

## 331. Work Worth Doing



### Full Episode Transcript

With Your Host

**Jody Moore**

## 331. Work Worth Doing

I'm Jody Moore and this is *Better Than Happy*, episode 331: Work Worth Doing.

Did you know that you can live a life that's even better than happy? My name is Jody Moore. I'm a master certified life coach and a member of the Church of Jesus Christ of Latter Day Saints. And if you're willing to go with me, I can show you how. Let's go.

Hello everybody, welcome to the podcast. How we doing today? I am excited to talk to you about this topic. I'm always excited to talk to you though. Do I begin every episode that way? I genuinely mean it because usually the way I choose podcast topics is maybe I'm coaching somebody, or I overhear something, or even an idea gets triggered by something else I'm listening to. And then I write it down and then I sort of let it roll around in my head a little bit as I kind of work the idea and decide how I want to teach it to you all and what I want to say about it, how I think it would be most useful to you.

And this one I have been kind of tossing around in my head for a while now. And so I'm excited to finally get to talk to you about it. I just want to begin with a little bit of gratitude or a lot of gratitude. I'm just feeling an abundance of gratitude right now which is so appropriate because it's the middle of November and we're supposed to be grateful this month. I just feel so blessed. I feel so blessed for just the health of my family, for our neighbors, for the word, family that we have and the extended family that live near us.

I feel blessed for the people that I get to meet through my coaching practice and for the way I get to have a teeny tiny little role in watching people's lives change for the better. I can't think of anything I'd rather be doing than this podcast, the book I just wrote, the coaching I get to do. I'm just really in love with everything right now.

I'm also so grateful to you because this podcast crew, even though I don't get to see you, I don't get to hear from you, you're hearing from me, I feel

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the collective sort of desire to work on ourselves, to grow ourselves, to better ourselves, to get better at loving everyone.

And to, I think more than anything what impresses me is the willingness to be vulnerable. In order to do the work I'm teaching you here you have to be willing to be vulnerable. You have to be willing to be wrong. That's such a challenging thing. It's the ultimate in humility. And I feel that desire from you in just the little bit of contact that I do get with you. And so I'm just feeling so grateful for you. I'm feeling so grateful to get to be a part of all of this. And I hope that things are going well for you in your life. But even if they're not, I've got some tools that are going to help you out.

So today we're going to talk about work worth doing. It's a little bit of a tongue twister for me to say. This is a term that those of you who are coaches like myself, especially if you're a Life Coach School coach, then this is one of those things that we say that is sort of internal language, if you will, meaning we all know what it means but other people are like, "What are they talking about?"

So similar to those of you that are members of the Church of Jesus Christ of Latter Day Saints or whatever church you belong to, you might have words, or terms, or phrases that you say all the time and so they sound perfectly normal. But when you say them in front of people who aren't a member of your church they look at you like, what? And it's just a natural thing I think that as we hang out together, as we teach similar tools, as we understand similar things or have similar lifestyles or values, we develop a language.

And so I want to dive into this one for just a minute. So this term comes up sometimes in coaching. I'll tell you that my mentor and teacher, Brooke Castillo who is the owner of The Life Coach School says this pretty frequently. She'll be coaching someone and they'll figure out what's really going on, what's happening in the client's brain, where they're stuck, what they need to do to progress and then she'll often say, "And this is work worth doing."

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And I was thinking about that recently when I heard her say that. And I notice I say it sometimes as well. And I thought, what do we even mean by that? So here's what I think. I don't know what Brooke means by it. I mean I think I know what she means but this is my interpretation of what I mean by it. And I want to offer it to you today. So the work that we're talking about is not the work that most people think about when they might use that phrase, this work is worth doing.

Most people when they hear the word 'work' think about some kind of action that we might take, something that we might do, some way that we might exert ourselves, or create something, or write something, or lift something. Work equals action that we take in the world for most people, in most cases. But when we're coaching that is not the type of work we're talking about.

Now, it may result in action that we take in the world, it may even just result in a change to the action that we've been taking in the world. But the work that we're referring to in coaching happens first in your head and in your heart. It's not working on something that you're doing, it's working on who you're being. It's working on what you're believing. It's working on then how you're feeling. And that is probably more difficult work in many cases than the actual physical execution of however we show up and what we create on the outside of us. Do you follow me?

