

**LNP 245**  
**How to Develop a Successful Approach to Legal Nurse Consulting**  
**Belanie Dishong**

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**Pat:** This is Pat Iyer. We are in our third year of broadcasting the Legal Nurse Podcast. Last week I started a new tradition – sharing the best of the best. I found out which shows you listened to the most and am bringing them back. The podcast you are about to hear was the most downloaded interview in 2017. Belanie Dishong is a mindset coach who teaches techniques that empower her clients to create breakthroughs that lead to life changes.

This is Pat Iyer and welcome to Legal Nurse Podcasts. Today we'll be hearing from Belanie Dishong who is a mindset coach. We'll be talking a little bit more about what that means. She's the founder and CEO of "Live at Choice". She's an author of a number one international best seller. Belanie is also a keynote speaker, workshop leader and an expert in experiential training techniques that empower her clients to create breakthroughs that lead to transformational and sustainable life changes.

I've known Belanie probably seven years and well after she started her business in 1993. She has led thousands of entrepreneurs and corporations in effectiveness workshops, resulting in greater performance, passion and success. Belanie and I are both part of a coaching program. I've observed her in action - teaching, sharing her perspective and her knowledge in helping people understand through a proven process and tangible tools to experience critical self-discovery.

I think sometimes we are a mystery to ourselves. Belanie helps to bring out that understanding in participants so they know where they are experiencing limitations in their relationships, finances and careers. It then teaches them how to transform those barriers to make new choices and create the success they desire.

Belanie, I'm so pleased that you can join us for this program today.

**Belanie:** Pat, it is wonderful being here. Thanks for having me.

**Pat:** Let's start with an understanding about what is mindset?

**Belanie:** The definition of mindset is a fixed understanding that you believe in and you support. It's basically your belief system. Everybody has one, so when we talk about mindset I want to let everybody know we all have one and it's all based on the belief system that we have. It is

exactly that and it's a fixed understanding and agreement that you ascribe to. That's what mindset means.

**Pat:** How did you get involved in helping people with mindset issues?

**Belanie:** Well, by the request of others. That seems probably lightweight, but what's interesting Pat is I had lived the majority of my life with no real idea whatsoever that I had the opportunity to affect my own life. I really didn't have a mindset if you will that I had any real control over the way my life showed up. I literally lived 35 years waking up each day to what came at me.

I knew I made choices in my relationships. I knew I made choices in the jobs that I took and the career paths that I took. However, everything else was just kind of the way the circumstances rolled out. I often hear some people say, "These are just the cards I got dealt" and that's how I lived for a very long time. All of a sudden a lot of the circumstances in my life that I had made choices that put me in those circumstances started to crumble.

I woke up basically with a husband walking out the door, which was at the end of multiple divorces in my life. My home was in foreclosure. I had owed over \$40,000 to the IRS and my car was in repossession. I was a professional making a lot of money and I was living totally oblivious to what was going on around me. I was not present and aware. My mindset beliefs were that you just take each day and live it as it comes to you. When I had all that come down at one time in my life Pat, I was left with the decision of how am I going to turn this around. That was after I took the ultimate, which was an attempted suicide.

I want to say to our listeners right now and to you that, that mindset drove me to that decision. Our mindsets play out in our circumstances. If you want to know what your mindset really is doing for you or where it's limiting you, look at the circumstances you're in. When I woke up on that bathroom floor, the thing that was most important for me was I heard, "You are the common denominator", meaning that I'm the one who's making all the choices in my life.

All of a sudden I went into this thought process over a very short period of time that if I'm making these choices and these are the results I'm getting, then what is it that I need to know about me that has me choose other things to bring about other results? That's when I discovered the power of mindset, learning the steps and creating the steps and the processes of how I can turn my mindset into something that may be more successful rather than to have such broken relationships, issues around money and living my life with my eyes basically closed.

People saw what I did in my life in completely and totally turning it around in relationship, career and money. When that took place Pat, that's when people said, "You must teach us what you know about mindset."

**Pat:** That's quite a transformation that you're describing.

**Belanie:** It's from all of that, that I now have a business of over \$2 million since 2012. I have a marriage now of 29 years. I have an incredible family and live in a home that I love. I just have completely another life and that's been going on since 1985. When I talk about mindset change and mindset shift, I'm talking about a mindset change and shift that is sustainable where it becomes you.

