Corey Andrew Powell ([00:02](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Hello everyone, I'm Corey Andrew Powell, and this is Motivational Mondays. Today's guest is Victoria Song Victoria works with billion-dollar company CEOs, tech founders, and even big celebrities like Cindy Crawford, one of my favorite supermodels of all time, a Forbes 30 under 30 venture capitalist Yale University and Harvard Business School alum. She's also the author of The New Wall Street Journal, bestseller Bending Reality, how to Make the Impossible Probable. So, Victoria, welcome to Motivational Mondays.

Victoria Song ([00:31](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Hello Corey. Thank you for that intro.

Corey Andrew Powell ([00:33](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Oh, my pleasure. Well, that's your life. You are very impressive <laugh>. So I'm like, I'm either a slacker or I gotta get out more because you've done a lot of stuff. But that does bring me to, to begin the conversation a little bit about, we just were talking a little offline before we started recording and you know, you've done all these amazing things, amazing accolades, and yet there was still something that drove you to write this book, which really is about sort of discovery still even after accomplishment. So in your own words, share a little bit about the inspiration behind your book Bending Reality and how to make the impossible probable.

Victoria Song ([01:07](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, so maybe going back a little bit, my inspiration to even become a coach. So when I left finance and tech, I realized that I was very fortunate at a young age. I think I entered VC when I was 23. So I was an investor, early stage companies, and at an early age I was surrounded by very successful multi-billionaire kind of entrepreneurs. And one of the themes I noticed across the board at Yale, Harvard, and these success stories was that everyone felt successful on paper, but there was an emptiness and a void that I noticed they couldn't seem to fill. And it looked like they were almost searching in all the wrong places to fill this void within. And that is when I had my existential awakening and desire and passion to figure this puzzle out of like, why are we all in this rat race together?

Victoria Song ([01:54](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And even those who've made it aren't happy or fulfilled, and they generally cost them everything, whether it's their health or their friendships or their family. And it really felt like it was success at all costs.

Corey Andrew Powell ([02:06](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm.

Victoria Song ([02:06](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And that's what really inspired me to move into this capacity as a leadership coach. And what I help people with goes beyond just their executive leadership skills, but really looking at how can we make sure that you're creating a business that is sustainable and you're calm and confident running it, but you also have a life that you're excited to wake up to and you're not escaping your life into your business and you're not like a workaholic where you're avoiding kind of everything else <laugh> and throwing yourself into work, which is what I grew up around. That was my family. That was what I witnessed around me and professionally. And that's why I became a coach so that I can support people on not just creating the success and impact they want, but also the joy and fulfillment that I believe all of us want all those things for <laugh>. Like we want all those things. 'cause we imagine we'll feel a certain way when we achieve them. Um, but I think it's a little bit reversed.

Corey Andrew Powell ([02:56](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. I mean that's the whole thing. We're programmed, I would say since we're born, that you're supposed to do X, Y, Z and that's gonna equal the perfect life. And it might be the white picket fence and it might be the, in your case we were talking the education, I mean two Ivy League, uh, degrees. And I mean, who wouldn't think that's okay now the world's my oyster, everything's perfect. And yet there was still, you know, something that felt unfulfilled. So why do you think you were discovering that as such a commonality between successful people? Is it societal pressure? Is it family pressure that we're putting on our people or, or is it all the above? What, what do you think about that? I

Victoria Song ([03:32](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Think it's all of the above. And I think it starts, as you're saying, when we're kids and we're sort of trained to be more like this, less like that. You know, you have to work hard and do homework and topics that you don't care about. And we sort of learn to associate learning and working hard with like boredom toward things that we don't even care about. And then we imagine that's what professional careers are like then. So then we bring that attitude toward the workplace and we're like, well, nobody likes their job. It's just like doing homework. It's just like having a study for tests I don't care about. And so it's definitely a huge part of it. And my family was that way. And socially, I mean it's all because they mean well. But in the process we really disconnect from our true nature, our natural gifts. We tend to double down on our weaknesses instead of our strengths. Like there's this quote of like, if your kid's really good at tennis, but bad at math, hire them a tennis teacher, not a math tutor <laugh>.

