

Ep #97: What's Possible



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With Your Host

Amanda Karlstad

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You are listening to *The Life Coach Business Podcast* with Amanda Karlstad episode number 97.

Welcome to *The Life Coach Business Podcast*, a show for coaches who are ready to up-level their business and take their impact, leadership, and results to a whole new level. If you're ready to start taking powerful action and become the leader your business needs in order to grow and thrive, this show is for you. I'm your host, Amanda Karlstad, certified life and business coach, and entrepreneurial leadership expert. Now, let's get down to business.

Hello and welcome everyone. So glad to have you here. I hope you're doing well and have had a great week. I'm doing really well. We just had an amazing trip. We spent a few days at the lake. It was gorgeous. We had gorgeous weather and so much fun. I hope your summer is wrapping up well. I know for as much fun as my kids are having this summer, they are also excited about starting school in just a few weeks. I know some of you might have already made that transition with your kids back to school wherever you are.

I don't know about you, but the summer just has flown by for me. It's really part of the reason why I actually felt inspired to bring you to today's episode. So when I started thinking the last few days about how quickly time goes, right? How quickly kids grow up, how quickly things just keep moving despite our best efforts to slow them down. It got me thinking about the importance of really leaning into what I'm going to talk about today.

So what I want to talk to you all about today is what is possible. What is possible in a relatively short amount of time, especially when it comes to your business. So I'm really excited to talk to you all about this today because I've been thinking a lot about this over the past couple of weeks as summer has been winding down and thinking about, again, the transition back to school, moving into fall. I've been thinking of you all. I've been thinking about the power of what I'm going to talk to you about today.

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So let's talk about what is possible for you. As I've been thinking about this over the last few weeks, I've been working with so many of my clients helping them take their businesses to the next level. There have been some really big wins happening in their businesses both in my mastermind program, which is my six month accelerator program. That's designed to help coaches build the foundation they need that sets the stage for their six, multi six, even seven figure business.

Also my High Level Mastermind, which is my high level program that helps coaches scale once they have that solid foundation in their business. Once they, in many cases, have filled their one on one practice and now they're looking to take things to the next level, which is typically launching a group program or launching some other form of leverage program. So that's always a really fun place to be in your business. So let's talk about this for a minute. Let's talk about what is possible for you and what is possible for your business.

For those of you who might be new here, I just want to remind you if you are needing clarity. So for those of you who are working with clients one on one, and you want to build the foundation and grow towards six figures and are ready for accelerated results, I do want to let you know that the next cohort of my mastermind program is starting very soon. So I do want to invite you. If you are a coach and if you're ready to go to that next level. You've had some success in your business already.

So what that means is you're probably working with some clients that's probably on a one on one basis, but you know you're ready for more. So whether that's enrolling more clients into your one on one program or maybe it's even moving into more of a group format or more of a leveraged model. Then I want to invite you to apply because this program is the program, the process that I have coached so many coaches through that gets extraordinary results.

So to give you an idea, we've had coaches go from selling one on one programs for \$400 to literally over six figures in this program that are now truly on track for million dollar years. We've had clients go from very

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inconsistent results to creating their first \$250,000 through this process. We've had clients grow to consistent \$10,000 plus months. We've had coaches triple their six figure corporate salary and leave their corporate jobs in this program.

So I want you to understand this is a very powerful process and program. I truly believe that it's the process that any coach no matter the niche. It's a process you have to go through in order to create those extraordinary and sustainable results in your business. So it's an extremely comprehensive program I've developed. No matter, again, what type of niche you're in. Whether you're a marriage coach, a life coach, a weight coach, a money coach. I even have therapists who are moving into coaching, career coaches, executive coaches.

Again, it doesn't matter what type of coaches you work with. I've really designed this program to help you accelerate your results. I promise that it's only going to help you build the momentum you need right now, and help you set the stage, help you really build the foundation so that you can scale and ultimately take your business to that multi figure even seven figure level if that's your goal.

So if that sounds like you and you know that you're ready for high level mindset and high level strategy, then I want to invite you to apply at amandakarlstadcoaching.com/the-mastermind. We're going to link that up in the show notes as well. I would love to talk to you and see if it's a fit.

I do want to mention that this program is only offered a couple of times a year. So this really is your chance. If you want to move into next year, which is 2022. I can't believe it. If you want to move into next year with movement and with clarity and finally create the results that you want, I want to encourage you to apply to this program. Like I said, it's only available at limited times throughout the year. I do also cap the number of clients in these programs because of the very high level of support that's offered.

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So if you're thinking at all if this sounds like a great fit, I encourage you to apply. Go to amandakarlstadcoaching.com/the-mastermind and apply. As this will likely be your opportunity to join us in the next few months and, like I said, create that momentum moving into next year. Once again, amandakarlstadcoaching.com/the-mastermind. I'm super excited to help you take your business to the next level.

All right. Let's talk about what's possible for you all. So today's episode is really a message to all of you no matter where you are today in your business. So what we're going to be talking about here is that whatever vision you have for your business, whatever vision you have to create whatever you want to create in this world. Whatever your grand vision is that you have, here's the truth. I want you to know that it's 100% possible for you whatever that is. No matter what your current circumstances might be, no matter what it is that you feel you're up against, no matter what it is that might be holding you back or might be slowing you down right now.

