

Ep #252: The Hidden Cost of Success: Navigating the Vulnerability Tax



Full Episode Transcript

With Your Host

Lindsay Dotzlaf

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Hey, this is Lindsay Dotzlaf and you are listening to *Mastering Coaching Skills* episode 252.

To really compete in the coaching industry, you have to be great at coaching. That's why every week, I will be answering your questions, sharing my stories, and offering tips and advice so you can be the best at what you do. Let's get to work.

Hey coach, I am thrilled you are here today listening to this episode. And before we dive in, I want to mention two housekeeping situations which will actually lead into today's episode. But I just want to mention these, get them out of the way, and then we can dive into this content that I have planned that I'm hoping really shifts something for you today. This is going to be an episode for any coach at every level that is hopefully going to speak to something that you haven't been able to name before.

So, again, before we do that, two housekeeping topics. First one, we are well into the running of Coach Unfiltered and it has been so fun. And if you're not in there, I don't know what you're waiting for. Because this last week alone, I have posted a Q&A, two Q&As inside of Coach Unfiltered.

Actually, by the time this comes out, maybe more than two. One with my bookkeeper where we talk about all things money. Plus I have shared a strategy session I had with her where we are talking about my new offer and we're just talking about all the money that comes along with making decisions about a new offer. When I say all the money, I mean like how to decide the cost, how to, you know, just make all the decisions about all the money when it comes to pricing a new offer.

And I actually just today, as I'm recording this, I had a Q&A session with my stylist, Sophia, the one who helped me in my recent rebranding photoshoot, and it was so fun. People came live, they asked a bunch of questions. And these are all recorded. So, the recordings are waiting for you inside of Coach Unfiltered, and we still have over two full months to go.

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So, there's going to be many more Q&As, so much opportunity to interact, to ask questions, but everything that I'm sharing inside is all recorded in the feed, in the community for you to consume at your own pace. So, even when you join today, there's just content there waiting for you, plus basically two full more months of content coming where you just get to see me make all the decisions, work on all the things behind the scenes.

That's one thing. The second thing is we are currently enrolling for Reimagine, the mastermind, eight-month business mastermind. So, if you're listening to this in real time, two things. First of all, this week, the week that this podcast airs, I am hosting a call on Thursday for anyone possibly interested in Reimagine or just intrigued, who wants to come and just talk about what's going on in your business and just get some feedback, get some coaching, and just going to see like could it be a good fit for you. And then applications do close on Friday, this week.

So, if you're listening in the future, then hopefully you can find a link on my website. Maybe there's a waitlist link or something depending on who knows how far in the future you're listening. But if you're listening right now, now is the time to take action on this. All right?

Okay, now that we got that out of the way. Let's dive in to today's content. I want to talk about something that I have decided to call vulnerability tax. The vulnerability tax of having some success in your business. Let me tell you what I mean by this.

But first of all, I want to tell you something that's happening and one of the reasons I wanted to mention Coach Unfiltered before we even dug in here, because this thing started happening and it is fascinating. And I really kind of took a moment to think through it and study it and think like, why is this happening?

And I saw that it is kind of connected to many different things, including one of the main reasons I wanted to create Coach Unfiltered and give a real

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behind-the-scenes look. And also plays into the work that I do with my clients inside of Reimagine.

So, before I even explain what vulnerability tax is, I want to tell you about what was happening. So, I started, we opened up Coach Unfiltered, right? And behind the scenes and I've been sharing all the things. I've been sharing what I'm working on, I've been sharing behind the scenes of my photoshoot and my rebrand, and just all the behind the scenes.

But along with that has come some sharing of some real vulnerable moments of me being, you know, scared or just things coming up in particular, one thing that came up that it kind of was like, okay, here's kind of like the contract I signed to do this was that I am going to be fully open, fully vulnerable, talk about all the things. And I noticed there was something that came up that was like, ooh, but not that.

So, of course, because that came up, I was like, well, now I have to share this because that's the whole point of this. And I'm not going to go into what it all was. It would be a long story. You can join if you would like. It's only two hundred fifty dollars, so honestly, every single Q&A session I do in there alone is worth that price. And you can go in and watch those replays now. So, again, not going to dig into it.

But what started happening after that is instead, so the way I share it, I host it in Circle and I have a just behind-the-scenes feed where I'm just sharing videos, I'm sharing frameworks, I'm sharing whatever it is that I want to share, I'm sharing it all in that feed. And sometimes on some of the videos I get a handful of comments or more.