Corey Andrew Powell ([04:20](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

mm-hmm. <affirmative>, right.

Victoria Song ([04:21](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

But socially we think we should double down on our weaknesses, but we would be so much happier and more successful even if we stopped trying to strengthen our weaknesses and just actually double down on our gifts.

Corey Andrew Powell ([04:32](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm. I love that. And in fact, you're the second person on the show, and I've done this like two years now. You're the second person who actually has reiterated that, which I was fascinated by because you're right, the natural inclination is, you know, I don't know how to play the piano that, well, my mom makes me practice it and I'm not really good at it, but I'm really good at this thing over here, but they're forcing me to increase my piano lessons or whatever the situation may be. And it was very like, uh, we make the mistake of not excelling at things that we were already naturally inclined to be good at as opposed to, you know, we're kind of mediocre at something, not really enjoying it and spending all that time trying to perfect it when you just leave that to someone else who excels in that.

Victoria Song ([05:11](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Exactly. It's, I think it's Einstein who had that quote of like, if a fish evaluated its intelligence by its ability to climb a tree, it would spend its whole life thinking It's an idiot <laugh>. But that's exactly what your point is. It's like that's what the things are doing.

Corey Andrew Powell ([05:23](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, I love that. And you, and to use the fish analogy, I love the part in the book and it's simple, but it's, I was like, wow, when you mentioned how we go through life with a lens and you made the, you made the, the analogy about a fish, right? Like a fish and water doesn't see the water, but that lens and it's like the same thing that we do. We, we put these lenses on, um, and go through life with this kind of distorted sense of reality. So talk a little bit about that. I found that fascinating.

Victoria Song ([05:50](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, so the book is called Bending Reality. 'cause I believe that we're always bending our reality. It's just, most of us are probably doing it unconsciously out of what we want <laugh>. So moving it away from what we desire because we have this contractive lens on where the lens is like looking for the other shoe to drop fear-based, doubting, right? It's like whatever we kind of focus on expands. And so that lens distorts our reality out of our favor. Whereas if we have a lens, which I call the more expansive lens, which is when you're operating the state of being where you feel open and grateful and receptive to life and creative, you know, this is the state that I help my clients make their default state. You start to have this lens where you're really open to all the possibilities that exist and you start to, I believe, be able to bend reality in your favor. So bend the odds in your favor when you have this more expansive lens.

Corey Andrew Powell ([06:38](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. <affirmative>.

Victoria Song ([06:39](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And so hopefully by reading the book you realize what lens you've had on and then you can now consciously choose which lens you want to have.

Corey Andrew Powell ([06:45](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. And again, with that, so many of those lenses are inflicted on us by other people. As I was reading the book, I realized how many times I thought, you know, I didn't follow my own instinct because of X, Y, Z. One of my favorite stories is the actress Taraji Henson decided to go to Hollywood at like 26 years old. And she had a five year old son and her family, everyone was like, girl, you are a black woman almost 30 with a five year old. And what are you going to do in Hollywood? This, which is the land where sort of quote, pretty white people go to become famous <laugh>. And that's how she and she, so she said, well that's fine. I appreciate your, you know, your input, but I'm packing up my kid and I'm going to Hollywood. Fast forward to her being an Oscar <laugh>, Oscar nominated actress, one of the most celebrated. And she said, if you allow people to put their fears onto you, yeah, you will never grow, you'll stay, you'll be stifled. And that's very much what I get from what you're saying.

Victoria Song ([07:39](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah 'cause we are blank slates as children. Like when we're babies, we have no idea that this is scary or this is right or this is wrong. We're being told by our parents that like, this is how you see the world. This is how we see other people. This is how life's gonna go. It's gonna be hard. You bet. You're gonna have to sacrifice a lot to succeed. You know, there's all of this training that creates our belief system and then that belief system we apply as our lens on reality and then we bend our reality to be self-fulfilling of those beliefs. So a huge part of it is to excavate and remove all those beliefs that no longer serve you.

Corey Andrew Powell ([08:10](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, oh, I love that. When it comes to like social issues, that's, that applies. I mean, we are all the things that we are learned about prejudice and bias against others. You know, children do not have that at all.