If you're new to me and I've totally lost you then two things you can do. You can get the podcast roadmap at [jodymoore.com/map](http://jodymoore.com/map) and listen to the eight episodes on there that I have you listen to. You could also read my book, *Better Than Happy*, where I teach the model in detail. But hopefully I haven't lost you. Hopefully this is making sense. Work worth doing means this is worth changing your beliefs around.

This is worth taking the time, the conscious energy required to redirect your brain every time it tries to offer you the story, your thought that isn't serving you and to go, "No, no, no, that's not the story. That's not true." Remember, we're not thinking that anymore. We're not focusing on that anymore. We're

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not believing that anymore and redirecting. And as you do that you rewire the neural pathways in your brain. This is science. This isn't as woo woo as sometimes I make it sound. This is literally how the brain works. So I'm going to give you one of my favorite examples of this.

I used to live in Salt Lake City, Utah, after I graduated from Utah State in Logan, I moved to Salt Lake. And I live in a house there on a street called Fillmore, it's in Sugar House. If you live on Fillmore right now, then shout out to you. I lived with a bunch of other girls in a beautiful house and we all had so much fun there. And I went back to Salt Lake a few years ago with my husband and kids and said, "I've got to drive you by the house I used to live in because it's so pretty and it's just so cool."

And I of course, I have memories there, they don't really care about it but I wanted to go and drive by it and see it. So I'm like, "Come on, we go this way." And I started to head towards the house and then I realized I don't know how to get there. I couldn't find it. I don't know why I didn't use a map. I mean I didn't know the exact address of the house, I feel like I couldn't even find the street on the map. Maybe they changed the name of the street. I don't know.

At any rate I could not find that house. And I was just like, "What? I lived there for", I don't know how long but probably a year. And I drove there every day at least once, if not multiple times. And now I don't know how to get there, how could that be? You know why? Because our brain prunes the synapses that we aren't using anymore. I believe this happens at night when we sleep but I don't know. All I know is the neural pathways that you no longer use after a while your brain goes, "Well, we can just drop that one. It's not necessary. We don't use that one anymore."

So as you get rid of patterns, thought patterns that aren't serving you and you instead focus on new ones, eventually you do become a new version of you. And we all do this actually all the time. It's just most of the time we do it unconsciously. We become slightly different versions of us in various ways. So work worth doing means we're going to consciously redirect the

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brain and create a new neural pathway that will give us a new, hopefully in the long run, automatic belief system which will generate useful emotions, which will help us be who we want to be in the world. Do you follow me?

So I want to first of all speak to the idea that work worth doing, the reason that Brooke or myself sometimes use that term, or other coaches when we're coaching, the reason we sometimes say that is what we mean is there is work that's not worth doing. There is, there's thought work that's not worth doing. So I want to dive into that for just a little bit because again this is a common misconception when people first learn my work where I teach that thoughts create feelings and they think that what I'm saying is you should just think positive thoughts and feel positive feelings all the time.

And it's not what I'm saying. So there is work that's not worth doing. Technically we could do that. Technically we could all rewire all of the pathways in our brain. I mean I don't know if we could. Technically it's possible because we have control over our brains. I just think it would be really exhausting. But even beyond that, even if we set aside the fact that it would be exhausting and challenging, there are just certain things that it makes sense that you would want to think negative and feel negatively about.

So I coach clients all the time who tell me about circumstances in their life where they have a child struggling, or a spouse struggling, or maybe a spouse who is abusive in some way. Let's just take that as an example. Let's say you have a spouse who is verbally abusive. Let's even take physical abuse out of it. Let's just say it's verbal abuse. According to the coaching model that I teach which is your thoughts create your feelings, the circumstance doesn't create your feelings.

So your spouse calling you a bunch of terrible names doesn't make you feel anything. Your thoughts about what he or she said, and about yourself in that situation make you feel bad. That's true. But it's not worth doing the work to change your thoughts. That is not work worth doing. I don't think

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that you should allow people to talk to you in any way that you find to be derogatory, or inappropriate, or offensive. I think that you should have a value system that says that's not okay, talking to people that way, not okay.

