

# #118 Addressing The Past To Achieve Your Goals with Natalie ...

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## SUMMARY KEYWORDS

people, clients, michelle, business, absolutely, year, natalie, life, high performance coach, purpose, fulfillment, surrender, assesses, process, journey, entrepreneurs, coach, desire, created, unfulfilled

## SPEAKERS

Michelle Glogovac, Natalie Taylor

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**M** Michelle Glogovac 00:01

You're listening to the mice simplified life podcast and this is episode number 118.

**M** Michelle Glogovac 00:12

Welcome to the mice simplified life podcast, a place where you will learn that your past and even your present. Don't define your future. Regardless of what stage of life you're in, I want you to feel inspired and encouraged to pursue your dreams, simplify your life and start taking action today. I'm your host, Michelle Glogovac, and I'm excited to share my stories and life lessons with you will taking you on my own journey. This is my simplified life.

**M** Michelle Glogovac 00:46

Happy New Year friends and welcome to another episode. I'm your host, Michelle Glogovac, it's hard to believe that it's a new year and already 2022. With a new year comes new goals, resolutions, hopes, dreams, and so much more. But what happens when we don't reach those goals at the end of the year? Have you ever taken stock and wondered why high performance coach and my guest today, Natalie Taylor is diving into that. And it has a lot more to do with our past than we think. I've known Natalie for years now. And I've had the honor of representing her as a client. So I know the wealth of knowledge and the depth that she brings to the work she does. Natalie is sharing how not addressing our past can hinder our future, but also reminds us that our past and present don't define our future. That is up to us. Hello, Natalie. Hello, Michelle. Oh, I am so excited. I love getting to talk to you. You're one of my favorite people.

**N** Natalie Taylor 01:52

Oh, you're one of my favorite.

**M** Michelle Glogovac 01:55

You're just saying that.

**N** Natalie Taylor 01:57

No, no, no, you know, that's not you know, you know, girl, you know, I live in your DMS and on your on your posts on Instagram.

**M** Michelle Glogovac 02:06

Can you take a moment to introduce yourself? Everyone, please?

**N** Natalie Taylor 02:10

Awesome. So I am Natalie Taylor. For my profession, I'm a high performance coach. In my life. I'm a mother of four. I am also now Oh, you don't know this yet. I'm a grandma. So my oldest is 22 has a son. So I have

**M** Michelle Glogovac 02:27

a graduation here. I don't know that. That's news. And it's rare that I don't know what's going on.

**N** Natalie Taylor 02:35

Right. And this is not something I've shared publicly until now. So I'm a grandma. And I'm, you know, I still have three of my youngest still at home. And I run my business from my house here in Charlotte, North Carolina. I'm originally from Kingston, Jamaica. And I'm very passionate about all things highperformance. So when we talk about financial transformation, personal development mindset, as well as business development, my background is in is coming from a background of my educational background as accountant finance, strategic marketing strategy, and you know, an law. And then I went on to work on Wall Street with credit face, where I started my journey in investment banking, more in support roles. And then I went on to work with Ernst and Young and I, most of my clients were investment bank focus with some broker dealers and hedge funds sprinkled in there. I've worked on work with companies going public. And I've worked in on some very hot and deals like when Lehman Brothers was being liquidated, we did the carve out to sell the different companies and assets that bundled and made them up. And then I went on to become an entrepreneur, specifically focusing on business development, market development, and strategic launches for companies to move into new markets. And know I get to help budding entrepreneurs or establishing seasoned

entrepreneurs to work on everything from their mindset, their money, their messaging, in order for them to magnify their influence and be able to make the money that they know that they can make and live the life that they truly deserve. You're just a badass, you know?

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Michelle Glogovac 04:24

You have such such a wealth of knowledge and experience. And it's absolutely incredible because I know your journey. And for those who don't know, I've gotten to podcast pitch Natalie, like years ago, and I was just in awe of your story and how you've risen so much and you've created yourself truly and you've created the life that you want to live.