Victoria Song ([08:20](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

No.

Corey Andrew Powell ([08:21](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Until the parents or the grownups in the room get involved, <laugh>, and then all hell breaks loose with, you know, what the kid perceives the world to be. Um.

Victoria Song ([08:28](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Exactly.

Corey Andrew Powell ([08:29](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

That's amazing. You know, when it comes to that too, I wonder how much of a correlation you feel there is between what seems in recent years to be this movement towards visualization and not putting out the negative thoughts. Because by doing so, you're inviting more of that into your world versus focusing on what you do want, which will then invite more of that in abundance. Now that's sort of like the element of the whole big thing, the secret that was a big thing a few years ago. And even like Abraham Hicks who's more of a different, you know, animal. But I mean, there seems to be a correlation there. Do you see a similarity?

Victoria Song ([09:11](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, I feel like it's, my book is more nuanced because I believe that we actually create the reality from our conscious and our unconscious. So you might consciously be like, think positive, be grateful. Let me focus on the positivity. But if subconsciously you have a fear of failure or a fear of visibility, or the truth is that you're afraid that people are gonna laugh at you and judge you, and it's gonna feel like that time you were bullied in middle school, subconsciously, you're gonna create resistance to creating what you want. But you're gonna be like, well, I don't know why I'm not getting what I want because I keep focusing on the positive. But if you go beneath the surface, the conscious mind is at the tip of the iceberg. You know? So most of the work that I do with my clients is what's in the subconscious. Like what are the thoughts, feelings that are in the subconscious that are actually repelling your goals? And so let's feel your emotions and process and release all of those blocks. And you know, as you see from my book, a huge part of my book is on how to process your emotions, the value processing your emotion so that you don't actually subconsciously block what you want because you think you're positively thinking, but deep down you're actually believing it's not possible for you.

Corey Andrew Powell ([10:16](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm <affirmative>. Yeah. And that's a perfect segue because well, very much like when I had, uh, a few months ago I had the meditation guru, Vishen Lakhiani on the show, and he's amazing with the like, um, you know, Mindvalley brand and you know, his, his philosophy about meditation, it gets a little metaphysical, it gets a little bit more involved. It's not just like, you know, positive thoughts. It's about, you know, really understanding breath work, for example, which you also talk about as well. But when it comes to that idea, you know, you also talk about some, I call it sort of metaphysical in a way, but you talk about the, uh, the contraction versus expansion.

Victoria Song ([10:55](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([10:56](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Which really goes right into what you just were talking about. So maybe can you, I know it may be a bit more involved, but can you sort of explain the difference between contraction expansion and how they correlate?

Victoria Song ([11:05](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, absolutely. So, um, we can do this together, Corey. So if you imagine in this last week, what was last seven days? What was an event that didn't go the way you wanted it to?

Corey Andrew Powell ([11:16](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Hmm. There were a couple <laugh>.

Victoria Song ([11:17](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. Okay. So when you tune into those events, what do you notice happens in your physical body? Like what happens to your breathing?

Corey Andrew Powell ([11:24](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. And uh, just even just now saying what I just was thinking about, uh, heart raced immediately hands got clammy. It was like instant as I thought of it.

Victoria Song ([11:33](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Exactly. Totally. Yeah. So this is the state that is contraction that a lot of us don't realize we're living from an operating from this place. Especially if you're an entrepreneur, the more uncertainty there is in your life, the more likely you're going to be operating from this place of contraction. Right? So in this state where you just described where your breathing was probably more shallow, your heart was racing, your hands were clammy, you're more likely to trigger your fight flight response. And you get this tunnel vision on reality where instead of seeing all the possibilities, you focus on what can go wrong. So in this state, this is when we have our fear talking our self-doubt, our worry, like worst case scenario, plotting and pending doom generator. This is the state that contraction creates in our system. And there's all these thoughts that create contraction. There's all these feelings that create contraction. And then there's playing small and like lacking courage to take action and even freezing up that comes from contraction.

Corey Andrew Powell ([12:26](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah.

Victoria Song ([12:27](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And then if I asked you, Corey, now to tune into the last week and feel into a moment that did go the way you wanted it to.

