

## Ep #109: Inevitable Thinking



### Full Episode Transcript

With Your Host

**Amanda Karlstad**

## Ep #109: Inevitable Thinking

You are listening to *The Life Coach Business Podcast* with Amanda Karlstad episode number 109.

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 with me today. Thanks so much for tuning in. A special welcome for any new listeners. I'm excited that you're here. I have a great show for you all today. I'm really excited to talk to you about today's concept and the conversation that I'm going to bring to you.

Before we dive in, I have to tell you that I am so proud of my clients. I am so proud of the work that they are doing. I am so proud of what they are creating. I am so proud of the results that they are getting in their business. I just think it's so amazing. Such an amazing time to be a coach. Such an amazing time to build a business. Such an amazing time to be an entrepreneur. I couldn't be more proud of my clients and the work that they're doing in the world.

So to give you an idea of that, we have had so many wins recently in my Mastermind program, which is my six month business accelerator program. And also in my High Level Mastermind program, which is my 12 month high level mastermind where we really take things to the next level and take things to the next level, and we really work on scaling the business and really work on building the million dollar business.

So when I look at the clients and I look at what's happening in these programs, it is just wins left and right. I am just so, so proud of them. We've had clients that have had six months of consistent \$40,000/\$50,000 cash received months. A client that just hit her first \$300,000 cash received just

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this calendar year. That's been a 556% increase just from last year, which is just incredible. So her business has grown literally 556%, which is amazing.

We have another client that is just about to hit her first 100K year. We have another client, a newer coach, who just came out and just sold her brand new one-on-one coaching package at her new rate of \$10,000, which literally just took her a matter of a couple weeks. Then I have another client who is already at the million dollar level who is really looking to scale to the multi-million dollar level and has had some amazing inner breakthroughs in the journey and has really opened her up to a whole new level of growth, a whole new level of leadership in her business.

So, again, I'm just so, so proud of the work that my clients are doing and are continuing to do every single day. I want to tell you. If you are listening to this podcast right now and you know that you need expert support, you know that you need a high level mindset, you know that you need high level strategy. You know that you need something more. I want to invite you to go to my website [amandakarlstadcoaching.com](http://amandakarlstadcoaching.com) and book in a call. I would love to have a conversation with you.

I have been thinking a lot about the impact that I want to make in this industry, the impact that I want to make with my work especially here in the coming year in 2022. Because of that, I do have some openings in my High Level Mastermind program for more established coaches who are really looking to scale and really build that million dollar business. Really are ready for those million dollar breakthroughs.

So I want to invite you to set up a call. You can go to my website. Again, it's [amandakarlstadcoaching.com](http://amandakarlstadcoaching.com). We're going to leave that up in the show notes as well.

If you're a coach who is more in the build phase, so you're looking to build to that first six figures and you're newer in your business. I want to also invite you. I do have an upcoming cohort of The Mastermind program, which is that business accelerator program. This is only offered a couple of

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times a year. So we do have another cohort that will be kicking off after the first of the year. Now is the time to get in. The cohort is capped at a certain level.

So if you are ready for your first \$100K, if you are really ready to build the foundation that is going to help you create momentum right now but also really set you up for long-term success, I want to invite you to apply there as well. So just go to my website [amandakarlstadcoaching.com](http://amandakarlstadcoaching.com). We're going to link that up in the show notes. You can just go ahead and apply there and set up a call.

All right. So let's dive into today's topic. Today I want to talk to you about the power of thinking inevitably. This has been something that I have been doing a lot of thinking about myself over the past few weeks. I recently actually did a training on this in one of my programs.

I decided I wanted to bring it to you all today in the podcast because I think this is a really important conversation. I think that it's a really important concept for you all to understand and for you all to really work to embody in your business.