The mindset I had before became me, Pat. I was functioning totally consistent with the way I believe it was and from that I got the results based on that set of beliefs. Now I have a totally different set of beliefs and from that I have a totally different set of results. We all know that belief determines our outcomes in life. Beliefs determine the results we're going to have and I'm living proof of it and so are my clients.

**Pat:** Our listeners are nurses who I am sure have seen people who are significantly influenced by mindset in their clinical work, as well as in their work as legal nurse consultants. I'm thinking specifically of a person who gets into a car crash and ends up with multiple fractures. There can be a downward spiral in that person's life. The car is gone. The job is gone. The role has changed. The breadwinner if it's a man for example and it doesn't have to be a man to be the breadwinner, but

the breadwinner can no longer bring in income. Stays home, is depressed and gains weight.

It becomes a vicious cycle and yet there are other people with the same types of injuries who have a completely different course. They figure out how to overcome their obstacles. They figure out how to get a job that's consistent with their new physical realities. They participate actively in rehab. They get stronger and they get back on their feet.

Tell us about how mindset affects success in those instances.

**Belanie:** That's a beautiful analogy in that it is so accurate. Pat, we can take the same accuracy in comparison. You can take let's say for instance two people who have made millions of dollars in the stock market. The stock market crashes and one of those people goes on and builds success again-and-again, and millions of dollars again. The other person commits suicide or goes into depression and just gives up and it's over. That's where the inquiry started for me. It's like, "Why am I lying on this bathroom floor when other people have gone through the same thing?"

That was my first a-ha and that's why I'm so committed to this work that I do. This is no political conversation. This is literally something I want to say that just occurred. We had Dr. Carson who's the head of HUD make a statement in front of a large audience that poverty is a mindset. He didn't say mindset, but we're going to say mindset because it is what it means.

You can have someone who is very successful, earn a lot of money and will continue to always be successful. You can take a person who's in poverty, impoverished and a victim. We can prove all the evidence why they should be there and you can give them all the money in the world, including winning the lotteries of millions and millions of dollars, but within a very short period of time they're right back to be impoverished again.

This issue around mindset affects us all the way down to the way we're able to start a business and build a business. It impacts us in

every aspect of our lives. Because here's what's happening. You take like the case you mentioned Pat and it's not the injury. The problem is not the injury. The injury is the same for two people, so it is what it means about them in the very depths of their limiting belief system that determines their response mechanism, and their ability to respond to a new condition and new set of circumstances.

If you take a person who goes through that kind of an injury and he or she is the breadwinner and they can no longer provide for their family, at that point it activates one of their limiting beliefs. I call it in my business a "Core Filter". The way they view and filter everything in their life is activated that may have never been activated in their life before. It's all of a sudden this boom that's activated. That is something that it means about them that they can no longer provide for their family, not that they lost their limbs or that they have become a paraplegic or whatever. These people are trapped because of their mindset, not because of their injury.

**Pat:** I am thinking about a case that I worked on several years ago and is ready to go to trial next month, involving a girl who was injured on a soccer field and developed osteomyelitis in her bone. She fought for two years to keep her leg and it was unsuccessful. Her leg was amputated. She was 23 at the time. She became a strong advocate for people who had amputated limbs. She became active in an organization that supports patients who are amputees. She found a purpose and a meaning. She was happier once the agony of trying to save her leg was over and adjusted to her new reality, but she could have said, "Nobody will ever love me. I'll never be attractive. My life is over because I've lost my leg."

**Belanie:** Yes and here's what's important about this, she didn't say it because her belief system of about herself did not contain that. Imagine that we develop our personality. We develop our beliefs about ourselves, the basic core established beliefs about what we're good at, what we can do, what we cannot do, how smart we are and how smart we are not. Imagine that that's in place in the first seven years of our lives.

Not to debate how it gets there because I have a very strong teaching about how it gets there, but that's not the conversation. Let's just say

that it's there and it's done in the first seven years. I'm going to say that this young woman had a very strong decision that she decided, a filtering belief, in those first seven years about who she is as a young girl, a female or a person.

Her own self-esteem about herself was established as being one who's not affected by her physical body and the changes there. She just made up this thing about who she is. And when this injury occurred she thought to keep her leg because it's a natural thing to do. It's pretty natural to try to hang on to your limbs. She let go of it when she stopped resisting the injury, which is not necessarily mindset one way or another. What is mindset is that she gave up the limb and she did not have an activation of what I call a "Core Filter" that would say that her being without a limb equals, "I'm not good enough," "I'm not loved," "I'm unlovable" or "I'm no longer beautiful."