Other people talking to me that way, my spouse talking to me that way is not okay even though that's just a thought. We could change the thought to it's totally fine for him to talk to me that way. But that is going to be work. It's going to be challenging. And it's not work worth doing. Do you know why? Because it's okay to have boundaries and remove yourself from situations when people are behaving in a way that doesn't align with your values. I want you to have values. I want you to keep them.

I want you to have opinions about how you allow people or what you're willing to tolerate when it comes to how people treat you or talk to you. It's not worth doing thought work, it's just not necessary. You can remove yourself. There are plenty of kind people in the world. And maybe you remove yourself temporarily, maybe you remove yourself permanently. I don't know. That's where we have to do coaching to figure out. But I don't encourage people to sit around and think positive thoughts about somebody mistreating them. That is not work that's worth doing.

Even when it comes to things like sometimes I coach people who have a job, or a business, or even just with their day-to-day tasks. Maybe it's doing housework, or exercising, or whatever it is that you want to do in your day. People tell me all the time, "I just don't want to do it. And I don't feel motivated to do it. And so I can't get myself to do it." And what they want is for me to give them a thought that will make them feel excited and motivated to do it.

And I'd love to be able to give that thought but the truth is I can't always find those thoughts myself. I mean I could but that would be work that I don't think is worth doing. Let's say I need to record a podcast for example. And maybe I just don't feel like it. Maybe I would just rather go for a walk, or take a nap, or watch TV, or maybe I feel like I don't have anything to say today or whatever. Maybe I don't feel like it. I can sit around and try to get



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my head into the space of wanting to. And I actually recommend that people try that first.

But if it's too challenging, if you can't get there, if it requires a lot of energy to do that then I say, "That's not really work that's worth doing." Because you know why? As human beings we have the ability to do things even though we don't want to. We have the ability, if you can just develop the skill of doing something because you said you would and honoring in real time the commitments that your past self made because you respect yourself enough, that's work worth doing.

But actually getting yourself motivated, and excited about all the mundane tasks that we all have to do as adults in our lives, I don't find to be work that's worth doing. It's just not. So a lot of times I'll tell people, they'll say, "I don't want to do it." And I say, "Okay, so what? What if you just did it even though you don't want to?" Just like when it's time to go pick your kids up from school, sometimes you don't really want to but you just do it.

You don't sit around and go, "How can I get motivated, and excited, and make this fun?" You're just like, "I'm just going to go pick the kids up and then I'll be done and it's fine. I don't want to but I am willing to." And I do want those kids to be safe and to get home okay so we're just going to do it even though we don't want to. Do you see what I'm saying? So there are many, many things in coaching that are what I would call that is work that's not worth doing, meaning it's not worth trying to rewire your brain and get yourself to think about it in a way that it feels positive.

We're just going to do something else. We're just going to take action anyway, or we're going to set a boundary, or we're even going to change a circumstance sometimes. Changing circumstances, if you've listened to me for very long, you know that the way I coach is let's not just run around changing circumstances, let's change our thoughts instead. But that's not to say that there's never a reason to change your circumstance by any means.



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If there's no downside and you can easily change your circumstance, or it's just work that's not worth doing, then by all means, let's change the circumstance. Okay, so I want to talk about some of the work that is worth doing. It tends to fall into a few main buckets. And we get the opportunity to do this work in various situations in our lives. So when my clients come to me with, "Oh no, there is this problem, or challenge, or this thing is hard." I'm always secretly a little bit excited for them because I know they're going to have the opportunity here to do some work that's really worth doing.

You know why it's worth doing? It will make every other part of your life easier. It will cause you to experience the world differently. It will cause you to experience yourself differently. It will help you to create anything you choose to create in your life differently. It's totally worth doing. Let me give you a few examples and this is not an inclusive list, just like the other list wasn't inclusive but I want to speak to some examples.

Coming to terms with difficult people. Learning to love people who don't even like you. Again I'm not talking about tolerating mistreatment. I'm just talking about maybe they're just a little judgy, they just don't behave the way that you think people should behave. Maybe you have judgment of them. Maybe you just are jealous of them or threatened by them. Or maybe you think that they're jealous or threatened of you and so they play a funny game. So I'm not talking about verbal abuse or anything like that.