Corey Andrew Powell ([12:34](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah.

Victoria Song ([12:35](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

What do you notice when you tune in?

Corey Andrew Powell ([12:36](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

I had some of those too. I felt just now I felt, um, immediately I was transported to that moment. Uh, I almost, I almost exhaled.

Victoria Song ([12:45](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([12:46](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And especially I will share that, that moment was I had been trying to get to the beach all week and I just couldn't. And I was busy. And then I just finally at five o'clock just shut the laptop down. I said, I'm going to do this.

Victoria Song ([12:57](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yes.

Corey Andrew Powell ([12:58](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

<laugh>. And um, and it was just everything I needed to be. I stayed there for like three hours to almost eight o'clock just laying on the beach. Um, so I immediately felt that when I thought of that moment just now.

Victoria Song ([13:08](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. Okay. So I just saw your body kind of just like even relax and drop, like your shoulders dropped.

Corey Andrew Powell ([13:12](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

mm-hmm. <affirmative>.

Victoria Song ([13:13](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. And then you said you had this exhale of like, ah, I can finally let go.

Corey Andrew Powell ([13:18](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Victoria Song ([13:18](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

You know, and I imagine this state too, you feel like your chest opening up, you feel open and surrendered, you feel maybe even happy. I see a smile on your face, right?

Corey Andrew Powell ([13:26](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yes ma'am.

Victoria Song ([13:26](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

So this is a state that is, I call it expansion in the book. And I believe that this is what fundamentally is like the meta framework behind all the coaching tools out there is like, how can we get you into a place of expansion? Okay, well gratitude practice helps, thinking positive thoughts, help, going to yoga, doing breath work, you know, all of these things. It's like how do we get you to this expansive state so that we can start to create muscle memory of it and then it becomes a default state from which you operate from.

Victoria Song ([13:52](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

So that's really my work. So all of the tools and teachings I give my clients and the readers is how do you release contraction in your system? And then how do you access, stabilize and even increase the level of expansion you can feel in your body? Because it's my belief that before we do this work, it's almost like we have this thermostat on what's normal. And anything more than that is like too good to be true. So we have like, this is how much time off I can take before I feel like restless. This is how much pleasure I can receive before I feel hedonistic and guilty. This is how much compliment I can receive before I deflect and say like, no, no, no, not, not me. You look amazing <laugh>. Right? So how much of a good thing can we actually let in? That's the other thing is like, can we raise our upper limits on how much expansion we can let into our life?

Corey Andrew Powell ([14:35](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Hmm. Wow. That is amazing. And then I think, you know, it's such a correlation between our professional lives and personal development is really what I'm getting from it too. It's almost like you almost like cannot be expected to be successful in other aspects of your life if you haven't grounded yourself in the personal, like, uh, you know, knowing who you are, what you represent, uh, all of the above, right. Living in your authentic self, even if that's a conflict, how would you ever, ever be able to move forward 'cause you're not even showing up as your actual self in many cases. Right. So, so when it comes to that component, how does your dealing with corporations differ from when you're dealing with people who are like celebrities? I mean, are you using the sort of the same foundation and it just works across both boards?

Victoria Song ([15:21](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. I would say that most professional challenges are, as to your point, personal personality issues and how that shows up in the workplace.

Corey Andrew Powell ([15:29](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. <affirmative>.

Victoria Song ([15:30](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Right? So if you're someone who tends to be, um, very controlling and impatient and triggered into fight or flight, the moment something doesn't go the way you want it to. Well, I can guess what kind of leader you might be at the workplace and what it might feel like to work for you on your team.

Corey Andrew Powell ([15:45](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Oh yeah.

Victoria Song ([15:45](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Right.

Corey Andrew Powell ([15:45](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah.

Victoria Song ([15:45](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

So there's a lot of, well, let's do the inner work to your point of like, what's the personal work that if we unlock this we'll have infinite ripple effects in how you show up professionally. And also if we are not authentic because we have a fear of being authentically seen and visible, we are afraid that people might reject us.

