

Podcast Episode #016

How to Exploit the Genuine Power of Jealousy

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Announcer: Welcome to the LiftOff Project with Coach Pamela

Pamela: Welcome to The LiftOff Project. I'm Pamela Mitchell, your host and your coach. This is the podcast devoted to helping you mold your professional self and your personal self into an enhanced version of your best self. My goal is to help you take control of your work and your life, feel more relaxed and confident, and experience the satisfaction and fulfillment of a sustainable, successful life. Today, we are talking about how to exploit the power of jealousy, so in Tales from the Coaching Front, I'm going to give you some tips for turning what can seem to be a negative emotion into something that's positive for you.

In Ask Coach Pamela, I talk about the most common mistakes I see when people are applying for jobs, and tips that you can use to avoid making them. I've got lots of great stuff on top for you today, so let's get this show started.

Announcer: And now, it's Tales from the Coaching Front.

Pamela: In a recent coaching session, a client admitted to me that she was feeling pangs of jealousy when she looked at certain things in her friends lives and in some of her work colleagues lives. She felt a little bit like, "Oh, I don't want to admit this to you." But then I said to her, "You know, I have gone through the same things," there was just this immediate feeling of relief because sometimes when we're a coach and we're there helping people through things, they think that we're somehow not human. I could tell her, yes, I have had those pangs of jealousy, I'm human too, and I've actually come up with a way to work with them within myself and I can share that with you. So this was the topic of our conversation. I wanted to bring that to you guys because sometimes when we're out looking at things in the world, whether it be with our friends or what's in the media, we're being triggered by all the stuff we see and we can say, "Gosh, I wish I had that," or "I feel jealous or envious of people having things."



Sometimes when we're experiencing those feelings of jealousy, it triggers guilt within us because we think, "I shouldn't be feeling that way, I should be a better person than getting into these feelings of jealousy." But there's a really important use for jealousy that I've found. Here it is, I'm going to share it with you.

My story is that I had this huge experience with jealousy when I was working in my very first entertainment job. My boss at the time told me about a peer, a colleague who had just left the company who had gotten a great job as a VP at a major network and bought a loft in SoHo. I experienced this huge wave of jealousy in a way that I had never experienced before. I mean, it was just like this whole thing just went through my body like, "Uh, oh my God, she's a VP and she's got this loft." I mean, just like that little green monster was alive, kicking, and almost strangling coming out like, "Oh my God, I cannot believe this, she got all those things."

It was so strong within me that I was actually kind of shocked because I'd never felt that depth of jealousy before. Even though I wasn't a coach at the time, it was so strong, but then I decided that I would take a step back and look at it. What I realized in looking at this feeling within myself, the strength of this feeling in myself, was that it had to be some kind of signal. What it really signaled within me was that it was a deeply held desire for something that I wanted myself. It was hard for me to admit that because I had just gotten this great job in entertainment, but there was a part of me that wanted more. Once I could take a clear look at the jealousy, it was a directional to point me towards something that I wanted.

Here was the thing, the jealousy was coming in because I felt that this person had gotten these things and somehow, it wasn't accessible to me.

What I realized then that I wanted to share with you is that sometimes when we're feeling jealous, it's because we're operating under that erroneous assumption that whatever that person has is not available to us. What we have to do is actually break that down and ask ourselves, "Is that true?" When I broke that down for myself in the moment, what I realized is that actually it wasn't true. Now, I couldn't have had that exact job. She already had it. And I couldn't take her loft in SoHo because that was hers. But what I asked myself in that moment was, "Well, is that the only VP job in all of New York City?" Of course when I turned it around and asked that to myself, I was like, "Well, I guess there are other VP jobs available." Then I took it one step further and I said, "Is that the only loft available in New York City?" Then I started to realize that it was even more ridiculous, this erroneous belief that I had that somehow these things weren't available to me.

After that, I said, "Okay, if there are obviously other VP jobs and there are obviously more lofts in New York City, then what she has is available to me. Now that I know that this is something that I want, I can make that a part of my future plans to create for myself." Jealousy was very, very important in that moment because it showed me what I wanted to create. Once I had it in my head that I wanted that VP job, and I wanted that loft, even though in that moment I didn't have it, three-and-a-half years later I actually did



land a VP job and I bought a loft in Tribeca. So use your jealousy in a way that it can actually be a beacon to direct you towards what you want.