She didn't have that established, so therefore her response was relief and joy. She went on to do great things with her life and to be a very happy person. That's the analogy that I want us to see here. It's that we establish who we are and those things that we made up.

I made up about myself that I am really good with people. I was five years old and I had two of my older brothers who were having an argument. It looked like it was going to be more than an argument and a fight between the two of them. I had my hands on their bellies. One of them was five years older than me and the other was 10. I was holding them off from each other. I was like interpreting for them going, "That's not what he really said. That's not what he meant. He didn't mean that when he said that."

I was like mediating between these two boys who were fighting and trying to get them to see that they were fighting over nothing. They quit. I think they just got exhausted with me Pat, because all that really happened was that they quit. When they quit and walked away, as a five-year-old little girl I put my hands on my hips and I said, "I'm really good with people." Now that's my whole life.

Is it the truth about me? No. I made it the truth about me and I produce really great stuff right out of that thing I made up about me. I



could have made up that I'm not good with people. I could have made up that I'm bad. I could have made up that I'm not good enough, but I didn't. My life as in the examples of these two cases of injury they are stuck behind what they made up whether it be the disempowering, limiting beliefs that they created is going to be the deciding factor of their ability to cope and move forward with what's new in their life. You see it every day.

Let's stop for a minute and let me tell you about Carol.

On the surface Carol Kivler had it all: a beautiful house, successful attorney husband, healthy children, and a fulfilling part time job as a college professor. She began having racing thoughts, weight loss, joint pain and headaches. Was this more than the blues?

Doctor after doctor told her that her test results were normal. Then she saw a psychiatrist, who diagnosed her with clinical depression. Carol became psychotic and required hospitalization.

In this gripping interview, Carol explains how she went from the successful wife to a woman who contemplated killing herself and her children. She explains the therapy that changed her life, and what she does every day to maintain her mental health.

Carol shared her experience with me in an hour long interview called More Than the Blues. You may order it at <http://Inc.tips/blues> and use the code Listened to get 25% off of the price.

Now we return to the show.

**Pat:** Let's bring this into the business perspective and talk about how that influences business performance. Our listeners are either self-employed legal nurse consultants, working in a law firm or another organization.

How does mindset affect your success as a legal nurse consultant in terms of your abilities in the way that you perform your role?

**Belanie:** Depending upon the filters that you have. We're just going to call it right now limiting belief just because the core filter terminology is

something that I created. It's one cut deeper than the limiting belief, but I'm going to stay with limiting belief for a moment.

When a person is building any kind of business, but particularly let's talk about it with a legal nurse professional. The attorneys are their clientele, correct?

**Pat:** That's correct.

**Belanie:** The attorney is their clientele, so let's take two legal nurses. They are responsible for marketing, calling on and selling themselves to the attorney. Let's take one individual who has a mindset of beliefs that they could sell ice to an Eskimo. Let's take one who says, "I can't sell anything" as a belief.

What's going to occur and the things they're going to begin to see in the performance of building their business is the one who can sell anything will be able to pick up the phone, book the appointments. They will be able to walk in and the attorney being an attorney and her being a nurse will have no impact.

If the other person who has this conversation and they couldn't sell anything for instance as a belief or a belief that they're not as good as or not good enough, the symptomatic behavior is that they will find all kinds of what I call "Appropriate and Reasonable Excuses" for why they can't make the sales calls or why they can't go out and meet with the attorney. A core filter or limiting belief is extremely painful. What begins to occur is that they get fearful or upset, worried and angry. There are like nine behaviors that will begin to show up. Fear, anger, guilt and resentment for other nurses who can do it and they can't.

All these things are response mechanisms to the mindset of their inability to go out and make the sales. The development of their business will be highly limited in what they can do. You can take a person who says, "I'm not worth it" as a core filter that they don't know they have. The issue is they really don't know what's behind their belief system. They don't know about these core filters. They don't even know they exist much less the fact that they keep all of their beliefs in alignment.



