

Entre-Talk: Success Without Belief



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With Your Host

Jody Moore

[Better Than Happy](#) with Jody Moore

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I'm Jody Moore and this is *Better Than Happy, Entre-Talk: Success Without Belief*.

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.

Alright, entrepreneurs, so if you are trying to build a business, especially if you're a coach, healer or teacher like myself. First of all I have some fun things coming up this summer that we are just in the final stages of putting together, landing pages and things to be able to describe them to you so you can come and register, things that will be either free or very inexpensive. And we're launching a brand new program for you in the fall. And I can't give the details away yet, I should say, end of summer. We're launching it at the end of summer.

And I know many of you, I get messages from you all the time saying, "I'm waiting for you to open your business program because I want help with my business." And we have only in the past opened it once a year so I know some of you have been waiting a very long time. And I'm very excited whether you've been with me or you've been waiting and you want to join me. I'm so excited for the new format that we're going to be utilizing this year. So make sure you are getting my emails. Make sure you're listening to these podcasts because we'll put the word out once we have details and I can talk more about that.

I also, gosh, there's another surprise that I really want to tell you about but I'm not allowed to yet. So next week, I should be able to tell you by next week, so come back.

But for today I want to talk to you about success without belief. Here's what I mean. In the world of entrepreneurship I feel like and this is just a story, this is just a thought I know, but I feel like there are sort of two teams when it comes to belief and how you achieve your goal. There is the traditionally life coach team or thought work or maybe the more what we would call woo

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woo spiritual side of things that says you have to believe. If you believe in your goal enough, you will achieve it.

And in fact if we go all the way to the way Abraham Hicks, law of attraction talks about this. It's belief is the most important thing. You have to line up Abraham would say, not just believing but feeling the emotions and lining up with the feeling. And if you think about belief, that's what it's meant to do. So for example if I order something on Amazon or I order something online, let's say from Anthropology because that's much more fun for me than Amazon.

If I order something from Anthropology online, I know it's coming. I believe it's coming. I don't have it yet. I don't have the new dress let's say that I ordered. I can't put it on and wear it and enjoy it but I'm already feeling the excitement and the emotions that I believe I'm going to feel when I wear that dress because I know it's coming. I believe so strongly that it's coming that I'm excited just as, maybe even some would say anticipation is greater than realization, maybe even more positive. But if I'm feeling at least as positive as I'm going to feel when I have it then it manifests according to Abraham.

It will show up in your life in ways you can't even expect or you will achieve that goal in ways you never could have even dreamed, if you simply believe it's possible. So there's that and that's the extreme view of belief, you go all the way to the secret that's like just sit back and believe and things will happen. Actually I need to rewatch that movie or reread that book because that's how I recall it but maybe that's not. Maybe that's just the message a lot of us took from it.

At any rate there's that end and then there's the other team that says, "That's some BS, you've got to go out and you've got to make stuff happen." You can't just sit back believing. You've got to take action. You've got to show up. You've got to do the work. You've got to do hard work. You've got to fail over and over again and then you've got to get back up when you fail and you've got to try again and you've got to be willing to struggle and suffer and the harder you work the faster you will get there.

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And even then you may never get there. That's again an extreme but that's the somewhat opposing view to the belief side of things. And I actually see the validity of both of these points of view. And I like to operate kind of in the middle. And I want to offer to you what that looks like and I had this realization the other day that I think there are instances when you don't actually have to believe at all and you can still get to a pretty amazing place.

So before I talk about that, let me tell you what to me the middle looks like and how I like to think about these things. I do find that it's useful to believe that you can achieve the outcome you're going for. I think it's kind of silly to think that any of us would keep doing something if we didn't believe it was going to create the result that we want.

If let's say I'm trying to grow a business and I am trying marketing strategies and I'm trying sales funnels and I'm trying affiliate things, reaching out to other people, partnerships. I'm trying all these things that people tell me to try. I'm posting on social media. If a little part of me at least didn't believe that was going to create what I want, that was going to help me find clients or customers that I can help and help me then make the impact I want to make in the world, then I wouldn't be doing it.

So some of you come to me and you say, "I just don't believe in myself, I don't believe it's possible to achieve my goal." And I'm like, "I promise that a part of you does or you wouldn't be doing it." We don't keep doing things if we don't believe it's going to help, if we don't believe it's going to at least get us closer to the destination we want to go to, especially if the things that we're doing are things that we don't like doing, things that we find painful.