So one of the things that I want to start out by saying is that whenever you are looking to make an up level whether it's in your life or whether it's in your business, which I know for all of you listening to this show that you are in that process right now. Whenever you're going through that process, it's going to require that your level of belief and your level of faith and your long term focus changes and it evolves.

So when I'm thinking about, for instance, for so many of you, I know that you want to build a highly successful business. I know that you want to, for many of you, want to build a million dollar practice. So as I think about that and as I think about the process of that, the question really is how do you build a level of belief that really supports that level of growth, right? So when I think about this, it really comes back to building the belief around that your result is inevitable.

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So I think it's important that when you get an idea of a goal, when you get an idea of a result that you want to achieve. So I'm going to use the million dollar coaching business as our example because I know that is the result that so many of you want. When you get the idea of that, when you get the idea of that result, it's important to understand that by nature of having that idea, by nature of that vision happening in your mind, it's already in the process of becoming a reality.

So one of the examples that I used recently was one of my clients who is in my Mastermind program. She actually is building out a mindset coaching program for her business. So she has a highly successful brick and mortar business that she is running, and she actually coaches athletes. So she's going to be bringing in a mindset coaching program to further support her athletes and really help her athletes take everything to the next level.

So one of the visions that she has for her business, one of the long term visions that we have talked about several times is the fact that she wants to eventually within a certain timeframe have her own facility where she'll be able to host several events. She'll be able to host several sporting events. Also the mindset aspect of her business, being able to host trainings, host coaching sessions, group coaching sessions. Really pull the athletes together and meet face to face if they're local. Also have the option to deliver that training, to deliver that coaching in a virtual way.

So she knows in that instance, in that example of that result that there's going to be certain steps that she's going to have to go through, right. There's going to have to be a certain process that she takes her business through, that she leads her business through in order to create that result.

So one of the things that we've been talking about recently and I was coaching this client on is that we already know that that's possible, right? She's got some examples even close to her where this is really possible. She sees the evidence of this being possible for her.

We know essentially what it's going to take to acquire a facility like that. We know financially what that is going to require of her and of her business.

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We have an idea of what type of revenue that's going to require in order for her to be in a position to do that, okay.

So when we think about that, when we think about that end result, that vision. Because we have that level of clarity, because she has that expanded vision, which I talked about this in last week's podcast episode. I highly recommend you go back and listen to that episode if you haven't. It's episode 108. We'll link that up in the show notes. It's called expanded vision.

Because she has that expanded vision and she is ultimately playing a much bigger game than where she is today, she is automatically starting to embody the leadership. She's embodying the mindset. She's embodying the behaviors and the habits of someone that creates that type of result, okay.

So even though we don't have a 100% clear idea of how that's going to happen for her, right. We have some idea. We have some pieces of information. We have the strategy that we are working on right now, that she's implementing in her business. At the end of the day, nobody really knows exactly how that's going to shake out, right. Exactly how that's actually going to play out in her business.

What's really going to be important here for her and this is what I was coaching her on is really building her belief in terms of the inevitability of that result being created. So what's really important first off to understand here is that by nature of having these visions that you have, by nature of you being able to see the type of business that you want to build, the type of business that you want to create, the clients that you want to work with, what all of the pieces of that look like. Having the ability to visualize this and to see that is, by nature, already being on the frequency of that. It's already being on the frequency of whatever that end result is.

So I want to offer to all of you if you're in a place right now where you can see the bigger picture, you can see the bigger results. You can see the

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bigger business. You can see that million dollar business, whatever that looks like for you.

I want you to know that it's already in motion for you. You don't need to question whether or not it's possible for you. You don't need to question whether or not you're capable. You don't need to question how you're actually going to go about doing that. By having that vision and by you spending time with that vision and thinking about that vision is already evidence for you that it's in the process of it happening.

So I want to offer this to all of you because I just think this is one of the most powerful truths that you can know. It's one of those powerful truths that I think has the potential to change everything. I know this is something that I have leaned on a lot in my own journey. I want to encourage you all to really take away this truth from this podcast and really take this for yourself and lean on this in your own journey.