Now, that's one particular situation for jealousy, but there's another situation when jealousy comes up as well. This is one that I was speaking to my client about, and I gave her another example from my own life.

This came up when I, in between jobs, decided that I was going to take some time to travel overseas. I was going to take three months and I was going to go to Southeast Asia. This was in the middle of my entertainment career when I left one job and I just decided I needed a break because I had been travelling on business so much. Now, I wanted to actually go someplace in the world that I chose as opposed to going there for work, so I picked Southeast Asia because I had never been there.

A friend of mine experienced a huge wave of jealousy. Again, I wasn't a coach then but somehow I recognized this. For this friend who had a big jealousy of my going off, it showed up in the way that he decided that I was being irresponsible. He was telling me, "You're being irresponsible, you should be going and looking for another job." What I realized is that, that feeling, what he was saying was coming from a sense of jealousy, from a sense that he didn't feel like it was accessible to him.

The truth was, it wasn't accessible to him in the same way at that moment because he had children and I didn't. Therefore, when he said, "You're being irresponsible," I actually wasn't. I wasn't married at the time, I didn't have children, it was this very rare moment where I actually had time and I actually had money and I was free. I wanted to be able to take advantage of that. In recognizing that he was feeling this jealousy, I could guide him to a solution that helped him have what he wanted. I reminded him of the good of his own life because sometimes when we're feeling jealous of others, you forget you have some wonderful things that are in our own life. Even though I was "free," I didn't have any kids. He had these amazing kids and he had this amazing wife. I said to him, "Yeah, I can do this because I don't have family, but you've got this great family. So yeah, you can't run off the way that I can run off, but if you had the ability to take a break, what would you do?" He said, "I would spend the summer with my kids." I was like, "Great, then that's what it is for you."

The important thing to remember in these moments is that when we're feeling jealous of someone else, we have to analyze what it is. Sometimes it's not the thing, sometimes it's the experience, and so you want to say to yourself, "Would I give up the good that I have to trade off for what they're having?" Of course with my friend, he wasn't going to trade off this fabulous family he had. It was a matter of then taking the second step of, "How can I recreate that in a way that works for my life?" In fact, he did end up having the ability to do that and had this amazing summer with his kids.

So my wonderful LiftOff listener, I'm going to break this down for you and give you the full summary for how to handle jealousy. It can be one of two things for you. If you have an erroneous belief, we want to analyze it.



Are you believing that something is inaccessible to you? If it's the case, then ask yourself, "Well, is it true that this is inaccessible to me?" If it isn't true, then put it in to your goals to actually accomplish that for yourself. In the case when perhaps something that you're feeling jealous of isn't truly available to you because of your life circumstances, then remember the good of your own life and see how you might recreate that within the context of what you already have. Ask yourself, first of all, would you be willing to give up the good that you have for the unknown of what you see? Because many times when we're envying someone else or feeling jealous of what they have, we don't really see the full picture. What our heads don't like to acknowledge is that every decision is a choice.

If the decision were to be able to do something that you're envious about but you'd actually have to give something else up ... see? We always forget that piece. You have to acknowledge that it involves choices. If there's a way to look at somebody else's life and see the choices that they've made to give them what they want, you can ask yourself, "Is this a choice I am willing to make?" Sometimes when we look at people and we envy, say, the amount of money that they have or that they're very successful in business, we actually have to look a little bit more deeply and see how much they've actually worked and how much their time has not been their own to create that level of wealth. Then you have to ask yourself, "Am I willing to sacrifice that much in my own life?" If the answer is no, dial back on that feeling and be grateful for the choices that you made.

To exploit the power of jealousy, here's what you do: use it as a catalyst to either move into action to create what you see because that's the goal that you want, or see jealousy as a call to more deeply appreciate the good you already possess in your life and move into gratitude.

That's it for Tales from the Coaching Front. Now onto our next segment.

Announcer: Got a question? She's got your answer. It's time for Ask Coach Pamela.

Pamela: Today's Ask Coach Pamela comes from a question that I am asked pretty much every single time that I am out speaking at conferences or workshops. Somebody in the audience raises their hand and they say to me, "I have been applying for so many jobs, I've been trying to reinvent myself, I have put everything out there, and I have just not heard back. I have not been getting any attention."

