

Episode 188 "I've got you" Energy

[00:00:00] **Heather Hansen:** Before we get started today, I wanted to tell you about a new offering that I have. It is a private podcast called advocate with elegance. It's for any of you that are interested in learning how to advocate for your boundaries, your pocket book, your potential and your dreams with a little bit more elegance.

The way that it works is I'm going to be sharing three queues in this private podcast, three things that have helped me and my. Learn to be better advocates. The first queue is a qualified recommendation. This is a podcast, a television show, maybe a piece of technology or something very cheap that I bought on Amazon that has helped me to become a better advocate.

Number two is a question. Questions are the magic wands of advocates. And I am going to share questions that have helped my clients become better advocates for themselves in their dreams. And then the third thing is going to be. Because I believe that quotes change. Your perspective and perspective is one of the tools [00:01:00] of an advocate.

This private podcast will be coming to you automatically in your podcast feed every other week, starting in October, if you sign up for the private podcast, that's it. It's that easy. It's free. It's for you. If you want to advocate for everything you want in your life with a little bit more elegance. The link to sign up is in the show notes.

I can't wait to hear from you there, where you're going to build a community around advocating with elegance in that podcast and in that place, in the. Back to the elegant warrior.

This is the elegant warrior podcast. It's the podcast about elegance in all of its forms. We're talking about our definitions of elegance and how we maintain it in times of. We're also talking about how we can advocate for ourselves with elegance and in a way that makes us most likely to [00:02:00] win. I'm your host, Heather Hansen, author, speaker, consultant, trainer, and self-advocacy expert.

Let's talk elegance.

Hello, my elegant warriors. This is episode number 180 8. "I've got you" entered. So today I want to talk to you about, ""I've got you" energy", because this energy, this type of energy can be completely life-changing. It can change your life. If you are on the receiving end of it, it can change your life. If you're on the giving end of it as well.

And there are ways to help you to get better at it. So first I want to define for you what "I've got you" energy is. And some of you may already know, as soon as I say that you might sort of feel it, that feeling that when someone looks at you and says, "I've got you" and you believe them, how that can be life-changing.

But for those of you that don't know that feeling, or aren't quite sure I want to describe for you what this is. "I've got you". [00:03:00] Energy is a feeling that you can believe the person who is talking. That you can believe in the person who is talking to you and that you can believe that they want to help you.

If you've been to any of my keynotes or talked in at any of my trainings or coach with me, you know, this is also the definition of credibility. "I've got you". Energy is your credibility, but it feels a little bit more tangible sometimes. So let me give you an example in my life of someone who had, "I've got you" energy and someone who didn't.

So I moved to Philadelphia this summer and right after I moved, I had to go to Merck. I got to go to Myrtle beach to give a keynote, which I was really excited about, but I didn't have someone to take care of the dog. I just moved. I didn't have a dog sitter yet. And the dog wasn't super psyched about being in a new apartment as it was.

And so I tried to, I, there was about five days between the time that I got to Philadelphia and the time that I had to go to Myrtle beach, where I tried to find someone who could walk him every day so [00:04:00] that he would know that person and then be more comfortable staying with that person, that person was going to sleep at my house while I was away.

So I found this woman through a service and she did not have, I've got. I didn't feel it. My dog Wolf didn't feel it. He didn't seem to trust her. I didn't feel like I could trust her, but I wanted to so badly. I wanted to believe that she was going to help us. I wanted to believe her when she said she was going to help.

And I wanted to believe in her that she could help us. And I wanted to believe so badly that I sort of forced myself into believing. So when the day came, she came and walked him five times and all five of those times, I felt no "I've got you" energy whatsoever. But the day came for me to leave. I left in the afternoon and flew to Myrtle beach.

I got in, got settled, had dinner with the client, got to my room and looked at the camera, which the sitter knew I had to see whether she had arrived yet. And she had. And she had said she'd be there at six and it was. I hadn't [00:05:00] left the light on because I thought she'd be there before it got dark. Wolfie had never been alone in the dark, in his apartment.

He'd never been alone in the dark at all. And he was freaking out. He was pacing. He was whining. He was crying. He was jumping up on the couch. Of course, this got me all worked up. And I was upset and trying to call the sitter. No answer. I tried to text her no answer. Ultimately, thank God for friends. My friend Holly came over and spent the night with Wolf.