Which brings me to the reason I find that you actually don't have to believe. If you just love what you do, it doesn't matter if you believe in the end goal, even if you kind of want the end goal. Now, here's what made me think of this. I was in Nashville almost two weeks ago now. I was in Nashville, I went to Dave Ramsey's leadership conference, EntreLeadership Summit, it was amazing. And I was with my team and we had such a good time and my husband was there and it was a lovely week.

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And one evening we went to a place called the Listening Room. And at the Listening Room you get to order really delicious food, first of all. And then you get to hear some singer songwriters perform on the stage. And I don't know if this is always the case but the night that we went it was three men who are songwriters for the most part. That's what they called themselves, songwriters. And none of them are very well known but some of their songs are pretty well known because famous artists have decided to, what do they call it? Lay track. Getting the words wrong.

Anyway they made their songs. They used their songs. They published them. They, what's the word you guys, drop that album. I don't know music industry talk. At any rate, these guys wrote all of these songs and only one or two maybe got picked up by an artist and put out into the world. In fact one of the guys there said that he's been writing songs for 19 years. And I want to say that he had one song that made it pretty big, somebody recorded it and it did well in the end. And then a couple others that had been recorded but nobody really knows about them.

And in my mind I was like, oh my gosh, why would you do this for 19 years to maybe get one hit, to get as little of a result as he got. And then I watched this man on the stage, singing his songs. And a couple of the guys had pretty good voices and one of them really not so great of a voice but it didn't matter because he loved what he was doing so much. And his songs were great and the lyrics were clever and the music was good. And he can play the guitar. And I realized, it doesn't matter.

He doesn't have to sit around and believe that he's going to have a song make it, even though he would like that. He would love a song to be number one on the charts, a song that he wrote. But he doesn't have to sit around believing in that because he loves the process enough to do it anyway. He loves what he's doing. And what he's doing fills him up even without the obvious end result of having a song make it big and making a lot of money off that song.

Just writing music, performing for little audiences like us that night and sharing his music with others and expressing himself. And music is such an

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amazing tool that we can heal through music. We connect through music. We laugh through music. To him it's no problem to do this for 19 years and only have one song make it big because he loves what he's doing. So you don't have to believe in any end goal or in your ability I should say to achieve that end goal if you just love what you're doing. And you can learn to love what you're doing and it doesn't mean you have to love all the parts of what you're doing.

I'm sure there are parts of writing a song that that guy doesn't love, but if you enjoy what you're doing enough, if you get something out of the process then it doesn't matter how long it takes to achieve the goal or even if you ever achieve the goal. Think of the alternative. That guy could have been like, "I'm putting down my guitar because this takes too long and the odds are too great help and I'll probably never make it big." And then he would actually detract from his life if he chose to do that.

But, if in the end of his life, even if he never had a song go big, but he spent a lot of his life writing music and singing songs and sharing them with others and performing in front of crowds and offering his music to others. My guess is he would say, "That was a good life, I'm glad I did that for a portion of my life." So what is it that you do, does it fill you up in some way? And if so, let yourself enjoy that as you go through the process and remember to soak up the goodness of that.

It's not as big of a high as the wins that you might be seeking, whether that be revenue or impact or fame and notoriety or whatever it is for you and your business. Yeah, I get it, that would be fun to have that if that's what you desire. But the process itself, if it's enjoyable, you don't even have to worry about that. You don't have to strengthen your belief in that because you will keep going, which brings me to how I want to wrap all of this up.

The reason I'm a fan of believing in your goal is because like I said earlier, I don't think any of us are going to keep doing something, especially the parts of it that we don't enjoy if we don't believe it's going to create a result we want. But I am a fan also of showing up and trying things and taking

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action in the world, that opposite kind of argument against the belief argument.

But I'm not a fan of you punishing yourself to get there, hustling and grinding, at least for very long. There might be moments of that, but that can't be the long term plan because I want you to have a process and a lifestyle that you enjoy as well. And the truth is, those two things together, you doing something that you enjoy, you being fulfilled and lit up by at least a portion of what the work is that you do. And a little bit of a belief that maybe it's possible that maybe I could get there, to me has been the magic fire that lights everything up.

I've got to enjoy the process and I've got to believe that it's going to get me something good in the end and not just me but it's going to contribute goodness to the people around me in the world. And that is how you keep going day after day. Alright, thanks for joining me for *Entre-Talk*. I will see you next time. Take care.

Hey there, if you enjoy this podcast or even if you just find that it sort of piques your curiosity, or it makes you think, you're going to love the book that I wrote. It's called *Better Than Happy: Connecting with Divinity Through Conscious Thinking*. And it's available now at Amazon in print or kindle version. Or if you want me to read it to you, head over to audible and grab the audio version. And why not grab a copy for your sister, your best friend, or your mom while you're there too. Just saying.