But when I share the very vulnerable things, instead of getting, like I do get some comments, I do get some interaction and some, you know, discussion under the share. But what happens often is at an abnormally high rate is that instead of sharing there, people are coming to my inbox, they're sending me emails, they're texting me for, you know, some of the

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clients who are in there who've become good friends, who have my phone number, or they are DMing me on Instagram.

And I'm not going to say that 100% of this is happening all for the same reason. But I know for sure because I did ask a couple people, especially ones that I'm particularly close to, kind of like, "Hey, why are you sharing this here instead of commenting in the community?" Right?

And the subtext of all of the shares, like the throughline of what everyone is expressing to me in some way or another is, "Oh my gosh, I can't believe you shared that. I so resonate. This is so helpful. I'm so grateful to hear you say this. It makes me feel less alone. This happens to me too." Right? Like that theme of like, "This happens to me too and thank you so much."

But I find it so fascinating that they're not sharing in the feed. Right? That they're like, "Nope, this is like, I have to come to this separate space, like actually take extra time to go find Lindsay on Instagram or to go find her email address or to, you know, whatever, get my phone and text her," instead of just sharing right in the feed.

And for a couple of them, I know, because - this was my hunch and then it was confirmed by a couple. Again, I don't know if they're all doing this. So if this is you and you're listening and you're like, "No, lady, my Instagram was just open right there. I just sent you a message." Totally fine. And I want to be very clear, I am not discouraging you from doing this. You can share with me in any way that you want and I love it. Okay? So don't stop.

But one reason that I know that it's happening is because some thought that's like, okay, it's great for Lindsay to do this, but like for me to also share that this happens to me feels - like I feel too exposed. It feels too vulnerable. It feels like, like yeah, I get it, like you're really brave, but like I'm not, or I'm not open to that right now, or some form of that. Right?

Some form of like, I feel shame still, even though I see your example, I still like feel shame that I experienced this or thinking like, "That's great for you at your level," whatever that means. Someone actually said that to me and

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I'm like, what does my level mean? Right? I just thought it was a very interesting way to put it. "That's great for you at your level, but like where I am, it feels like it's too scary for me to share these things."

I am like so intrigued by this. Right? Like how me sharing so openly and with so much vulnerability has actually created a little bit of the opposite of what I thought it would create. I thought that most people would just be more willing to be in the comments to say, "Oh my gosh, thank you so much. This is happening for me too, or like, here's how this shows up for me."

But instead, they do want to tell me, which I appreciate. Again, please don't stop doing this. I love hearing it. But they still don't want everybody else to know. Even though it's also just like colleagues, not even like their clients. There could be some people in there that are business coaches or whatever, but for the most part, that's not the case.

And so, I came up with this term, vulnerability tax. And I thought of it today. Now it could already be a thing. I have no idea. I'm not claiming that I invented it. Maybe I did. But I think it's like one of the hidden costs of being a successful entrepreneur or being seen as a successful entrepreneur or like thinking that you need to be seen as a successful entrepreneur. Right?

And I have certainly experienced this, where it's like the more kind of money you make, the more successful you become, the harder it can be to like admit when you don't know what's going on, or when you don't have it all figured out.

And I've seen this play out over and over and over in many of my masterminds and, you know, spaces I've run where the more money someone's making, sometimes, not 100% of the time, sometimes the more like closed off they are, the more uncoachable they are. But not uncoachable in a way that they're showing up like, "Nope, just don't want to be coached." A little more like they hold their cards a little closer to the chest sometimes.

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And it can be really easy to feel pressure when if you consider yourself an expert or you want to be seen as an expert or you know that your clients consider you an expert, there can be this kind of invisible pressure to appear as though you're never struggling or as though bad things are never happening.

And it kind of creates like a, I don't know, like a performance cage where you are kind of locked into like, this is how I always show up. This is like the face I have to put on even when things aren't going great because this is how people see me and this is how I want them to keep seeing me. Now, it makes so much sense why this happens, right?

And I know right now I'm speaking to kind of like the more established coach, but if you're a brand new coach or a newer coach, you'll see why this also affects you.

But when you are that more established coach and people see you as an expert, they start to look to you for answers. Right? They look up to you. They're like, I mean, you've heard me talk about this, how it's pretty important to not put your coaches or your mentors or your whoever on pedestals, right? And think like, "Oh, they know all the answers."