If who they are is not good enough as one of those beliefs, they won't be able to call an attorney because their mindset will be that the attorney knows more or they're not qualified. It will always prevent them from being able to take it to the level that they will be able to work with attorneys that they happen to already know that they're friends and have relationships with. If they have got to go out and actually develop business with it, it's usually a huge limitation to the performance that they can do in any aspect of their job.

They're going to find reasons like, "I don't have my website up yet, I haven't gotten my list drawn up right, I don't know how to do the marketing page, I don't know how to do a webinar" or whatever the marketing techniques that they're being coached and led to do to build a business would be highly impacted. They will use that stuff to keep from approaching the sales aspect of their business. That's just one area where it will impact it.

**Pat:** I think you have very clearly defined the problem. How do you tackle it?

**Belanie:** There are some very simplified steps that make it easy to begin to identify what's going on in your mindset, begin to change the way you think and speak, and therefore that will impact actually the actions you're able to take and the performance. You will start getting the results. It's a step-by-step process of discovery and embracing things you have made up. The simplification is to start at Step 1.

*Step 1 is to begin to realize that the way you think determines the way you speak and that will always determine what your results are going to be.*

We start off with looking at what are the thoughts that you're actually having. What are the actions that you are taking and incapable of taking because of the thoughts you have?

We then can go in, identify a new structure for that speaking, build a new way to think. And then always ultimately Pat we have to get to what the beliefs really are. The fun part about it is once we do

discover what these limiting beliefs are, and I call them "Core Filters", then it's handled. It's done.

All of a sudden you can go from multiple marriages, 18 to 35 and have 5 divorces and end up in a relationship of over 32 years to 29 married. Happy, loving, incredible relationships. It's how you can go from losing everything you've got to buying a home of your dreams, building a business of your own, hiring three people out of your family, and then duplicating yourself and having 10 coaches who now can do what I do in addition. It's phenomenal and just this simple little stuff that is keeping you, others and me from being able to move forward and live the greatest version of myself that I can possibly live. Now I get to do it, I teach it and it's simple.

**Pat:** I know our listeners are going to want to learn more about those strategies and techniques. How can they find out more about you and what you offer?

**Belanie:** I want to tell that I think the best thing in the world that anyone can do is sign up for my free webinar. It's called [www.RulesMastery.com](http://www.RulesMastery.com) and that's how you find it. I have developed a set of rules. I called this Step 1, a set of rules that begins to simplify and bring an understanding of what you're thinking and what you're saying.

Pat, I want to tell you something, that everyone is 100% successful right now. You're successful on delivering the kind of results your belief system is giving you. [www.RulesMastery.com](http://www.RulesMastery.com) Step 1 in mindset change is where you begin to see that I'm 100% successful in getting everything I don't want or I'm 100% successful in getting exactly what I want.

**Pat:** I love the approach, Belanie. It has been such a pleasure talking with you about this important issue. I think it's extremely helpful to put it in the framework of how it affects your performance as a legal nurse consultant. I know that some of our listeners who have worked with patients readily understand mindset issues and how it affects recovery or the way that we live, but we don't always apply that to ourselves.

I appreciate you taking that lens and reflecting it back on us to take a look at our limiting beliefs, our mindset, the way that we speak about our goals and our intentions, and our vision for ourselves and to realize that there are alternatives.

**Belanie:** Absolutely. It's just been a pleasure Pat, to be here. I am so passionate about how we can live what we want rather than living partial of what we want. We hold the key to do that and that's what I'm so excited about. I'm just honored to have had the opportunity to be with you and to be with your incredible community, and the great stuff they're doing in the world.

**Pat:** Thank you so much, Belanie. This has been Belanie Dishong and Pat Iyer talking about mindset and how it affects your business.

This is Legal Nurse Podcasts. We appreciate your suggestions, thoughts and comments on this show. I look forward to bringing you another terrific expert next week.

Be sure to order Carol Kivler's interview to get insight into the impact of depression and how to help people suffering from this disorder. Go to [Inc.tips/blues](http://Inc.tips/blues) to order the resource.

Check out the online training and books at [legalnursebusiness.com](http://legalnursebusiness.com). Expand your LNC skills with our resources.

Explore coaching with Pat Iyer at [LNCAcademy.com](http://LNCAcademy.com) to get more clients, make more money and avoid expensive mistakes.

Join our continuing education program and get monthly training at [LNCCEU.com](http://LNCCEU.com). You'll get 2 online trainings each month designed to deepen your knowledge and skills.