Victoria Song ([16:03](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

We're gonna play small. Right. We're not gonna be bold and make those courageous moves that are required sometimes for success. So these are all, I believe that the inner work is the amplifier. Like I can give people tips on how to communicate and give you a one-pager on how to give feedback. But that's like, again, the tip of the iceberg. It's very tactical. It will help you just for this current circumstance you find yourself in. But if you wanna create the quantum leap where it's like, wow, the moment I unlocked this fear of rejection, I became like an unstoppable force. I started putting myself out there, I started doing all the things I needed to, um, get my business out there. And I started like creating more innovative ideas 'cause I felt braver, bolder to put my ideas out there. And then that's the thing that creates the quantum leap, right? It's not like, let me give you a three steps on how to do this better.

Corey Andrew Powell ([16:50](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Right? Right. Yeah. Yeah. Exactly. There's no like magic wand for it. <Magic wand sound>.There it is that you're Yeah. You have to do some of the work.

Victoria Song ([16:57](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yes.

Corey Andrew Powell ([16:57](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Um, or do the work. And when it comes to corporations too, I do wonder, 'cause I ha there's a guest I had on the show who I think is absolutely wonderful. She's a, a co-anchor on, uh, the Morning Joe Show. And she wrote a book called The Other, or Othered I guess it was called. And she's Daniela Pierre-Bravo. And she's a, um, Hispanic, uh, anchor on Morning Joe. And she talked about something very similarly to, to what you just said, but it's about it being even more amplified for people who are quote, othered in a corporate environment.

Victoria Song ([17:26](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

mm-hmm. <affirmative>.

Corey Andrew Powell ([17:27](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And so I can't help but to think when you're talking to corporations about how to get over the hump and be more productive, I cannot imagine that diversity inclusion is not in that conversation.

Victoria Song ([17:38](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([17:38](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

I could be wrong, but, okay. So I, I had imagined because I, that's when you really get the most, again when people show up as their authentic self. And if you're not welcoming everyone to the table, how can that happen? So share a little bit about maybe the role that plays in the work you do.

Victoria Song ([17:53](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. So I would say that a lot of people, mostly the other, but everyone seems to have a story of why they don't belong. You know? And it often starts with the family system. So like, I, like I don't relate to anyone in my parents, my family, my siblings were so different or my parents weren't home, they were too busy for me. So I didn't really feel like I had that family experience. So absolutely those of us who are othered feel that way. And I find that it's actually much more prevalent than you would imagine. People always have the reason why, like even when they're in my coaching group containers, sometimes they're like, oh, everybody else here is like a really successful CEO and I'm a salesperson at Salesforce and I feel a little bit intimidated I don't belong here. And then there's also the opposite problem where people show up and they're like, I'm kind of more successful than everyone here, so is really the right room for me.

Corey Andrew Powell ([18:39](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

<laugh>. Right, right. Yeah.

Victoria Song ([18:40](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Um, but people do have a tendency to where we're all quite sensitive as is to looking for evidence that we're not quite being accepted.

Corey Andrew Powell ([18:48](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm.

Corey Andrew Powell ([18:48](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Right? And then those of us who are quote unquote the other, like this woman you just described writing in this book about that, it's even more the case because there's actually social reasons why we've been conditioned to see that we're not actually belong and we don't fit in and we're so different. So that's why I would say that even whether your company, wherever your company is on the spectrum of diversity, you need to think about how to make everyone feel like they belong. Because it's actually a deep-seated fear we all have. And so the more companies can start to prioritize, okay, what does it look like to bring your whole self to the workplace?

Victoria Song ([19:22](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

How do we make sure that bonding activities are not just like drinking, but that we're actually getting to know each other and connecting.

Corey Andrew Powell ([19:28](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. <affirmative>.

Victoria Song ([19:29](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Because I do find that when we hear each other speak, no matter where we come from, we realize like, oh, I can see myself in your story and like there's more resonance. And when I feel like I can see myself in you, it makes it in the times we disagree, easier to move through than kind of being black and white about and being like, well of course you believe that because you're X, Y, Z.

Corey Andrew Powell ([19:50](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Right, right.

Victoria Song ([19:50](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

But it's like, Oh, let's bridge this understanding 'cause now I see you as more just like a human like me.

Corey Andrew Powell ([19:55](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. <affirmative>.