The woman finally got back to me around 10 o'clock and I fired her and kicked myself up all night for not believing. When I knew that she didn't have us. She didn't give us that. "I've got you" energy. When I came home, the speech went great. Thank God. When I came home, I went to look for another sitter and found Sarah, who is our current sitter.

Sarah immediately had. "I've got you" energy. When she came to meet with Wolf, she immediately got down on the ground with him and played with him and he responded to her. And I could tell that he trusted [00:06:00] her and I trusted her. I believed in her the way that she interacted with the dog, her experience, as reflected on her website, I believed in her ability to care for the task.

I believed her when she said I'll be here tomorrow at two, I'll be here this weekend for the afternoon. I believe she was actually going to show up and I believed she could help us. I believe that she cared and all of those together were her credibility and it gave her this, "I've got you" energy. When someone believes you, believes in you, and believes that you can help them.

You've gotten, "I've got you" energy now in my keynotes and in my trainings and with my one-on-one clients, we talk about the five core competencies of an advocate. And the most important one is credibility. Because if people don't believe you, you can't win. And that is what "I've got you". Energy is when you have, "I've got you" energy, you are a magnet.

I had, "I've got [00:07:00] you" energy with my legal clients. I recently had a conversation with a doctor who I, the very first trial I ever had any experience with. I was a second chair still in law school. He was the defendant. And over the years I had represented him as well. And I just recently had a conversation with him.

And he talked about how, from the moment he met me, he believed me when I told him something, he believed in me that I could do what I said I would do. And he believed that I wanted to help him. And he told me when I said, "I've got you". He believed me now. I gave him that gift of "I've got you" energy. He gave that gift to his patients.

I know for sure. This is a very well-known surgeon. I know for sure that when he said to his patients, I've got. They believed him. They received that and they believed that he wanted to help them, that he had the talent. They believed in him that he had the talent and the experience and the capacity to help him and believed him [00:08:00] that he was telling the truth.

I see this all the time with my coaching clients. I've got them and they believe me and because they believe. They start to trust me and they start to actually build that belief in themselves. My "I've got you" entered. Allows them to have. "I've got you" energy for themselves. "I've got you". Energy allows you to take risks.

When the doctor believed that I had him, he was more likely to get up and testify when he believed that I had him, he was more likely to want to prepare something a little bit more out of the box when his patients believe that he has them, they're more likely to undergo the surgery. "I've got you" energy also allows you to sleep easy. I know that doctor slept better at night during



trial, knowing that I had him, I know his patients sleep better at night, knowing that he has them. "I've got you" [00:09:00] energy. Does that make sense? An "I've got you" energy allows you to win because the doctor sleeping better because he's taking more risks because he's resting more easily.

We are better as a team at trial because his patients are sleeping better because they're actually willing to have a surgery that scares them. They are getting healthier. "I've got you". Energy leads to wins. "I've got you". Energy is a gift. You can give it to yourself. I think the most important thing that you can take away today from this podcast is that you can give, "I've got you" energy to yourself.

You can have your own back, you can have yourself. And when you do, you become the strongest at. Ever, and this week's private podcast. I am going to tell you the story of when I started advocating for myself, when I first started developing, "I've got you" energy for myself. It's the story [00:10:00] of my life. The fact that I was allergic to myself and what happened as a result of being allergic to myself.

And it's really my story of self-advocacy. If you're interested in that you can sign up for the private podcast at the link to the show notes here, you can also sign up for it. My Instagram link, which is at I'm Heather Hanson in that private podcast, I will share with you. The story of when I realized that I had to have my own back and how I went about doing that and how that then led me to become an extraordinary advocate for myself and how that changed my life.

When you give yourself, "I've got you" energy, you start to believe you, when you make yourself a promise, you keep it. When you set yourself an expectation, you meet it. And when you can't. You start to believe in you, you realize that you have the capacity and the strategies and the talents and the passions and the experience to do the thing that you want to do.

And you believe [00:11:00] that you can help yourself. And in fact that no one can or will do it for you. When you have built this kind of credibility with yourself. When you have given, "I've got you" energy to yourself, it will help you the next time that you have. Because you can look in the mirror and say, "I've got you".