That's just not true. But even with that, people do start to kind of look to you for the answers, right? "Oh, you're an expert. Let me ask you. You know. You're going to save me from this, from this pain that I'm experiencing in this moment."

And so, when you are that expert, sometimes admitting that you feel uncertain or not confident or you feel scared feels like it could kind of undermine the credibility that you've created. And the more successful you become, the kind of further it feels like you could fall. I've heard this from people, like those exact words. I have further to fall.

And this is where then now I'll bring in like why this is a problem and what the cost is of this is that here's what it creates for those kind of successful coaches is that one, people kind of stop giving you input or feedback

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because they just assume you don't want it or you don't need it or you know better. Like there's nothing they can offer you.

It also can kind of affect your peer connections or your peer learning, right? Because if you're afraid to say, "Hey, here's where I'm struggling," or "Here's what's feels really hard right now," it can be hard to say that to someone and to ask for help, either in peer situations or even in masterminds or in groups.

It can be hard to find the strategic support. If everybody already thinks you know the answers, then they're not going to question it as much. They're not going to maybe coach as hard. They're not going to push back if you're not being fully open with, "Here's what's not working."

It also can actually kind of hinder your growth and your innovation and your business learning because it can feel too risky to like venture outside of kind of that circle of expertise that you've created. Right? Because what is working or what has worked kind of becomes like, "Okay, I have to just keep doing this thing over and over and over," and it can feel very public if you try something outside of that and it fails.

So many of these things aren't true. They're just thoughts. They're feelings. They're like the way we are experiencing it. I want to be very clear about that. That does not necessarily mean it's true. My clients have heard me say so many times. They'll say something to me like, "Yeah, but what if no one signs up?" I'm like, "Okay, what if no one signs up?" And they'll always say like, "Well, people will know." And I'm like, "How will they know?" I just think that's such an interesting question. Right?

We're usually so concerned with like, "Oh my gosh, everyone is going to know and I'm going to have to just like crawl in a hole and die." And really, it's like, how will people know unless you're telling them? Which, great! I'm not saying people shouldn't know. But it is just interesting, right? It's like the internal experience we're having. Oftentimes we think if we don't hold on to

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that so tightly, then it's going to like start to seep out of our pores and people around us are just going to know.

And then what happens is it creates a ripple effect or like a circle where when more established business owners are experiencing this and they're keeping it to themselves and they're not sharing and they're not showing any vulnerability, then newer entrepreneurs, newer coaches are coming into the industry. They're seeing this from the people they kind of look up to, and then they think that's the definition of success.

The success means they're never struggling. There's never a question. It's just everything gets easier and you just kind of like at some point just like know what you're doing. Which creates, especially because in the coaching industry, so many of us are on social media and are on platforms where we are sharing, sometimes some little tiny doses of behind the scenes, but also many highlight reels, many like polished pieces of content.

What can happen is that that space becomes just more performative and less authentic. Right? Because it's like a circle. If I think no one can know that I'm scared of this or that I don't know what I'm doing or that I have these questions, and then people watching me are like, "Right, she has it all together. Like that's what success looks like. That's the definition." And that just continues, right? Because then it makes that belief even stronger for me when that's what kind of my audience is like mirroring back, and then it makes it even stronger for them.

And then everyone kind of silently suffers from the highlight reel, right? From the like only showing the wins. This, to be clear, is one of the main reasons I decided to do Coach Unfiltered. Not just for everybody watching, but also for myself to kind of, I mean, I'm always pretty transparent, but this was like a real rip the bandaid, like no for real, be not just selective in your transparency, but be completely transparent about all of it.

So, you can probably see how that happens. Right? And I think it's just so important that we break this, that we like don't let that ripple or that circle or

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spiral just continue, continue, continue and to become even stronger, even stronger.

So I'm going to share a couple examples of my own in the spirit of transparency. And I think that these, I'm going to share them and they're kind of things that I've thought of over the years where they're kind of at different, like different kind of levels of business and hopefully will be kind of relatable to most of you.

So, I remember very distinctly the first year, like calendar year, that I made \$100,000 in my business. So, this would be maybe at the beginning of 2019. And I remember this feeling coming over me that was intense pressure. And something flipped in my brain.