Victoria Song ([19:55](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Um, so yeah, it absolutely is a big part of the conversation. And I feel like whether or not you self-identify as an other or not, you probably do have these deep-seated feelings of like, I'm not fully accepted, I don't fully belong here. And um, yeah. So that's a huge part of my work.

Corey Andrew Powell ([20:09](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, no, I love that you brought up, it could be for a myriad of a myriad of reasons. Like, you know, I mentioned ethnicity, but you're right, it could be like the social background. You know, you may feel like everyone in a room, they have more of a, their, their tax ba- bracket is bigger than yours, so they don't even have a reference or you have no reference perhaps for things they're discussing.

Victoria Song ([20:27](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([20:27](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Just because of, uh, you've had limited access and they have have had a different life. I mean all those dynamics can play and that's why it's important that the corporations or people in positions of being hiring managers or, you know, in sort of a corporate environment, it's something that they need to be aware of as they're looking to bring on more people to be more welcoming. I think that's a really, really great point.

Corey Andrew Powell ([20:49](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

So also, I have a couple of notes here 'cause I, I know you have like these specific lessons that you share in the book and you go through and I thought maybe we can just tap into a couple or a few of them and just kind of dissect them a little bit. One is burnout. It's a big one because by the time so many people reach all those successful things we talked about, maybe it's like, okay, I'm gonna get outta high school, go to college, I'm gonna get my degree, I'm gonna get my master's, I'm gonna get a ma uh, husband or wife. Have kids have house and they're like 30 <laugh> and they've done all that and then they're burnt out already. I mean, I went to my high school, my first high school reunion, I should say, dating myself. I went to my first high school reunion and the kids were burnt out already. We weren't even 30 years old. <laugh>. I mean, seriously. I was talking to 'em and they were like so stressed. So I, I've seen that, but how do you reach your optimal performance without being burnt out?

Victoria Song ([21:40](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. So something I mentioned in inventing reality is as we talked about this contractive fuel. So most people without realizing it, are driven by this desire to prove something. So I'm smart enough, I'm good enough. Like I'm gonna once and for all if this business succeed, I am successful. Right. So there's this huge pressure put on like what this says about me and what this means about me. But as you can feel into it, can you feel how tight of a grip that is and like how contractive it feels to be running anything from that place? Yeah. And that is honestly where most people, right? That's driving the milestones. Like, let me get the house, let me get the marriage, whatever it is. And so most people, I feel burnt out because they haven't tapped into a more renewable, sustainable motivation, which is what I call an expansive fuel. And so expansive fuels look and sound like, well what is your sense of purpose and your sense of life mission? Like why does this matter to you? How is this good for you and good for the world? Right? And so immediately when you feel a sense of purpose, can you feel that your heart kind of opens up and you feel more expansive when you feel like connected to a sense of mission?

Corey Andrew Powell ([22:42](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. Yeah. Absolutely. Yeah.

Victoria Song ([22:44](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And another thing that I talk about in the book is that's why it's so important to find the parts of your work that are in your zone of genius that almost feel like play for you. Just as like an engineer considers problem solving play. Like they love problem solving, it's so fun for them. Or an athlete loves the game, like it feels like play to be on the field.

Corey Andrew Powell ([23:05](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. <affirmative>.

Victoria Song ([23:05](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Like those are the things that you wanna start to tap into like, well what parts of my work feel like play for me? Because when we're playing, there's no discipline, willpower, motivation required. Like we don't have to convince ourselves to play. Like if there's effortless renewable energy there to keep doing the work when we can tap into play as a motivator. And then finally, the reason why we often say like do what you love is because if you actually love the work that you're doing, the reason for the work is so much more expansive feeling in your body.

Corey Andrew Powell ([23:35](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yes.

Victoria Song ([23:35](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Than like what does this say about me if it works or doesn't work, right?

Corey Andrew Powell ([23:38](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. <affirmative>.

Victoria Song ([23:39](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

So part of my work is also seeing what might be a contractive driver for my clients of why are they so attached to this business working right now? Like why can't they sleep at night? Like what is creating unnecessary windup in their nervous system? So, you know, the burnout I believe is not just created from a contractive fuel, but it also comes from all the unnecessary like second guessing myself feeling, afraid of uncertainty and the unknown tight grip on death, grip on reality.

