A person is sitting on a green wooden beach chair with a colorful striped cushion, reading a book on a sandy beach. The ocean is in the background, and there are some trees and a small island visible in the distance. The scene is peaceful and relaxing.

# BRING YOUR SOUL TO WORK

*5 Shifts to Land Your Dream Job*

# Hi, I'm Mo!

## *America's Kick Ass Career Coach*

Hi everyone, welcome! This is 5 Shifts to Land Your Dream Job, and I want you to sit tight and get ready to learn.

I am a career coach, a former executive, a former corporate person who spent their entire career climbing a ladder (and getting pretty high up there as a matter of fact). I'm here to talk to you about bringing your soul to work, and how you can super be happy with work, your career, and with your job. I call it the **"I love Monday's Club."**

I just want to make sure you're in the right place. I'm going to show you how to land your dream job without chucking it all in frustration. How to use your inner self to propel your career, business and your work.

Many of the women I work with say that they actually feel like they are being brought back to who they used to be. They lost their way.

If that's you, this is what we're going to talk about. I've guided hundreds to their dream jobs, making \$15,000 to \$100,000 per year more.

I know you're like, "that's them, not me."

Stop it!

I can help you achieve high levels of success beyond where you have imagined, I'm going to help you open yourself up to yourself.

Here are my 5 proven shifts to your dream career,  
The one you always wanted and dreamed of but could never achieve. I've helped hundreds of women, and now it's your turn!





**OPERATE FROM YOUR  
OWN GPS**

# OPERATE FROM YOUR OWN GPS

Your Global Positioning SOUL. This is your center of gravity. Your own knowingness of who you are is deeper than almost anyone knows. I want you to be aligned every single day, and never compromise. I have a woman in my course right now, she's decided to move onto a new opportunity. When she gave her resignation, of course you know what happened? "Hey, we're going to elevate you to manager now, and we're going to pay you \$10,000 more. We don't want you to leave."

She's been there 10 years, she asked for a raise 6 months ago. They turned her down and she's like, "done and done." She found a new opportunity that matches her alignment, and you know what? She was not seduced into this shiny object that they threw in front of her because she knew exactly where she was going and why.

*When you're aligned inside each day you never compromise your values, or your true soul center.*

*You know exactly where you're going and life becomes easy.*

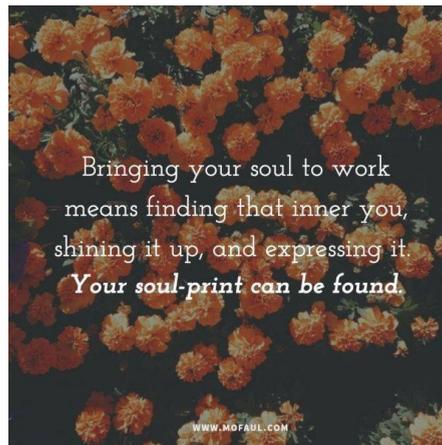
Because you know what? Your life is a mirror. It doesn't matter how hard you work when you're not aligned. There's stress, there's victim, it just doesn't work. When you are aligned, you're in joy. You are in your genius zone. It's a beautiful place to live and all the women I work with, when they get there, they just cannot believe that life can be that way! I want you to be lined up with your soul. I want you to have that center of gravity, your spiritual GPS.

# HOW?

*Use your core values.*

I want you to think about a pet or a pet that you've known. If you don't have a pet then pick a cartoon character or someone in a movie or book who you've really enjoyed. Write down right now 3 adjectives for this. Right now, do it right this very second!

These items that you just wrote about your favorite pet, your cartoon character, your favorite character in a book or movie, these 3 adjectives are your core values. This is who you are. These items, these core values, are things that you have an affinity for and you gravitate toward because they are a deep part of you. In coaching we have a saying that says, "you spot it, you got it." Check that out. I want you to be really tuned in to your GPS.



OPERATE FROM YOUR OWN GPS

An aerial view of a city skyline at dusk. The sky is a mix of light blue and orange, suggesting the sun is setting. The city is densely packed with skyscrapers of various heights and architectural styles. The most prominent building is a tall, slender skyscraper with a pointed top, which is illuminated from below, making it stand out against the sky. Other buildings are also lit up, and the city lights are visible in the distance. The overall scene is a vibrant and modern urban landscape.