And I started thinking something along the lines of, "Oh, now this is serious. Now this is like a real business, a grown-up business. Like it's just real." That was the main thought. Didn't go a lot deeper than that. It was like, "Oh, this is just real." And what that created for me was for a little while, all of a sudden, which was very opposite of how I was operating previously, it created this kind of closed-offness to being vulnerable, to being open in coaching spaces, just all of it was like overnight.

And I will never forget this, having this just intense pressure and weight on my chest all the time, literally all the time. And guess what that created? Terrible results. Right? Like my business was going so great. I had just made \$100,000 that year, a little over. And all of a sudden, it just like all stopped. I think I went for like two full months maybe with no sales, nothing. Like literally overnight, everything changed.

And I remember it being so scary. And at first, of course, I didn't see that it was coming from this thought. I didn't even see that I had made a bunch of changes. I had all the thoughts that a lot of you probably do, that I know a lot of my clients have, kind of like, "Oh, that was a fluke" type thought. Right? "That was a fluke. I won't be able to do it again. Like I should have known." All those things.

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Now, once I saw it, of course, I got it kind of quickly turned around. Mostly through coaching. Luckily, I was working with a business coach at the time who was kind of able to see through it and was like, "What's happening here? You've changed. Something has shifted." And so, that is just one example that's very, very distinct to me.

Another time I remember this happening is a lot of you know that in the past, I have been a - kind of like a mentor in someone else's business program, in another business mastermind. There was a live event attached to it, and the very first live event I went to where I was in that kind of mentor role, I felt so conflicted the whole time because I was there to like still show up as a student and get coaching, and then there were just like times where I would lead a breakout room or something like that. And it shouldn't really have changed anything.

But I did - just the first time, because of course I corrected it after, but the first time I just had this weird struggle on the inside that was like, "How much coaching can I ask for? How vulnerable can I be? I don't want the people, you know, in my breakout room to think I don't know what I'm doing or to like not trust me as their coach." And so, you know, I just remember this like push and pull like happening inside my body that once I recognized it, even, and this happened kind of in real time, I was able to see it and work through it, right? On my own.

So, those are just a couple examples. I'm sure there are other times this has come up. Actually, one last example would even be while hosting this Coach Unfiltered experience, it's come up a couple times where I have thought like, "Okay, this is totally transparent. I'm sharing everything." And there just have been a couple times where it's like, "Ooh, but I can't share that part. Right? I can't share about like this thing that didn't work or didn't go well."

And it's really interesting. At this point, I just notice it right away pretty much because I can just feel the way it feels in my body. It's like I instantly feel kind of closed off. I get a lot of pressure in my chest or in my shoulders, and

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it often leads to a headache, which is sometimes the first thing I notice and I'm like, "Okay, that's interesting. Let me like figure out what's going on in my body, what's happening."

So, I can now notice it pretty quickly. And one thing I know for certain, 100%, I am positive about this, is that the most successful business owners I know are fully open all the time to being wrong, to getting it wrong, to learning, to being vulnerable, to putting it all out there, to being willing to fail, like all of it, right?

Because logically, if you think about that, like we can't be expected. I don't care who you are, how much of an expert you are. You could be an expert at your thing and still have a failed launch, right? Or not do this new thing great or whatever it is. Like we're still human.

The more you're willing to just show up, get it wrong, learn, ask for help, the faster you move forward, the more you grow. Of course, logically, we know that, right? But sometimes it's like worth the reminder that that's always true. And you just have to be willing to see all the people not doing that and just really making it look like everything is easy and everything's going great. You just have to kind of be willing to tell yourself, "That's not the whole story."

I'm not saying it's not true. Sometimes it is true. Sometimes everything's going great for me in my business. Usually not everything. Usually there's at least one thing that's like, "Ugh, this could be better over here." And then other times it's like, man, nothing seems to be working right now. How do I turn this around?

But I just really need you to know that when you're seeing all the polished, beautiful, whatever content, or the like learn my five step framework and you too can have this super easy business that works perfectly every time, blah, blah, blah, like it's just not always the full story. Okay, I just really, really, I just feel like it's so important that you know this.

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Because when you can see it, then you'll start to kind of see it everywhere, and then you'll really notice like when this comes up for you and you're like, "I can't tell anyone." You can just have this gentle reminder either in your own voice or in mine, if you need it, that's like, "Actually, I can. And if I'm willing to be open and share," - not necessarily with everyone, I'm not suggesting you have to do what I do, right, "but at least with the people that can help me." At the very least.