Corey Andrew Powell ([24:07](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm.

Victoria Song ([24:07](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

All of that is creating like this really tight nervous system. And a tight nervous system is the tight nervous system that ends up burning out and being exhausted 'cause you're like completely depleted at every turn before you're 30, you're depleted.

Corey Andrew Powell ([24:20](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. And it's high stress and anxiety and all the things that then can come with that, that can actually turn into actual health problems.

Victoria Song ([24:26](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Disease, yeah. Disease that becomes disease. Disease.

Corey Andrew Powell ([24:29](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. Mm-hmm. <affirmative>. And it's funny as you were saying that for me, I was just thinking like, you know, 10 years ago or maybe 15 years ago podcast where maybe new and no one knew what they were. But you know, I had always been a curious person asking strangers questions about <laugh> their lives and sort of inadvertently discovered that I liked talking to people. And for me to now have this as a career where I get to every week have wonderful guests on like yourself and, and talk to people. You're right. It doesn't feel like work. I mean, it feels like I'm just sort of these two things aligned where I was aligned with something that allowed me to thrive in my element. And it happens to be work, but these dots connected and it's very contenting work I'm sharing and I'm letting people in the world understand more and learn more. So it's, um, I totally can speak to what you're saying. It's true. I don't feel like, you know, I'm going to work. I feel like my job is important and I love it. It's very different.

Victoria Song ([25:24](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. Yeah. There's a mission and impact that you have and it's fun for you. Yeah.

Corey Andrew Powell ([25:27](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

It's a lot of fun. And I learn it is like therapy for me every Monday. I'm like, okay, I get to work out a lot of stuff and these, these conversations.

Victoria Song ([25:33](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

I love it.

Corey Andrew Powell ([25:34](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

So, um, I love this one too. Find, well, we just talked about this. This actually reiterates that we, so we can find your unique zone of genius and live from it every day. So I just sort of gave you the segue <laugh> to that one. So talk about that.

Victoria Song ([25:49](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yes. So you probably heard this concept of like, we have these four levels. The first level is a zone of incompetence, then the zone of competence, and then the zone of excellence. And then last of the zone of genius. And it's my belief and what I help my clients and support them to do is to move from the zone of excellence into the zone of genius. Because for those of us who are successful, high achieving, we often get stuck in the zone of excellence 'cause the zone of excellence is the part where we're good at this, we get paid well for it, we get a lot of accolades for it. But to your point, it still feels like work. So the thing that you're good at that people are like, yeah, you're gonna get promoted, we're gonna pay you more. And it's like hard to say no to that. 'cause you're like, gosh, like I'm really good at this thing. But like at the end of the day, it's still feels like work to me.

Corey Andrew Powell ([26:32](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm.

Victoria Song ([26:32](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And that's -

Corey Andrew Powell ([26:32](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm.

Victoria Song ([26:32](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Where people get stuck is the zone of excellence.

Corey Andrew Powell ([26:34](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm.

Victoria Song ([26:34](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Most of us are not staying hired in the zone of incompetence, <laugh>. Most people in the zone of competence realize that there's something else they could probably be better at. Right. Zone of competence is like, I, you know, could do this, but I'm not really good at it, but like I can figure it out.

Corey Andrew Powell ([26:47](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. Yeah.

Victoria Song ([26:47](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Zone of excellence is, we're really great at it. So then zone of genius is where, as we talked about, it doesn't feel like work. It starts to feel like play and flow and you like would love to do this. I often say this, which is like, honestly, even if I weren't getting paid to do this, I would still be doing this. Right. It's like, let's get paid well to do what we love. But the truth is like, I would do this anyway because I love it so much.

Corey Andrew Powell ([27:08](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah, yeah. Totally.

Victoria Song ([27:09](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And that's when you know you're in your zone of genius.