**SET A DESTINATION  
WORTHY OF YOU**

# SET A DESTINATION WORTHY OF YOU

"I am worthy of more." I want you to set a destination worthy of you. There are 2 reasons why you've not done this yet:

1. You think you aren't worth it.
2. Your imagination has not leapt forward.

Could you imagine (right now) that what you know is all there is to know about your work and yourself? If there's another person who knows more than you, who's been places, who's been down the valley and up the mountain? Places you haven't been, that perhaps they can bring you ideas that you don't have? They can imagine a future brighter than you can imagine for yourself. Well that's who I am, I'm your KickAss Coach. I know how to help you bring your soul to work, **it starts with alignment. Second step is imagining a destination worthy of you.**

The first problem is that you think you're not worth it, and most people I talk to have said, "well if I make \$50,000 more, then I'm going to have to work all that much harder in my job." Not true. As matter of fact as I got paid more and moved up the organizational chart I had more people to leverage. I had more influence, and more control. If you're stuck in that middle tier and you're thinking, "well Mo, if I double my salary I'm just going to have to work twice as hard." No. This is a falsehood.

The other thing I hear from people is, "well I don't want to be like my manager, so if I get a promotion I'm going to have to be like that to be successful." That's also a myth. I want you to create a destination worthy of you. You don't have to be that arrogant jerk. You don't have to be the first one in the office and the last one to leave *everyday*. There is work involved in being in successful, but not burnout work (well not every single day.) Not trashing your entire life and your friends for your work. No, that's not what it's all about.

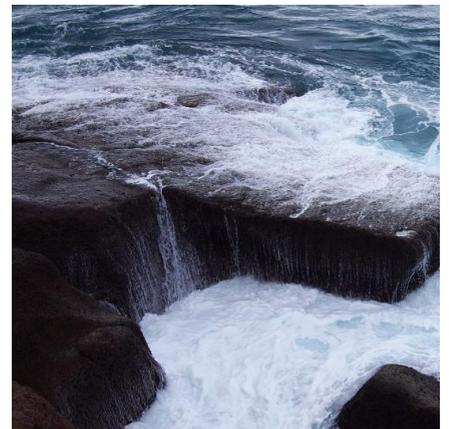
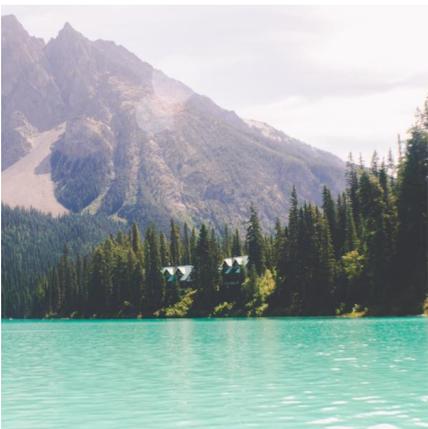
# HOW?

## *Stop trashing, start growing.*

In addition questioning your worth, you must be in a job where you can grow. If you're in a job and there's no growth then move on. As human beings we must grow. When we stagnate, we feel pain. You *must* grow, so find a job where you can grow.

Believe it or not, growing and being stimulated is the definition of success. When you're growing and expanding you feel joy. **When you feel joy you are your best self and your soul grows. You'll have more power, more influence, and you get paid more.** This is the key to landing your dream job. You're going to create a destination worthy of you and you're going to get going. Look, your ego, your fears, your limiting stories are all going to want to hold you back because they're clinging onto you. Pull them off and shut them down.

I talk to so many women who have opportunity to be a rock star but say, "oh, now's not the time. I don't have the budget for a coach." How is that working out? Take a risk. Be bold. Go for it! When you go for it, the universe matches you. I'm telling you this, if you're not worth investing in and the work you can do, then no one else is going to do it for you. This is your time. Do it for yourself.



## SET A DESTINATION WORTHY OF YOU

# SHUT DOWN THE GREMLIN MINDSET



# SHUT DOWN THE GREMLIN MINDSET

These are the thoughts that are going to come into your mind when you're trying to get aligned. All of those little scary voices, those little things that come up that are from Aunt Mary, your mom, your grandmother and teachers. All of that programming is totally embedded in your experience and you are certain that you're not worth anything.