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Natalie Taylor 04:51

Literally, um, with the help of God. Yes, I have absolutely you can say, literally handpicked my life that I'm living Right now, my life was nothing close to this, I was on a radio interview and international radio interview yesterday. And the person wanted to talk to me about my origin story. And they knew a little bit about me, but they were so blasted by how different my life is. They're like, Well, how did you go from that to this, and I can truly say that God has allowed me to live in extreme abject poverty, and be exposed to extreme abundance, wealth from, you know, corporate 100, billionaire client type experience. And everything in between. I've experienced everything from trauma, sexual abuse, you know, in different form physical abuse, emotional mental abuse, extreme poverty and lack of going and escaping, you know, imposter syndrome, and rebuilding myself daily. It's still a daily process, where every day I am introduced to a newer, better, more improved version of myself, because I'm willing to accept that I don't know what I don't know. And so I'm always putting myself through the process of development. I love

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Michelle Glogovac 06:09

that. And you know, the whole premise of this show is that your past and your present, don't define your future. And that is exactly what you just said.

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Natalie Taylor 06:18

Absolutely, I mean, to be honest, we are constantly evolving beings, you know, six year old Natalie is nothing like 30 year old Natalie, right? We're nothing alike. However, six year old, nothing contributed to the experiences that I've had. And the things that I understand now. And when I accept every single part that brought me to this moment, it makes this moment much more powerful. It allows me to be more empathetic, it allows me to be more self aware, allows me to be more kind. And it allows me to be more centered as a human being. So I accept the journeys of other people who are not exactly having the same experience as me.

M

Michelle Glogovac 07:02

I love it. It's self awareness and just awareness of others. Yeah, it's absolutely beautiful. Now, when you say you're working with other entrepreneurs, what do you see is kind of the same

when you say you're working with other entrepreneurs, what do you see is kind of the same issue or roadblock that everyone is coming up against? Is there something that's similar over and over again?

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Natalie Taylor 07:23

Oh, my God, such a good question. So you know, I recently created this five day

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Michelle Glogovac 07:27

challenge, yes, which I have to do. It's on my to do list, I swear.

N

Natalie Taylor 07:31

And it was because, to be honest, I've seen extreme luck. And I've seen extreme abundance. And so I serve clients who have experienced both backgrounds, right? In their upbringing. And so at first, you know, coming into this coaching, I've been coaching for almost a decade now, right? You're thinking, Okay, I'm people who had a certain educational background, people who have a certain marital status, financial backgrounds, they're going to be different. Michelle, I can tell you that we are so much more like that we believe So to your question, entrepreneurs across the board, whether my clients are lawyers, doctors, engineers are stay at home moms who run businesses from home, or they're, you know, doing a startup and you're bootstrapping it, you know, and to sell it and take it public. What we all have in common is, we've had some level of processing that needed to happen. And until you go through that process, healing of trauma, releasing of pain, forgiving yourself, accepting of what happened, what didn't happen, and where you are, and where you want to go. We literally will feel stuck longer. So let me break this down a little bit more. You know, I started realizing, when people came to me, that Wendy came to me for as a coach, as a business development coach, that I really couldn't just give it to them. Because a lot of the times the things that they wanted, they were intimidated by, okay, I hope that doesn't miss your listeners, a lot of us the things that we desire in our heart, whether it's not wholesome marriage, you know, raising those children going on trips, I'm doing that nonprofit, I'm standing on letting their voice be heard. Building a group of friendship or that healthy business, whatever it is, we are intimidated by it because something inside of us keeps saying a lot more of us than you believe. Have this internal self talk that saying, Why? Why are you Why do you think you deserve this? Are you even deserving of this? Are you you know, you must be crazy, like, you're gonna be the first in your family or you're gonna be the first in your community or, you know, What would other people say, you know, who do you think you are? And so all of these voices when I started to assess them across my clients, they were all coming from different places. Some people It was because they experienced. I'll give you an example a lady that I'm working with right now. You know, she told me that one of her issues procrastination, so Okay, let's dive deeper. Well, I procrastinate because I think it's fears. I've been through therapy and my therapist says, it's fear. So okay, that's good. I can surface help you with that. I said, but I want to go deeper. I said, Fear of what? She said, Well, I think, you know, we discovered that I see I'm good enough. Okay. I said, Great. What was the first time you realize that you had the feeling that you weren't good enough, or when was the first time you felt like you weren't good enough. And literally, she took me on a jet in time back to when she was nine years old. And she told me the story of, you know, being a part of a military family and being pushed through the system. And when she got