It will help you the next time that you don't get what you wanted at work. You don't make that sale or get that raise. You can look at yourself in the mirror and say, "I've got you". It will help you the next time that you want more, but you are afraid to admit it. You can look at yourself and say, "I've got you" and it will help you the next time that you don't know how to ask for more.

You can look at yourself in the mirror and say, "I've got you". When you're advocating for yourself, there are really three steps. The first step is knowing and owning. What you want. The second step is asking for it. And the third step is getting it, which means that you have to ask in a way that makes you likely to get it.

Some of my [00:12:00] clients have trouble with the first step. They don't know what they want. Usually they actually do know what they want, but they don't own it. They're afraid to admit it. They're afraid to want what they want. Some clients come to me with trouble with the second



step, they don't open their mouths and actually ask for what they want usually because they don't own it.

The third group comes to me and they're asking for what they want all the time, but they're not effective at it. So they're not getting it. The first two groups, the ones who aren't willing to know or own what they want or the ones who don't ask for it. That's an inner jury. That's an, "I've got you" energy problem with yourself.

We need to work on you, realizing that you've got you, that when you look at yourself and say, "I've got you", you can believe it when you are not doing well. You're asking, you know what you want, but you're not getting it. That's usually a situation where your outer jury of clients or customers or friends or family.

They're not feeling that energy. That's an outer jury. [00:13:00] We can fix both together, but they are different problems. And the "I've got you" energy with yourself is the beginning of fixing it. It's also really interesting. And I don't know enough about this. I only have dipped my toe into it, but I'm going to dip in a little further, and we may talk more about this, but your nervous system responds to "I've got you energy" and if you can give that to yourself, your nervous system will thank you. Your vagal nerve runs up and down the length of your body. And for me, the vagal nerve has led to a lot of my health issues. We can get into that in another, another episode, but it is the nervous system that sort of responds to this energy.

When you tell yourself "I've got you", you're no longer looking around for someone else to save you, someone else to advocate for you, someone else to have you, you have got your. I work on this a lot with my coaching clients and when I do, and when they step into "I've got you" [00:14:00] energy, their lives change.

They 10 times their income, the, the number. And I struggle with this 10 times number because I had someone do a study for me on some of my clients. And they found out that one of my clients got 20 times what she paid me back in a raise after. Getting this "I've got you" energy. And I found that hard to believe.

I kept going back to the woman and saying, this can't be right, but it was right. And these are the types of results that you get when you build credibility with yourself. And you learn to advocate for yourself. I'm doing a strategy experience for 2022. This is something that many of my clients have asked me to do.

And it is extraordinary. It's not a strategy day because it's more than that. It is a combination of time spent with me in person, time spent with me via phone time spent with me via email and also private, personalized podcasts that you can listen to. And all of this is meant to prepare you [00:15:00] for the thing that you want to advocate for in 2022, if you're interested in that there is a link to sign up for a consult with me to see whether it's a good fit in the show notes, but part of this experience.

Establishing a foundation of "I've got you" energy. Start today, make yourself promises and keep them. Set yourself expectations and meet them. And when you can't own it, that's the foundation



of credibility. And if you start with just that today and tomorrow, you look at yourself and say, "I've got you". You are far more likely to believe yourself.

Now, if you're interested in this, I am going to dive deeper and talk about my personal story of self-advocacy on this week's private podcast advocate with elegance. It is free to sign up. You just have to hit the link in the show notes to sign up for that private. And you will have access to it. You will get it automatically in your podcast, feed on Thursdays and automatically every other Thursday, it automatically pops up, but "I've got you" energy, if you can get it with [00:16:00] yourself, you change your relationship with yourself and you change your life. If you can establish it with others, you change your relationship with others and you change your life. The opportunity is there. This energy is completely accessible to you. All you have to do is the specific steps to build your credibility and you will have it.

I promise I'll be back next week. Some of you will hear from me on Thursday in the meantime, have a great holiday and take good care. The elegant warrior podcast is brought to you by boyles naturals. Boyles Naturals is a woman owned mission-driven natural body and skincare products. Katie Boyle has developed soaps and oils. Of course, all of these things meant to take good care of you and your body in a natural way. Find Katie's products at boylesnaturals.com. And if you let her know that you found her through the podcast, she will give you free shipping. That's boylesnaturals.com. [00:17:00]

