information about my year long private coaching program and how it can support you in realizing your career dreams as a dietitian with a nutrition business, or better yet a business owner. In the field of nutrition and dietetics.

All right, friends. Have a great rest of the week and the weekend ahead, and I'll see you on the next episode of Make More Money as a dietitian. Bye now.

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Hey there, Do you wanna make more money as a dietitian? Then head on over to our website [@manipuracenter.co](http://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 waitlist for our upcoming incubator program. I hope to see your name on the list so that I can help you get started making more money as a dietitian.