to California was the first time she was being assessed. And she remember getting excited with her friends, as they were looking at her and said, okay, great, great, let's find out what class you're in. And the list is published for all of them to read. And so she goes up, and she reads the list. And she doesn't know, right? She's never been there before. She's new to this. So all excited nine year old says, I'm in Miss S has clocks, and everybody's faces on the ground. And for the first time, she realizes she does not fit in. And so this feeling of not fitting in and later finding out that although she's in the fourth grade, she has second grade reading level, no fault of hers, right? She literally feels like I'm not good enough. This I'm not good enough follows her. Now she's an established successful multi six figure actually earn seven figure in her business, and seen as an expert, she's ready to go to the next level, she now has to go back to this nine year old girl, and give her all the love. So the next thing I had to do was help her to expose the fact that the nine year old was where she discovered her talent, where she discovered her performance. Michelle, in short, a lot of us the same time we discovered the thing that's been holding us back, or the thing that's been telling us that we're not good enough, is usually around the same time, we also discover our greatness. And unfortunately, instead of healing the broken part, we start to overperform in the things that we are phenomenal at so that we can cover up the areas that we feel ashamed, embarrassed. And unfortunately, that will allow us to win for a long time. But when it's time for us to move into purpose, into Dharma into doing that great next thing, we got to go back and check these things out.

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Michelle Glogovac 12:36

You sound like a really good therapist.

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Natalie Taylor 12:39

You know what my, my team says that a lot of my clients say that a lot about me that even though they've been in therapy, a lot of time before they come to me that there's a lot of things that we do before they can move forward into the actual work. That actually does a whole lot more healing. So even though I'm a business, I'm a that's why I ended up shifting and saying I'm a performance coach, because I realized I wasn't just into business development. And I definitely wasn't just into mindset, I was into finding all the parts and bring in wholeness to the whole thing. So we could move on magnificence in the future.

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Michelle Glogovac 13:15

I love that I feel like we're very similar in that sense, in what we do have, there's an element of therapy in the work that we do to get more information out of our clients than they even realize they have in them. And actually remember this with you and I, when we had our one on one zoom call in the very beginning, you stopped and you said, Oh, I've never even said that out loud before. Yes. And it was part of your story. And so there is this element that we should almost be like what we do?

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Natalie Taylor 13:47

Well, here's the thing, right? What I'm finding to Michelle is that you know, a lot of what if you're selling something, if you're on a purpose, you know, on a on a journey that involves

you're selling something, if you're on a purpose, you know, on a on a journey that involves purpose, or you're on a journey to bring more people into awareness. People need to know like and trust you in order for that transaction to happen. And the greatest way for us to do this is through storytelling. And what you do what you help people do is tell their story on different platforms, right? But you cannot tell that story without first understanding the significance of the story and the power of the story by accepting that the parts that you want to hide are the parts that make the glorious hearts more power.

M

Michelle Glogovac 14:32

Yes. Oh, I love that that needs to go on a wall somewhere. So how did you discover this gift that you have because it truly is a gift and I think that you know going into it and you're like yeah, I'm just gonna coach people and entrepreneurs they're gonna you know get you in the right mindset and overcome imposter syndrome and and set you you know up for financial success and everything. It's so much more or, and I'm just curious, how did you discover all of this this gift that you have?

N

Natalie Taylor 15:06

Wow, that's a really good question. And yes, I agree with you it is a gift. Because I'm not just good at what I do, I'm really gifted at what I do. And most times, it almost feels as though I have a spirit. Well, not almost the fact is, I do have a third Holy Spirit, spirit guide, whatever your audience want to refer to it as holding me through the process, because I will find that I have automatic information, knowledge and wisdom about something that I did not study. So I could say it's my three college degrees, where I have double and triple major in graduated top of my class, I could say it's because of my almost 20 years of work, actually 20 years of work experience, you know, working in different fields in different country, I could say it's going through a divorce, you know, and losing everything, and building over from scratch, not once, but multiple times. But the truth is, there are other things that flow into that, I think, first of all, it was accepting the call that this is not just a way for me to make money, this is a call for me to be in purpose. And secondly, it had to have some level of surrender, right? Surrender means that I am not even though I have a methodology, a way of process that I take my clients through, that I'm not so caught up in checking all the boxes, I'm more surrendered to their process that is necessary for them to get the results that they came to me for even the results that are not explicit in the contract that you're signing. Right? So I'll give you an example. I am as you know, divorced, right? I'm single, and not dating, just putting it out there.