I'm just talking about the majority of the difficult people in our lives which are these, either we have judgment of them, or they have judgment of us, or in many cases, both. Learning to love and embrace people and just be compassionate with people and understand that sometimes people struggle. And when they struggle then they behave a little bit funny or a little bit bad even is work worth doing.

The better you get at loving other people regardless of who those people are and how they choose to behave, and what they believe and all of that, the more amazing and expansive your world and your life becomes. I'm telling you this is true. Think about it. Think about what would be more

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useful, to be offended easily or to be really almost never offended? What would serve you better? It doesn't mean that I want you to change your values. I am pretty tough to offend. This isn't to brag.

Sometimes I do brag on here but this one I'm not bragging about because I didn't have to do work to earn this one. So I don't feel I have a right to brag about it. I just for some reason, I think God just gave me this in my suitcase he packed for me, which was this really laidback, takes a lot to really ruffle my feathers which means I get to love so many people. And I get to learn from so many people.

And I get to know so many people because I can adore, and appreciate, and love people who use totally different language than I do, and have totally different values than I do, and live their lives totally differently than I do. In fact some of my closest friends couldn't be more opposite from me. It doesn't mean I'm abandoning my values. I keep my values. I choose who I want to be, how I want to talk, how I want to think, how I live. But I respect them in their agency to choose for themselves as well. I don't have a lot of judgment in most cases.

There are certain topics that are harder for me but in most cases I'm not judgmental. And so therefore I'm not offended. For me being offended comes from judgment in most cases. I'm not saying that's always true but oftentimes it comes from judgment that they shouldn't talk that way, they shouldn't think that way, they shouldn't be this way. But because I'm pretty good mostly at letting that go I just get to love, and embrace people, and learn from people. And that has expanded my life and my world in really amazing ways. I do think that is a Christlike way to be.

Christ wasn't like, "I'm only hanging out with these people who get it, who get me." No, he was out with all the people who rejected him and who were living in total opposition to his values. So learning to embrace people as they are, love people as they are, drop judgment, drop fear. When they are judging us, recognize that it's just coming from fear. That is work worth doing. And so I hope that you have someone in your life that helps you

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develop in that way, that gives you the opportunity to do that work. We don't get that opportunity with people who are just really easy to get along with.

Okay, so that's one example. Let me give you another example of work worth doing. Learning to love and embrace yourself is work worth doing. This is why again when my clients fail at something, I'm secretly a little bit excited for them because now they have the opportunity to do some work that's really worth doing. This is why I love helping entrepreneurs. This is why I'll push entrepreneurs. This is why I love helping people lose weight. This is why, so many things that we choose to embark on in our lives are just opportunities for failure.

And when we fail then we have the opportunity to do some work that's worth doing which is can I love myself no matter what? Can I get my own back? Can I notice my shortcomings, and mistakes, and weaknesses and still love me? Can I be there for me? That's work worth doing, learning how to be there for yourself, developing a healthy relationship with yourself, a healthy relationship with your body, a healthy relationship with food, a healthy relationship with money.

All of these things are work worth doing because think about how many areas of our lives they impact. They impact us now and they will forever. And they impact our relationships. And they impact just so many areas that I'm always like, "This is some work worth doing."

The other example I'll give and that's work worth doing is I want to share it in the way that I heard it in a book that I'm currently reading by Dan Sullivan and Benjamin Hardy, called *The Gap and The Gain*. I love the way that they describe it in this book which is that we can either live and at any given moment I should say, we're either in the gap or we're in the gain. And if we are in the gap we are comparing whatever's our current reality to the ideal. And we're always going to be in lack.

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We're always going to feel we have fallen short, or life has shortchanged us, or something has gone wrong. That's the gap. If we're in the gain we're comparing whatever's going on in reality to where we used to be. And we're noticing the progress. And when we are in the gap, we will always feel grateful, and abundant, and delighted, and excited. So this is really obvious to see in certain areas of life, but it exists in many areas. So let me give a couple of examples.