That little voice that says, "no." That chatter inside that doubts you. That thing that crushes your confidence and stops you from being awesome. This gremlin will continue to want to feed off of you. It's hurting you in very deep ways. It is shutting you down, so I want *you* to shut it down. You've got old programming: behave, be good, don't brag, don't want money, don't show off, don't want a full life. Have you heard any of these before? I have.

Then there's the, "life is meant to suck, it's called work, isn't it? It's supposed to be hard. It's meant to suck the life out of you." Oh yeah? I don't know about you but when I got more successful, I had more trips to Napa, I drove a better car, I had cooler friends. That's what happens when you get successful. You can live your best life.

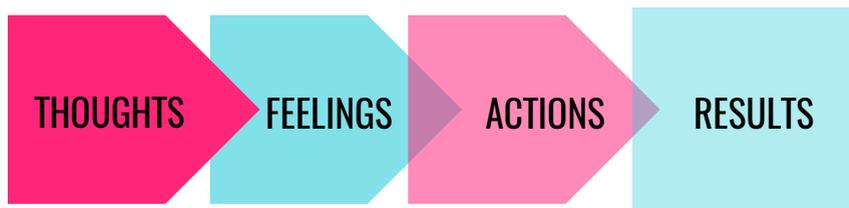
There's a famous saying that I love to say, **"You can't soar with the eagles when you're busy scratching with the turkeys."** That gremlin can be a boss, a drama queen, your best friend, your partner (*ouch*). There are people validating our gremlins and it keeps us stuck. Sometimes the gremlin looks back at you in the mirror...

I don't know about you, but I don't want to believe that life sucks. I want to live in a world where everything always works out for me. If you work with me, you'll get to know that saying, in fact you will be saying it every day. You will believe it, you will know it, and if you're like one of the ladies in my course, their little four year old daughter will be reminding you, "everything always works out for me." I want you to remind yourself now that every minute you are worth more. I don't want you to do this old way.

# HOW?

*You are not the problem, your thoughts are.*

Today you shut down the gremlin mindset. I want you to land your dream job. You're not the problem, your thoughts are. Thoughts equal feelings, equal actions, equal results. What you think is all of a sudden what you feel. When you start feeling a certain way, you take certain action. When you take certain action, you have certain results. That's the way it goes. If I think, "I can't do it," I'm going to now have fear and that fear is going to cause me to not do it.



I want you to remind yourself that you're awesome every single day. I want you to live in your core values. Set boundaries, get in the driver's seat, be your own CEO. You control your thoughts and your feelings. This is your life.

Stand up, and control your destiny. We need to be role models for our kids, our family, the people at work and **role models for our own freaking self**. The new way is to bring your soul to work; it'll guide you. Do something new at work that's aligned with who you are. Take charge of something that fuels you. Brush up that resume and LinkedIn profile. Get ready to brag. Your life is worth it. Get that interview, ask for a raise!

How about a transfer so you can be closer to your son on the other side of the state, like one of the women in my course did? She was scared to death that by asking for a transfer, they would fire her. I had to coach her through that. We got the gremlins out of the way, it was fully in alignment with herself. It was a destination worthy of her. She's enjoying her job better. Only you are in control of your destiny, no one else is. No parent, no husband, friend, partner or boss; it's you. Take responsibility, and make it happen.

SHUT DOWN THE GREMLIN MINDSET

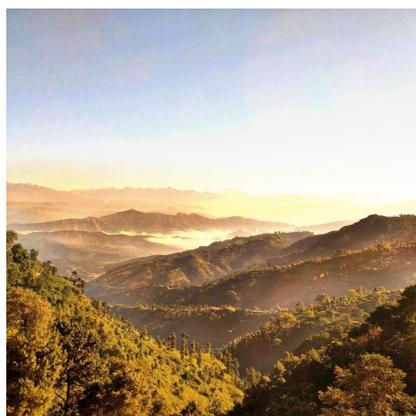
A woman with short brown hair, wearing a white button-down shirt and a gold necklace, is looking down at a document she is holding. The document is partially visible, showing some text and a small image. In the background, a window looks out onto a bright outdoor scene where a red car is parked. The text "OWN THE ROOM" is overlaid in a white box across the middle of the image.

**OWN THE ROOM**

# OWN THE ROOM

All successful people find a way to own the room, and it doesn't mean you have to be some show off. It doesn't mean you have to be a salesperson. It just is a certain technique that I'm going to teach your right now because I want you to be a rockstar. I teach presentation techniques for hours. Your influence in your organization and your confidence in how you show up in a meeting is the difference between people I've seen succeed and people I've seen just sit around. It's not about the PowerPoint, the reports, the information you have to share because we know that you're cool on that stuff.