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Michelle Glogovac 16:54

If anybody wants to, you know, no, you have to be really damn good.

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Natalie Taylor 17:01

Right. But one of my clients, who just started who's been coaching with me for a couple years, and as experience complete transformation, and his wife has seen recently came on board with his wife, for me to coach both of them know, before they came on board, I didn't know anything about their marriage, I didn't know what was going on, right. But I remember one of our first

sessions, the wife came, and I could see that there was a lot of resistance. And to be honest, you know, at the end of the call, she ended up saying, Boy, um, I don't know who you are, you know, I thought I knew who you are. But I don't know who you are. Because girl, had anybody pulled up on me like that, I would have refunded them their money and be done with them. And she said, I want to be so thankful. I'm so thankful and grateful that you didn't just shut me off when I started to resist. And so let me take you through this really quickly. Yes, have I been married before? Absolutely. Do I know the nuances of marriage, I absolutely have clients that I've taken through that process as well. But I believe that it was my ability to surrender in the moment and realize that something was beneath the surface, I didn't know exactly what it was. And that surrender and being, I would say, spirit aware, and not just knowledge and experience aware, it allowed me to create space for her to feel seen. And she said they'd been through coaching so many times before. And what about you? What's so special about you? Mind you, they're the ones that contracted me, right? So special about you? That's gonna make any difference. She's like, why should I even do this? You know, how do I know that this is going to change. And I said to her, you know, these are the process that we'll go through. And I promise you that, you know, based on the processes, you surrender to the process, you will get to where you're going. Long story short, she begins to speak. So I stopped the conversation. And I said, I want you to share with me where you truly are. And she begins to reveal nine years of of turmoil that she's been holding in and she feel suppressed. And then what we did in that moment was we held space for both couples, both of them are underlined. The husband didn't judge he just stayed there. And he listened to her. And both of them were able to speak to their younger self speak to their now selves, and release some of the things that happened. And let me tell you something, girl, it was so it was so powerful that the end of that session, both of them, thanked me that has been reached out afterwards as well. But they both went to Florida and had the most amazing trip. They've never done their budgeting together before because there was a lot of resistance for different reasons that I can't disclose. But they were able to do a budget together. Right? They are now doing business together. Now they're posting each other on your page. It's no longer competitive. It's now united and it's a united front and now they're able to really enjoy each other, they love each other. It's obvious. But there was some resistance. And it had nothing to do with both of them. It had to do with some stuff from their past. And so I would say, Yes, I am gifted, but the gift is not so much my experience and expertise, it is a combination of that. Plus the fact that I'm willing to surrender and not get caught up on time, not caught up on checking the box, but more caught up on how can I create impact by making myself truly a servant to this process?

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Michelle Glogovac 20:32

Well, I think it's also knowing how to speak to the client and to your audience to get them to open up to you. Because it's, you know, even with the client that you just mentioned being resistant, you figured out a way to get to her, and for it to be meaningful, and for her to want to make whatever change and connection and, you know, to face that head on that she needed to in order to get to where she is today?

N

Natalie Taylor 21:00

Absolutely, absolutely. I think, you know, a lot of times, we're taking our egos with us into spaces where no one invited it right. And as servants of servers and servants, to our client, and nobody wants to really use that word. Because the word has such a derogatory meaning for a

lot of people. But I believe that when my clients hire me, it's not about me, it's it's about me serving not just them, but their purpose. And also, even if I don't, their spouses, I serve their marriage, I serve their family, because when we design things, I want to make sure that it's not going to, it's not going to destroy their marriage success should not be a negotiation between you being happy with your family, you being happy financially, you being happy, having fun, you'll be unhappy with friends, and you'd be happy, you know, having a faith, you should be able to take everyone to the ball. And they should all be in harmony,

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Michelle Glogovac 21:58

huh? Absolutely. I love it. Let's talk about what you have out right now. Your your miracle isn't the miracle morning. Oh, no.