What I want to offer you is that when it comes to your business and the vision that you have, you can achieve it and you can build it. You can create whatever it is that you want to create. I just think that this is such a beautiful thing. I want to share with you something that I've learned. The vision, the ideas of your future business that exist in your mind, they're already in the process of becoming your reality. I want to repeat that because that's really important.

So whatever it is that exists in your mind, the future business that you envision, it's already in the process of becoming your reality. Just by nature of you being able to visualize it. Just by nature of you being able to see what that potential future could look like. It's literally already on its way to manifesting in your reality even though it hasn't yet materialized. Here's why.

Everything that exists in our world. If you think about everything in our world, it was first an idea. If you think about it, everything that's created whether it's an object, whether it's a business, whatever it is, it was first a vision. It was first a thought. It had to be before it became a reality. So if

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you take an object, let's just say a lightbulb or a computer or an iPhone. Every single object, every single business that exists today. It exists only because someone first had the vision for that object. They first had the vision for that business. So if you think about the iPhone, for instance. Steve Jobs, right, he first had the vision for the iPhone.

So it starts by first having that vision for the business. By visualizing that business so that you can set the wheels in motion whether it's an object, whether it's a business so that it can be manifested. So that it can come into reality. This is really great news. Because if you can visualize it, if you can see it in your mind, the truth is that you can hold it in your hand. So this is wonderful, wonderful news.

Here's the deal. Here's where I see so many coaches get tripped up. When you have a vision, when you have that future business that you can see. Even if it's just parts of it, right. Maybe it's not fully clear at the moment, but there's a vision there of some sort. I think all of you listening could raise your hand and say, "Yeah, I've got a vision here." Even if it's not fully clear, right.

What tends to happen is that for so many unless that business, unless that idea happens, let's say, within a certain time frame. I want to talk about this for a minute. This time frame is something I see happen very often in the industry. In the coaching industry, coaches tend to set certain expectations for their business.

What happens a lot of times is that these expectations include parameters for certain results to happen in a certain time. So essentially what happens then is the coach is saying unless certain results happen in a certain amount of time, unless the business reaches certain levels within a certain period of time, it's almost like this ultimatum is created.

The hard part of this is when that doesn't happen, when those expectations get set and when those parameters don't get met—This can happen for a lot of reasons. Very often the reaction is to then step back. The reaction is then to start to question that initial vision. The reaction then becomes

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questioning whether or not the business that was once envisioned will actually happen.

Here's what I want to say to this y'all. Here's where what's actually required is to believe even harder. It's to double down on your belief. It's to double down on your vision. It's to double down on the strategies that are going to help you get there, and it's to double down on your mindset and keep yourself in the game.

The truth is that this is where I see so many coaches instead, they start to pull themselves back and start to question what they're doing. Instead start to see and record evidence that proves the doubt to be true. When the doubt is in charge, when the doubt is driving the car, it becomes the victor. You have to understand that as you're building a business, your doubt is going to appear. Your doubt is going to come up. It's there to protect you. Very rarely is what you doubt actually the truth.

So here's a really important question that I want to offer to all of you. That question that I want you to ask yourself is: "is this true?" So it might seem like a simple question, but I've learned it's one of the most important questions that I think you can ask yourself as an entrepreneur. It's something that I want to encourage you to get in the habit of asking yourself and get very honest about your answer.

The truth is that most of the things that we doubt, most of the things that we worry about, most of the things that we spend are valuable time and energy and our thoughts thinking about are things that aren't actually the truth. This is a very important distinction to make. To understand the difference between something that is perceived versus something that's actually true.

Yet the reality is that in so many cases when I'm working with clients, things that we perceive to be true are not actually true. They're not actually facts. Instead, they're merely thoughts. They're thoughts that we get a choice to think. For whatever reason, for whatever purpose, it is that we choose to think those thoughts. In some way, it's benefiting us. In some way it's benefiting our business even if this is on a subconscious level. What I want

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you to understand is at the core, so often these are only doubts that very often are allowed to take over. Once this happens, it's a very difficult climb.

So what I want to offer to you today is this. Whatever that vision is that you hold for your business, whatever that vision is that you can see and the clients that you know that you can help. Whatever that vision is that you can see two, maybe even five years from now. I want to encourage you to nurture that vision. I want to encourage you to choose to believe in that vision. I want to encourage you to choose belief over doubt and really check your thoughts. Check your behaviors. Check the truth of what is actually happening for you.

Rather than entertaining the thoughts of why whatever it is that you want is not possible, I want you to entertain fully and consistently why it is. Start to find evidence every single day of why it's possible for you. Even if it's looking to someone else as an example. Even if it's listening to this podcast episode on repeat until you start to believe that what you most want is possible for you. Even if it's the tiniest sliver of evidence that you find that you might think for a minute that you should dismiss, I want to encourage you to not dismiss the vision that you have.

Do not dismiss the desire that you have to build the business that you most want. You've been given your vision for a reason. You can see it for a reason. So go after it. Believe in it hard, even when it feels like the deck is stacked against you. You just might be closer than you think. All right my friends have a beautiful week. I'll talk to you all again soon. Take care. Bye, bye.

Hey, if you're ready for a real breakthrough in your business and want to grow and scale your business to at least six figures or more in revenue, I invite you to apply for my exclusive program The Mastermind at amandakarlstadcoaching.com/the-mastermind. I look forward to seeing you there.

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Thank you for listening to this episode of *The Life Coach Business Podcast*. If you want to learn more about how to build, grow, and scale your business and accelerate your results visit amandakarlstadcoaching.com.