So we aren't given these ideas. We aren't given these visions for no reason. Instead there's a reason that we have the vision that we have. There's a reason that we're being pulled, right. That we can see a certain pathway for us.

So with that, I've found that there's really what I would call four phases that I think every coach, every entrepreneur goes through as they are in the journey of building their business. As they are in the journey of building to that bigger vision and to creating that bigger result that really is related to their level of belief and it's related to this inevitability that I'm talking about.

So the first phase that I see many, many coaches and many, many clients that I work with especially when I'm onboarding them, bringing them into my programs. They tend to fall into this first phase, which is being able to see the possibility but not being sure if it's possible for you.

So that's what I would say is really this first phase, right. There's examples of where the possibility is there, right. There's examples that you may see out in the industry, or you may know of someone that has created a similar type of business, right. The possibility is there. You can see the actual

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evidence of it. The difference in this phase is that you're just not sure if this is possible yet for you. So that's really the first phase of inevitability.

So this next phase, which is phase two, is when we start to move into it is possible and it is possible for me. So this is where we start to not only see the tangible examples where it is possible, where we actually have evidence where this is possible. But where we actually start to believe that it's also possible for me. So this is where in this phase, we start to make the decision. We make the decision that it is possible, and it's possible for me.

So one of the keys here with phase two is that there's a decision that's made, right. So when you think about, for instance, in the coaching industry as you are working to build your business. When you're in the first phase of inevitability, when you see the examples of that end result being possible, but you don't yet believe that it's possible for you.

In order for you to move into this next phase, into phase two, which is it is possible and it's possible for me. The difference here is that it's really a decision that you make. It's a decision that you decide that it is possible for you as well. So that's really the difference between phase one and phase two.

Now phase three, this is when we start to move into what I call high probability, okay. So this is where in this phase, you start to move into a place where there is real momentum, where you've already made the decision that it's going to happen, but you've also started to embody the person that creates that end result.

So you're behaviors, your actions, your habits, your embodiment is lining up with creating that end result that you desire. So there's a frequency in this phase of it is happening and it's highly probable. There's a real momentum that exists when you're in this phase.

One of the examples that I will share is a personal example. So over the last couple of years as I've been growing and scaling my own business,

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one of the things that I have invested in in my own personal growth, in my own business growth is high level coaching.

I have talked about this a number of items. I firmly believe that if you're building a business, if you're scaling a business, it's really critical that you have a coach. So for me it's always been a non-negotiable. I've always had a coach. I've always paid for high level coaching whether that is something more directly related to the actual business or whether it's something that I might be working on personally.

So when I think about the process that I've gone through in working with different coaches and investing in different programs and learning different skills and developing my skill sets in different areas. Really by nature of doing that and going through that process, not only was I moving from that phase two, which was this is possible. My million dollar business is possible, and it's possible for me.

It's really then moving into that third phase, which is making big moves in your business. Which is being willing to really bet on yourself. Which is really making that firm decision that things are going to happen, right. That there's consistent action, right? There's consistent behaviors that are acted upon in the business that create and line up with the end result.

So when I think about my own journey, I can see that there's been very specific times in this journey when I have invested in coaching programs. I've invested in working with certain mentors where it really helped me to move my belief from that phase two into that phase three, into where this is highly probable. Also realizing I need some extra support in this particular area or these areas, but I know I've made the decision that this is going to happen. I've made the decision that I will build a million dollar plus coaching business, right?

So I just think it's really important to also think about what is happening as you're moving through these four different phases, right. So the first phase is a lot of seeking out that evidence. It's being able to see the possibilities that are out there, but there's also a lot of times the second guessing.

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There's a lot of the self-doubt that's coming up. There's a lot of the I don't know if I'm capable of building a business to that level.