It's obvious if you have a money goal. If you decide, I want to make \$1,000 and you make \$800, and you are disappointed that you fell short of your goal then you're in the gap. But if you choose to be delighted because you just made \$800, and that's a lot of dollars. And you have \$800 more than you had at the beginning of the month or whenever you set this goal, then you're living in the gain.

And living in the gain is the way to create more of anything in your life. Being delighted about your \$800 is the way to get to \$1,000 next month. Not being hard on yourself, falling short being disappointed that you didn't hit your goal. But let me give another example now that's not such an obvious money example.

I'm just going to pick on my friend, Jake, not my husband, Jake, a friend of mine, Jake. Because he introduced me to this book, shout out to my friend, Jake and his wife, Abby who I love. He introduced me to this book and I read just a little bit of it and then I was giving him a hard time because a bunch of us went on a trip to Mexico, several couples. And we had the most delightful time. It was beautiful weather and we stayed at a beautiful resort. And it was so much fun.

And one evening we got a churro from a little local churro stand at this little town in Mexico. They were the most delicious churros. And Jake was eating a churro and he said, "My churro's burnt, they cooked it too long." And I said, "Okay, you're in the gap." Wouldn't it be nice if this churro were a little bit less cooked? And I said, "But a churro is still a churro and we're in Mexico on a Wednesday night hanging out with each other, a bunch of

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friends eating churros.” That’s the gain. Okay it’s a little bit overcooked but we should still be celebrating the amazingness of this moment right now.

So my point in teaching you this concept is that learning to live in the gain more and to get out of the gap when you notice it is work worth doing. I mean this is what we talk about at church. We should be grateful. We should have faith. This is putting us into the game when we do this. It’s recognizing that honestly just waking up and having breath to breathe and another day on planet Earth is a blessing. And even if we die, just the fact that we are creations of our heavenly parents and whatever comes after this life will be even more amazing than this.

It’s all just worth celebrating and being delighted about. I can always tell, back to business for just a minute, I’m sorry. But with entrepreneurs I can always tell when somebody’s going to be successful or not, or when they’re at least – not that anyone can’t change, you can totally change. But I can tell when somebody’s head is in the right place to be successful or not because of the way they talk about what they’ve done so far.

If they talk to me about all their shortcomings, where they fell short and how they’ve failed, or how something didn’t work, then they’re in the gap. If they talk to me about what is working and they’re delighted with the little parts that, even if it’s just a little bit, a little something that is working, they’re in the gain. I’m going to give a couple of examples. I might have shared some of these before but these are just standing out in my head.

So my sister, Lindsay is a coach, Lindsay Lyman. She coaches executives, managers, directors, leaders of companies. She, when she first started her coaching practice, she did a little lunch and learn at her company because she thought, let’s just get some of these tools out there. Her company said that she could and she was going to offer to them to come to a consult call from there to see if they wanted to work with her.

And she set up this lunch and learn, she called it something better than that. But at any rate I asked her afterwards, “How did it go?” And she said,

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“Oh my gosh, it was so awesome.” And I was like, “Really? Tell me.” And I can’t remember exactly how many people were there. But I remember the number that she gave me seeming to be kind of low. In my head I was like, oh my gosh, so many people, if they would have set that up would have been, “Only seven people came.” I think, I want to say there were seven people.

But she didn’t do that. She’s like, “Seven people came and there were some people online too.” And she was just so delighted. She’s like, “I just am so thrilled that I got to do this lunch and learn, that they let me do it at my company. I mean they could have said no. And that some people came who are people I don’t even know, they weren’t just doing me a favor. And they loved what I taught them.” Now, I don’t think any of those people went on to schedule consults with her but she was just so delighted with the gain. She was staying out of the gap.

Now, today she is in much higher demand and she gets a very easy time filling that room. But I knew the moment she said that I was like, “She’s going to do amazingly well at this.” Because she’s living in the gap, she’s not living in the gain. Sorry, I messed it up. Lindsay’s living in the gain, not the gap. I mix them up all the time. Don’t listen to me.