N

Natalie Taylor 22:10

Sorry. No, no, no problem. No problem. Yeah, so it's, I created this five day challenge. Right? And to be honest, it was from, you know, seeing so many things. So experts, and people who are big on data, have put out a lot of data over the last year and a half. And it's data about you know, yes, are people getting a lot of success creating courses, people are getting a lot of success started off as coaches. But on the flip side, we have a at least 7% of the people who are buying courses are not even finishing up. And we know that high achievers are the ones who are going out there and buying these courses. So if high achievers are paying good money for something that they know they need, or once, why is it that then Once enrolled, they're not going through the process and completed. In addition to that, this past year, I've coach just under 300 people, whether they were in my group, or they're in my one on one program, and I can tell you that there was a significant percentage of people who came in, I mean, women who are lead in departments lead in areas C suite, and they just did not get even started with us the stuff in the group, right? And so I wanted to get a sense of what is holding people from walking into the life that they know they desire and deserve. And I started to look at what things can I assess, how can I help people to move out of their way see the hidden framework that's keeping them going around in circle, you know, so it's society has these markers for success, and high achievers and high performance, we have those things. And so it's easy for us to hide amongst society as being accomplished and achieve. But the truth is, the majority of us are unfulfilled, right? So the thing is, we're checking the boxes that are easy for us school and maybe getting married and having a family and going on vacation. But we're unfulfilled because we have not yet given ourselves permission to walk in purpose, and do the things that we desired because something about it challenges, some false beliefs that we got along the way. And so this five day challenge assesses the person's legacy, their idea of the legacy they want to leave behind the story that people will tell about them. It assesses their true desires, like what do you truly desire? What don't you desire? You know, it assesses their relationship, right? A lot of people like to point the finger and say, Well, you weren't this and you know, well, how are you choosing these relationships? Let's do an audit to see what type of relationships you're attracting what type of relationships you're involved with, and reflect to see how does that sit back on your thought process your chapter process and the things that you accept and allow, right? And then also, what are some of the the challenges that you tend to experience? When you go on this journey of fulfillment? Why is it that your mind is so deep in this belief that you will never get what you want? What has happened in the past, this will bring into the mind a full awareness of all the different elements that creates this fulfillment for a person. And so



when they're ready to plan your year, you can be more specific about how they intentional about how they do that, versus getting distracted by saying, Oh, I bought a new car, I went shopping, I went on vacation on data, and this new person is like, Well, are you intentionally pursuing purpose that will leave you a legacy would profitable mutually beneficial relationships where you're constantly approaching challenges, not intimidated by them, not pulling back, not shrinking back, but pressing forward, and becoming all the things that God has created you to be, so you can move forward in the magnificence of your journey.

**M** Michelle Glogovac 26:07

It's beautiful. It's like planning out your year, but with purpose, and not even planning out the year, but, but making sure that whatever your goals are, are aligned with your purpose.

**N** Natalie Taylor 26:19

Right. So this is like the pre plan, because I did this talk with a mutual friend of ours, clubhouse at the beginning of the year, and it was why your vision board is not serving you. And um, you know, of course, do I use vision board? Absolutely. But the reason that topic was did so well in clubhouse was a lot of women started coming to the stage and said, yes, my vision board, I did get in the thing. But it wasn't what I needed. I didn't get nothing. But it didn't bring me the door and fulfillment I wanted, I did get this thing, but it actually made a lot of issues, a lot of us are just going shopping for things, or experiences, or going after positions. That seems like it's gonna bring us fulfillment, when it genuinely is not in alignment with the internal desires that we have. And there's a quote that says, you know, once you have a desire and a desire unfulfilled is, is an unfulfilled life, right. And so even if you go and you, you know, for social media, you you go and you get these other things, if you still have not pursued the one thing, or the one journey that you desire, most, you're still living a life of fulfillment, it doesn't even matter if everybody else thinks you're successful.

**M** Michelle Glogovac 27:39

So how does everyone get this? Because I obviously I need to do what I've told you, I will do it. And I'll do it next week, because I have not planned out my year. So it's okay, I'm so behind for being a planner.