Then the faster you'll be able to just move forward and no longer feel stuck, no longer feel like you can't figure something out. It creates way less work for you because now you have support. Right? So, that's why this is so important. Plus, it really helps break that ripple effect.

So, here's why the DMs instead of comments on the live videos or on the videos, why they make sense. Because even in a place that is mostly, I would say, deemed safe, vulnerability can still feel risky, even if it's just a teensy bit. And the more success you've created, either currently or in the past, the more you can feel like you have to lose.

And sometimes really the more you do have to lose. But being open and vulnerable isn't actually the thing that's going to make you lose it, right? It's like actually kind of the opposite. And the last thing is I think there can kind of be a need for needing to process in more of a private space or a smaller space before putting things out there for lots of people to see.

But here's what I know. This is what all of this tells us and what I know for sure. Successful coaches need support just as much as anyone else. More established business owners need just as much support as a brand new coach. Sometimes maybe even more support in just or in different ways, deeper support maybe. Support with more expertise, possibly.

And the support needs to feel genuinely safe, not performatively vulnerable. There's a big difference, right? Like real vulnerability can create real safety. Performative vulnerability, I think can have the opposite effect because people can just read something about it isn't ringing true.

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And success doesn't eliminate the need for strategic thinking and community. That I know for sure, right? Like all of these, I'm like, yes, this has just proven to me some of the things that I have been thinking and believing and teaching for a really long time. So, the solution for that is to or at least one of the solutions I've developed is to create intentionally safe spaces. Right?

So, what does it take for a coach who is more established, who kind of has this like, "I should know what I'm doing" thought, like what do they need? They need spaces where expertise is just kind of assumed. These are things I kind of talk about at the beginning of the Reimagine Mastermind, where it's like, we're just all coming into this with the assumption, everyone here is an expert and no matter what happens, like that's not changing. We're not all experts at every single thing. That's why a community or a mastermind is very powerful, but we are all experts in our own right.

We need safe spaces and communities where admitting uncertainty doesn't feel like committing career suicide. Right? It doesn't - where it just doesn't have that much weight to it because it's just kind of normal. It's like this is what we do. We also need strategic partnerships and strategic guidance that allows you to just kind of think out loud and be in process. I think this is one of the main reasons I've been really thinking about this.

One of the main reasons I've created Reimagine and one reason that I intentionally made it eight months, at least for now, is because I just wanted space to like be in process, to be figuring things out so that you don't always have to be in a hurry. Since you're over here like running a business and making money and maybe you're making changes, but you want those two things to coexist. So, sometimes the changes might evolve a little bit slower than they would if you could just like halt your entire business, change it all, and then just like pick right back up where you left off.

And you just need permission, like full permission. Again, just like let this be another episode of me giving you permission to just not have it all figured out at any level. I don't care if you are making a trillion dollars a year. I

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mean, that's insane, obviously, right? I'm obviously exaggerating that hugely to show you, like I really don't care how much money you're making. You really are never going to have it all figured out. And sometimes even having this like, I have it all figured out, every single thing, can be a bit of a turnoff to some people, depending on how you do it.

So, here's how I create this, and you take this for what it's worth, right? This is like partially me saying like, "Hey, maybe you should join Reimagine if this resonates with you." But mostly, the purpose of this is to kind of tell you so that you can take this and use it for yourself in your rooms, in your area of expertise.

So, here's how I create this. So, for something like Reimagine, the way I create this safe space for someone who is a little more established, has had some success, I just am sure to carefully curate the room. It's why there's an application. There's not an application because I'm like gathering all the applications and then picking the best people. I'm just going through them one at a time as they come in and saying like, "Yeah, this person is a great fit. Let's have a quick chat." Or, "Oh, this is a brand new coach. I love that they applied, but they're not quite ready yet."

I have just a open and clear conversation about the type of support that happens in the room and the confidentiality, right? The kind of like what happens here stays here, what happens in your peer coaching session stays there. And like that's kind of the purpose of this.

I also, in my spaces, focus on very strategic thinking, on teaching strategic thinking. I actually do this at every level, not just in Reimagine. I think it's really important that it's not just like, "Here's some basic business advice, go try it, see how it goes," but like there is that for sure, but then there's also, but like also let's focus on you learning to think through this strategically so that you can give yourself this support in the future and also support others in the room.

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And then there's just a deep recognition. Like a deep, true recognition that everyone always is a work in progress, is still evolving, and it literally doesn't matter what level of success you've created in your business.