Learning to live in the gain. Learning to be grateful. Learning to stay in abundance, that is work worth doing. Because again, these things that I’m describing to you have a ripple effect on your life. People come to me all the time and they say, “I just don’t even know where to begin, Jody, I want to apply what you’re teaching. I feel the power of it. It sounds so good but I’ve got so many things wrong in my life that I don’t even know where to begin. And I tell them this every time because it’s true.

It doesn’t matter where you begin because the things that are worth working on will have a ripple effect on all the areas of your life. It’s not that you have tons of things wrong, you don’t have tons of issues and tons of problems. It’s just that you have your one brain applied to every area of your life. So for example, if you’re living in the gap it’s going to show up in



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your money, it's going to show up in the way you view other people, it's going to show up in the way you think about your time. And it's going to show up in the way you think about yourself in many other areas.

You're just in the gap and so you're in the gap on many areas. There may be a couple that are easier not to. But for the most part, wherever your head is hanging out, you're going to apply that to every situation in your life. So this is good news because we just use any one of those areas to get your head out of that negative space and it will have a ripple effect in your life. I'm telling you this is true. I have experienced it myself. I've watched it happen with clients over, and over, and over again.

Now, last thing I want to make sure I say is that this is not the kind of work that is checking off a list and then we're done. This work is more like brushing your teeth. I feel like I've been saying this a lot lately. So if I said it on the podcast recently, I apologize. But it just is the best analogy that I've come up with to describe it.

Sometimes people get frustrated because they say, "I did this work and now it's coming up again." I tell them, "Yeah, because you thought that once you brushed your teeth a few times then you were going to wake up and have fresh breath every morning automatically but you were wrong about that. You're going to have to keep brushing your teeth." And you're going to have to keep doing the work. Now, it's going to get easier, it's going to change flavor. You're going to be doing different work.

The scarcity work I did so much of when I first found coaching, that it's much easier, I don't have to do it as often. But sometimes I still do. But I have other work to do too. And I don't think that we'll be done doing the work on ourselves, on our brains and on our hearts in this lifetime. I think that's the point of us being here on Earth. I think that's why our heavenly parents sent us.

So how do I know if it's work worth doing or not? Well, first of all you just get to decide. But one of the things I like to do is to back way up from a



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situation to get out of the weeds and to ask myself, okay, now, if I were thinking about this in this different way would that make sense? And would that be useful? And it can be hard to see on your own.

I would recommend that you either work with a coach for a while or get into Be Bold and listen to coaching. Because once you do that for a while then it becomes easier to see. For example, I was coaching a woman the other day who said that her sister was really struggling in her marriage. And she knew that was, when I pointed it out that that's a thought. She was like, "Yeah, you're right, I can see that's just a thought, my sister's struggling in her marriage. But what am I supposed to do, just think she's struggling in her marriage and that's okay?"

And I was like, "Yeah, actually you could." I mean people struggle sometimes, we're here to struggle. I don't mean like screw her, I don't care. I just mean, my sister's struggling and it's okay, she'll get through it. She'll be okay. So be careful about doing your own assessment if you haven't had a lot of exposure to coaching. You might want to get that, get some help from somebody.

But in most cases, we can step back and go, "You know what? For somebody to be calling me a bunch of terrible names, and for me to be sitting there going, "This is fine", doesn't really make a lot of sense. That doesn't seem like work worth doing. And beyond that you just get to decide. There are some areas that I decide, no, I'm not doing that work, sorry. It's just not worth it to me, I don't care enough about changing the result. And there are others that really are important to me. Sometimes it's just a personal decision.

So there you go, that's what I think we mean when we say work worth doing. I don't know if you're a coach, maybe you mean something different but that's what I mean by it. And I hope that you'll think about that and again, thanks for joining me today, everybody, I'll see you next week on another episode. Take care.

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Who is your life coach? If you don't have one, I would be so honored to be your coach. I created a virtual coaching program called Be Bold that I want to invite you to join me in. We can address challenges, we can work on goals, and we can do it in so many different ways.

We have group coaching, individual private coaching, and online chats along with hundreds of hours of courses and content that I've created just for you. When you're ready to really take what you're learning on the podcast to the 10x level, then come check out Be Bold at [JodyMoore.com/membership](http://JodyMoore.com/membership).