It's about being in front of decision makers and owning your confidence, your alignment and connecting with others. There's a very simple way of connecting with others and providing great influence. It's not with the spreadsheets or papers you hand out. You're going to bury people in content and there's no connection. How do you engage the audience? It's how you structure your presentation. I've taught this for years when I was an executive, I taught my team how to do this in client meetings, and even in emails.



# HOW?

## *Context, content, and conclusion.*

There are three components to engaging anyone in what you want them to understand: context, content, and conclusion. The beginning, the middle, and the end. When it's just that simple, it's a little boring. When it's the hero's challenge, the struggles they go through to redeem themselves, and the amazing result. Think about any story and any movie. When you conclude your presentation, give only 2 options. Not 10.

I want you to own the room, I want you to also use nonverbal techniques to soar. **Language, pace, tone, keywords, body language**. If you're in a meeting with me and you've noticed my language pace has been fast, my tone has been high, keywords I use. Am I using fielding words or thinking words? I'm mostly probably using feeling words. What about body language? Try leaning forward, using your my hands, moving around in the chair. I use active body language, so if you were in a meeting with me, you would want to match that. I want you to match my language, pace, tone, keywords, and my body language. Then you're going to relate to me, and I'm going to feel like you're awesome because you feel like me. When we do that, we can connect with people.



### *Quick Tip*

Try a power pose. [Check out Amy Cuddy's TED Talk](#). Try standing like Wonder Women for 10 minutes before you present. You'll be amazed at the confidence it will give you!

A top-down view of a wooden table with a slatted texture. In the upper right, there is a clear glass of water. Below it is a white coffee cup on a saucer with a spoon, containing a latte with a dark spot. To the left of the coffee is a large, dense green plant. In the lower right, a black spiral-bound notebook is open, showing a page with faint pencil sketches and the text "DREAM BEYOND YOUR LIMITS". A blue pen and a small white container are also visible on the table.

# INVEST IN MENTORING

# INVEST IN MENTORING

The 5th shift is you must find people who have been where you want to go, who are more successful than you, who know techniques and principles. You know what? I hired my first coach 17 years ago. I've had a coach and some mentors, but mostly someone I hired to help me see things I couldn't see on my own. To help me navigate the corporate world, to help me navigate politics and navigate myself.

## A good coach or mentor brings you two things:

1. New ideas, and accountability. There are already new ideas in your head now.
2. A great mentor will also put powerful people together so that you can hang with people who are in a like-minded journey. And it multiplies everyone's effectiveness.

In my workshop we have people interviewing for new jobs, starting new careers, building businesses. You're going to hear me coach people about an interview, or negotiating an offer letter which I just recently did. I got a woman a \$5K increase. She was ready to just take the job and I said, "you know what? Let's negotiate this." She got a \$5,000 increase in her offer letter within two days of getting the offer. She felt awesome just asking. She would have never asked before, and she felt awesome when she got it. She's a freaking rockstar now.

I'm coaching women all day long on limiting beliefs, getting aligned, owning the room, creating a destination worthy of you, and if you want to be in that room, virtual of course, with those women and learning your journey, and gaining the same things, and hearing how they're doing it, and hearing how I'm coaching, you're going to get hundreds and hundreds of hours' worth of coaching by listening to what I'm working with other women on, as well as yourself.

# HOW?

*Book a FREE Clarity Call now!*

This is a key choice right now. You've heard this information, you're motivated, you've got excitement. My team and I have set aside some time in the next week. We want to speak with you personally about how you can apply these ideas to your career starting today. Cost is free, and it's called a "career clarity call." I want you to be absolutely committed to your success. You must want to land your dream job, you must want your true alignment, and know it is what separates you from success. You must know and feel deserving of your worth.

Take advantage of being excited and knowing the 5 shifts. Do it now! It's so important that you take action for yourself. It's your life, and you're in charge.



**BOOK A CLARITY CALL NOW!**

INVEST IN MENTORING

# ACTION STEPS

*Step 1*

*Step 2*

*Step 3*

*Step 4*

*Step 5*



*Ready to take the next step?*

**BOOK A CLARITY CALL NOW!**

Go to [mofaul.com/strategy](https://mofaul.com/strategy)