Every time I ask the question about what people are doing, they tell me a couple of different things. What I find out is that people are making the same mistakes every single time in their search to pitch themselves for a new job for reinvention. Today's Ask Coach Pamela is all about the biggest mistakes, the three biggest mistakes, that I see people making when they're out applying for jobs, and some tips for how you can avoid them.



Mistake number one that many people make is applying for a ton of jobs. Now, it might seem very, very easy in the days of online applications to just apply for as many jobs as possible. I can understand the thought process behind that. Just increase your odds by putting as many out there as possible. Why this isn't good is because you are wasting your energy and you are not actually hugely increasing your odds. Every time you click that little button to apply for a job, you just kind of figure, "Hey, I'll toss it out there, that's a little bit of energy." But that energy that you're using to apply for random jobs really isn't paying off. In this case, you'd actually be better gathering your energy to apply for a fewer amount of jobs, but more focused.

How do you know it's too many jobs that you're applying for? Well, the way you can tell is that if somebody gets back to you on a job, you actually can't really remember the details and you have to say, "What is that job again?" That's how you know you've been applying for way too many jobs. The tip is to narrow your focus to the jobs that you truly want and to gather your energy to make very clear pitches for those particular positions.

Mistake number two is sending out a general resume. By that I mean one that is not specifically targeted to the job itself. How you know you're making this mistake is by looking at the job skills and the functions that are in the job position that's been posted and the words that are used in that. If there's no match between what you see posted and your own materials, then you have some work to do.

Now you might be thinking, that's way too much work for me. Well, this goes back to mistake number one. If you're just applying for a huge amount of jobs, well yeah, it is too much work to try and adapt your resume for all of those. That's why you don't want to be making mistake number one. You want to be able to focus on those core jobs that you do want and then you can put in the effort to really shape your resume, which is basically your pitch to get people to call you back for an interview. You can shape it to what they truly want so that you can increase your odds of getting that call back. Stop applying for so many and then begin to look at what they want. This is a tip: look at what they want, look at the words that are used, think about your background and how you can demonstrate that you're able to hit the accomplishments, the job roles, and the responsibilities that they're seeking.

Now, mistake number three is relying solely on online job postings. Again, many people make that mistake because it's so easy, it's there, and there's an infinite amount of jobs that you can apply for. Every day, people sit down and they think, "Okay, I'm applying, I'm applying, I'm applying." But if you're only using those online postings, you are missing a good portion of the job opportunities that are truly out there. This isn't good, and you're missing out. Again, you're limiting your pool and there's more competition for those jobs because everybody is seeing them. Again, if you're doing a focused, targeted job search for the jobs that you really, truly want, you can identify the companies that you're interested in and then make a plan, a very strategic plan, to try and get in front of them.



Now, here is where online can be your friend. Do the research to see what's going on in the news, do the LinkedIn search. LinkedIn is your friend for this to see who in your network might be able to connect you with someone in the organization that can give you some feedback or some intel on what's going on, the initiatives within the company, or even put you in front of a hiring manager, you don't know. The key is to try to tap into the human aspect of it as well because ultimately, the people will be hiring you for jobs. It's not a computer that hires you for a job, it's a computer that filters, but it's a person that's going to hire you for the job, so ideally, you want to make connections with as many people as possible. Take these tips and you'll be able to shift the odds in your favor to land the job that you want.

That's it for this segment of The LiftOff Project. Be sure to visit our website, theliftoffproject.com/podcast where you can download a transcript of today's episode. If you have a question for an upcoming segment on Ask Coach Pamela, go to theliftoffproject.com/question and leave me a voicemail. If I answer your question in a future episode, I'll send you a free deck of Reinvention Cards as a gift, so please head on over there, leave me a voicemail with a question. You can also connect with me on Twitter, Facebook, and Instagram at The Coach Pamela. If you enjoyed today's episode, please leave a review for us on iTunes. Your feedback truly does make a difference.

Today's LiftOff inspiration comes from Maya Angelou who says, "What you're supposed to do when you don't like a thing is change it. If you can't change it, change the way you think about it." So change the way you think about jealousy and use it as a catalyst for good in your life. Thank you for listening. Remember, why settle for good when great is waiting? Take one small step this week to lift your life. Bye for now.

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