Corey Andrew Powell ([27:12](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. I'm the same way 'cause it's so funny, like when I'm not doing this, um, my partner and I went on a, I I had to cover a, um, a hotel opening like upstate New York. We'd never been there before. And so we're in Saranac, New York and we check in, it's like, let's go check out the town. And we get this little local bar pub, a lot of artsy kids hanging out and there's a girl at the bar and she's like having the worst day of her life. And I'm like, I'm like telling my partner, I'm like, oh, she's having a bad day. He was like, oh, here we go. <laugh>. He already knew I wasn't gonna turn into Oprah. And I went over to her, I was like, Hey, are you okay <laugh>? And as I was talking to her, I began to tell her, well, you know what Tedman Graham would say about that. I interviewed him on a podcast recently.

Victoria Song ([27:49](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Amazing.

Corey Andrew Powell ([27:49](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And I began to carry these lessons.

Victoria Song ([27:52](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm.

Corey Andrew Powell ([27:53](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Into the real world when I'm not getting paid to do. So it's just like, you're right. We tap into our true nature and if we're lucky enough to turn that into a job, then it's a blessing. Now I will ask you though, that brings us back to the correlation of do you think people are not finding that so easily because to your earlier point, they're still focusing on

Victoria Song ([28:14](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Strengthening their weakness

Corey Andrew Powell ([28:16](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Right. And not identifying their strengths.

Victoria Song ([28:19](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. I do feel it is like coming back to that fish metaphor, but in a different way. It's like, if you were to tell a fish it's a good swimmer, it would look at you confused.

Corey Andrew Powell ([28:27](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm.

Victoria Song ([28:27](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

It'd be like, what do you mean I'm a good swimmer?

Corey Andrew Powell ([28:29](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Because what does that mean? Right? Yeah.

Victoria Song ([28:30](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

What does that mean? So we tend to overlook what comes naturally to us 'cause we're taught again that you need to work hard, struggle and sacrifice to be successful. So we're looking around for, well, what's the thing that I know I would really have to work so hard pushing a rock up the hill to succeed at? And then that's the thing I should go do, I should go push the rock up the hill <laugh>.

Corey Andrew Powell ([28:50](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Victoria Song ([28:50](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

'Cause again, we're trained to look for what requires that like struggle and sacrifice. So I do feel a huge part of it is us not learning and being supported by our society and our parents and family system to double down on the things that come naturally to us. And there's all this fear right. As well of like, well, can you make a living doing that? But as you're to your point, there's so many people who are going against the odds and, and becoming really successful in spite of how rare that is in that industry. Because if you really tap into what you're naturally gifted at, you uncover a superpower.

Corey Andrew Powell ([29:22](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm. <affirmative>.

Victoria Song ([29:22](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

And I do feel that kind of like that movie Pixar, do you remember that kids movie Soul?

Corey Andrew Powell ([29:26](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

I didn't see it. No, I know the film. I didn't see it.

Victoria Song ([29:28](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Yeah. It's a really sweet film that essentially says that each one of us comes to this earth already with these seeds of like dreams planted in our heart of things that we're already naturally gifted at. And we're here in the life experience just to like do things that light up those, those talents, whether it's music or athletics or whatever it is. And we already have it before we come down here. But then the question is, will you give yourself permission to let yourself follow what lights you up?

Corey Andrew Powell ([29:52](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Mm-hmm.

Victoria Song ([29:52](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

You know, will you both activate it and then give yourself the permission and support to pursue it?

Corey Andrew Powell ([29:58](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Wonderful Words of Wisdom from Victoria Song, author of this fabulous book, bending Reality, how to Make the Impossible Probable. It's been a wonderful conversation, Victoria and I, uh, just wanna say thank you so much for joining us today here on Motivational Mondays.

Victoria Song ([30:12](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Thank you, Corey. I loved your questions and I loved the conversation.

Corey Andrew Powell ([30:16](https://www.temi.com/editor/t/Ltrry5gOpFXCLWYtfksLiZNwg_DosgJx3G7BMs9jH5BMaU2Cmzpm-u6iy74HJMZy9WrLLpMDm2RJ_NmarS92WiTZz9A?loadFrom=DocumentDeeplink)):

Thank you for listening to Motivational Mondays, presented by the National Society of Leadership and Success and available wherever you listen to your favorite podcast. I'm Corey Andrew Powell, and I'll see you again here next week.