Moving into phase two, it's making the decision. It's saying that I see that this is possible. I am deciding that it's going to be possible for me, right. Moving into phase three then we've already made the decision that it's going to happen, but we start to really back that up with bold moves in our business. We back that up with really putting ourselves out in a much bigger way. It's really shifting from who we are today into who we need to become in order to lead the business to that level of growth. So that's a really important distinction between those three phases.

So the fourth phase is inevitability. So that's when we've moved into the phase where it's happening. The shift here from phase three to this phase four. First of all, I want to say when it comes to this last phase, so being in inevitability, doesn't happen minutes before you reach your goal. This is something that you are living in, you are operating from this place likely for months. Maybe even in some cases depending on your goal, it could even be for years, right.

So this is where there is proof that it is happening. There is proof. There's actually tangible results that are happening that actually prove, right, the inevitability of this happening in the business, and you're hitting typically these bigger milestones, right. One of the things that's really important to understand about this phase and I think just a really good lesson overall for all of you is that as you're moving up this ladder, this inevitability ladder of belief in your business, as it relates to your business and as it relates to you and your ability to create the level of business that you really want.

So when you can set your vision out at least three years, for some of you five years might be a better window. What's really interesting is that when you allow yourself the space, when you allow yourself time to create your business to that level, when you allow yourself to really envision that big results and really go big with that.

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What it actually does is it allows you in so many ways to actually accelerate your growth. It allows you to essentially collapse time because you have that bigger vision, because you know where you're going. You know where that big end result is, which then makes all of the challenges and all of the hardships that you're dealing with in the present.

When you're truly operating from that space, it allows you to move through them so much quicker. It allows you to not take things so personally. It allows you to be more resilient in the moment and find more solutions. Versus when you are overly attached to a result, to a result that must happen in a shorter time frame, it actually produces a lot more pressure. It produces a lot more tension in being able to achieve that goal.

So in this fourth phase, what's really interesting is that as you set that bigger vision, as you set that timeline out, you're able to accelerate the speed at which you achieve your goals. You're able to align yourself to the inevitability of that big vision. Because you are playing a bigger game, because you are embodying this bigger version of you, because you are embodying a different and higher version of yourself, the bigger game then starts to happen, right. Those bigger results then start to happen.

So you start to hit those bigger milestones. You start to hit them more quickly. It really quickly becomes that quantum growth. It becomes that quantum speed at which you're able to really start achieving those goals. It's because you're in alignment to the inevitability of your bigger vision. It's because you're taking consistent action every day. It's because you're showing up and making bigger more committed decisions in your business. It's because you are more convicted in the decision that you've made, that this bigger vision is going to happen for you. That you're going to create it.

So when you do that, the road bumps, and those challenges that you're inevitably going to create. The "failures" and the challenges that you experience will become so much easier to deal with because you're going to give yourself more grace. You're going to give yourself more space. You're also going to be more resilient in the moment.

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It's also because you're actually making these bigger moves forward in your business. It's because you're aligning to that bigger version of yourself. You're aligning to that bigger vision of your business.

So just know that in the process, there's going to be ups and downs. There's going to be all sorts of challenges along the way. Just know that at the end of the day, it's really being able to move through these four phases of inevitability and thinking and operating from a place of inevitability. The sooner you can get into a place where it's not only probable but it's inevitable, right, you're going to start seeing those accelerated results.

So I want to invite you all. If this is something that you're interested in, go to my website [amandakarlstadcoaching.com](http://amandakarlstadcoaching.com). I'd love to have a conversation with you and talk about what's possible for you in the coming year. I'd love to help you make this a breakthrough year. All right everyone. Have a fantastic week. I'll talk to you all again very 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 annual revenue, I invite you to apply for my exclusive program The Mastermind at [amandakarlstad.com/the-mastermind](http://amandakarlstad.com/the-mastermind). I look forward to seeing you there.

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](http://amandakarlstadcoaching.com).