**N** Natalie Taylor 27:50

You know what, I actually have a program that helps them. And that's my miracle year. And that helps them with that. But to be honest, I don't think they'll be ready for that until they go through that process. So that process is I gave you the link. So hopefully we can tag it in the show notes. Yes, but it that is available. And to be honest, I didn't want it to be a course or program. So that's why I made it five days, and instead of just giving it to you one time, and then you're overwhelmed, because I realized that too, right? That was another thing that I did a lot of deep dive in, in this year with my clients is that anything can be a trigger, Michelle, anything can be a trigger, right? Is their internal frameworks that saying you're not good enough, or you're not ready? Or what if it doesn't work? If you get something and it seems like

you can't accomplish it immediately. It's just another thing to say, see, and you can't even do that cheap, and you can't even do that easy, easy thing. So what I did was I broke down an entire workbook into five different parts, you can take five days and get it done. Some people did it over seven days, because it touched on some things if you've been in therapy, and you know, it will be a lot easier for you, right? If you haven't been to therapy for a while, there will be some things that you will find that you're sitting on for a couple of days. Right. And so it's intentionally set up that way. It's a mixture of audio, workbook assessments. So it's a bundle, right of different things that you will have to do. And to be honest, I've gotten some really amazing feedback from people who, you know, on the outside, they're winning, but they're saying, you know, oh, my goodness, there were these issues that I've been overlooking, right. And I say this to people all the time. You're a strategist, Michelle. So you can appreciate this, you know, a good strategy isn't 50 things. It's not four changes. It's not even sometimes three changes. Sometimes it's one to two thing that you tweak that gives you massive, massive impact.

**M** Michelle Glogovac 29:53

Absolutely. Yes. So can you share with everyone where they can find you and they can follow you please?

**N** Natalie Taylor 30:00

Absolutely so you can definitely see you're on these Instagrams tweets on Instagram. My name on Instagram is a women Natalie does winning and at a lie. And on my Instagram I in my bio habitat link or similar to Lincoln bio, and it has a few articles and podcasts that I've been on. Thanks. By the way,

**M** Michelle Glogovac 30:29

shameless plug

**N** Natalie Taylor 30:30

Michelle is a badass. So if you've been following you're stalking her trying to see I don't know she right for me. girl got together. Right? She's I literally seen her I recommended people to her and literally see their career literally just explode. Right? So get with Michelle, don't play with yourself. And take your your brand, and exposure to the next level. She'll get you in those nice podcasts, as well as placement in some of the most fabulous articles as well as magazine. So shameless plug Michelle,

**M** Michelle Glogovac 31:05

I appreciate that she didn't get paid for this. Everybody

N

Natalie Taylor 31:09

know, the chain didn't come to me. So yeah, you can find me on Instagram when and Natalie also have a business page that I recently launched. And it's called My architect society. And that's really a page where I share more on right now, because it's the end of the year, I'm sharing a lot of vision purpose, I'm sharing a lot of time in scheduling. I'm sharing a lot of those things as it pertains to high performance. But coming to New Year, you'll be seen a lot from you on finance, you know, as well as business development. So because I'm a high performance coach, I don't just focus on one specific area, I focus on four pillars, which is the vision, the purpose, the finance, the business development, as well as the personal development and mindset. So those four pillars help to create the harmony that people are often looking for in terms of healing and building and developing, and of course, becoming financially free.

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Michelle Glogovac 32:08

Thank you, Natalie so much. It's always so much fun to talk to you.

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Natalie Taylor 32:12

I know. I can't believe we didn't do this before. Again, we will.

M

Michelle Glogovac 32:17

I love Natalie's energy and spirit and how she puts her entire self in the work that she does. She's truly gifted and is changing lives. She's also the most wonderful example of how you can change your own life to be exactly what your dream is. I know it can be scary to confront your past or to look back at the moments that made you feel the way you do today. But it's also imperative to do so in order to achieve the future you want. Make that your goal for this new year. Allow yourself to look back and to grow from where you've come. Acknowledged those moments are mistakes. your past and your present. Don't define a future. You do my friend and it's time you start dictating. Until next week, embrace who you are, where you're going and know that you are the captain of your ship.