So, this is the part where I'm going to tell you, give you one last chance to join us in Reimagine. Right? Because this, if this is like speaking to you, if you have created some success in your business, even if you're kind of having a hard time right now. I know coaches have asked me about that, like, "Okay, I have had some success. I do kind of feel like I know what I'm doing, but like in this moment, I'm kind of struggling, I'm having a hard time." That is not a problem.

The reason I created the Reimagine room is to just invite you in and to give us a space to have these conversations and to help you find a way out, right? And whatever isn't going right for you right now.

So, this is the structure of Reimagine. Right? It's a small group. If you think about all the things I just said, like how I create this safety for the people in my room, here are the actual ways that I do it or what it looks like in practice. I keep the room really small. It's a curated small group, 10 to 15 max. Last round we had even less than 10. I think seven or eight. It was great.

We focus on that strategic evolution, not just like business building, like how many clients can you sign this week. Now, I certainly coach on that when it comes up. But that is not the basis of what I'm teaching or the work that we're doing.

We also just have this understanding that success doesn't mean you stop growing or mean that you're no longer allowed to ask for help. Actually, it means the opposite. It means like, "You better get in this room and get all the help you need and be really open and vulnerable so we can solve this for you or help you solve this as quickly as possible."

And it also just looks like everyone in that room showing up with absolutely no judgment. I'm really good at creating that. I'm really good at creating a

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space where there's no judgment, where it's like we are just all in process, all working on all of our things.

So, if you have felt this, if you have felt this specific vulnerability tax as you have grown your business, as you have created some success, as maybe you've kind of created success and then struggled a little bit. I just see this happening a lot right now. Right? The industry has shifted a bit. There've been some changes. The world is a little on fire at all times. And it is affecting business, of course.

Now, is it affecting all businesses? No, there are plenty of businesses that are thriving right now. But I think one thing that is getting in the way of people solving this is exactly what I'm talking about right now, that vulnerability tax. People that are saying, that are thinking, "Well, I've created all of this. I like knew what I was doing." And now for some reason it's maybe not working or not working for me or some form of that.

But then their immediate next thought is like, "But I don't know how to share it. I don't know how to ask for help." Or when they do ask for help, I've even seen this with some of my clients where I have to like kind of really pull it out of them, very gently, of course. But you know, where it's like they only ask for a little bit of help or they're only a little vulnerable. And in Reimagine, we just really create this space of like, "Yeah, let's just put it all on the table so we can just figure it out."

So, if this is you, if you have felt this, if you really are looking for some specific strategic support and you want to feel safe while talking through it, if you are ready to just evolve, ready to show up and be open and like evolve without pretending like you have it all figured out, you don't have to have anything figured out. Not even your next steps. That is why I'm here. I will help you. I promise.

So, if this is you, success shouldn't cost you your humanity or your growth ever. Truly, I mean this. Right? Like it is more important that you feel like you and feel human and feel free to talk about all the things and express all

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the things. Like to me, that's so much more important and actually leads to much more success than hiding and pretending like everything is fine.

The most successful coaches, like I already said, are the ones who continue to grow and evolve and ask for help and be transparent, open. And evolution requires vulnerability and vulnerability requires safety. And you don't have to experience that vulnerability tax alone.

Sometimes it's even something we openly talk about inside of Reimagine, right? Where it's like, "Yeah, we're kind of all going through it right now and that's okay. We're going to get on the other side." Right? Or, "Yeah, some people are making big moves. Some people are really feeling stuck. That's okay. Don't compare yourself like this is your journey."

As I said at the beginning, applications for Reimagine close at the end of this week on Friday. So if this resonates, I want you to fill out your application now. We will put the link for more information. We'll put it all in the show notes. If this resonates, I would love to talk to you for real.

You can either fill out an application and then we can schedule a quick call or you can find me on Instagram @lindsaydotzlaf. You can drop into my DMs and send me voice notes or messages if you want to like ask some questions or kind of just have an informal chat that way about like could this be a good fit for you. I will be very honest, I promise. I will answer any questions you have and I just really hope to see you there. All right?

Thank you so much for being here and I will talk to you again next week. Goodbye.

Thanks for listening to this episode of *Mastering Coaching Skills*. If you want to learn more about my work, come visit me at lindsaydotzlafcoaching.com. That's Lindsay with an A, D-O-T-Z-L-A-F.com. See you next week.