

TRANSFORM YOUR MONEY MINDSET



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Today is your opportunity to SHIFT your MONEY MINDSET and become FINANCIALLY FIT.

Transforming your money mindset is one of the most important things you can do to guarantee your financial success. We all feel out of sorts with money, from those of us struggling with debt to the successful entrepreneurs I work with on a weekly basis.

People are programmed to avoid things that cause fear. Sure, we may pop into the movie theater to catch the latest horror flick, but when it comes to living our day-to-day lives, most of us go out of our way to avoid scary things. Here's the thing – money is scary. Don't ask me why!!!! Unfortunately for many people, discussing their budget is like talking about things that go bump in the night!

Many of us have been taught to think of a budget as a weapon of mass destruction, a tool that sets us up for self-flagellation. The self-defeating thought process is often, "I'm going to set a budget and beat myself up if I can't keep to it, so I'm not going to do it at all." It is like a diet that you ignore and instead of altering your approach, you mentally destroy yourself as you reach for a doughnut or some candy.

It seems no one can ever have enough money. In all honesty, you could probably easily come up with some figure which would fundamentally 'solve' all your present financial woes. However, before you fantasize, 'what could be' let's get the 'what's so' around your financials.

So, you have 'X' dollars at your disposal every month from wherever. Let's ensure your finances are on the right track and identify the areas in which you can improve your financial strategies and methods you need to:

- Evaluate your financial situation and create budgets and profit & loss analysis
- Assess your credit report score and evaluate room for improvement
- Learn about smart investments and how and when to make them
- Design and create a legacy in estate planning, etc.

Try to think of a budget as a diagnostic tool, just like when you're managing your health and wellness. It is no different from going to the doctor and having the nurse take your temperature and blood pressure. They are establishing a baseline for your health. A budget is a baseline for your financial wellness.

Now, the doctor doesn't beat you up if you have high blood pressure. It is discovery. It gives the doctor the information they need to fix the problem. Look at a budget in the same way – it's a tool.

If your doctor told you to exercise regularly or reduce your sodium intake, you would listen. Well, I am not a doctor, and I don't play one on TV, but listen when I urge you to look at your soon-to-be-born budget a different way. It is not a setup for failure; it is a prescription for long-term success.

Creating a budget allows you to get an understanding of where your money is allocated and what changes will help you get what you most want out of life. That's right, creating a budget can cause happiness, not stress! Whether you're already an entrepreneur currently making money with your business or, or if you have a side hustle, or if you're making the transition to entrepreneurship because of the current climate of being homebound, learning how to take control of your spending and your earning is a powerful skill to build. To take stock of your skillset or turn your idea into a money generating business is going to require small investments, which in the long run will save you time and make you more money. Too often would-be

business owners allow their limiting beliefs around money to block their success as they create their financial fitness.



Are you ready to take on your financial fitness? Generally, financial fitness means you have the money you need when you need it. It includes saving for your retirement, having an estate plan in place, and having a proper tax strategy. You have a budget and live by it, which ties in with saving regularly, however when you are being mindful of where your money goes this will help you make wiser spending choices. Just like you focus on your physical fitness, you can also bolster your financial fitness and, working daily with

focus and intention, you could be financially fit in 90 days! It starts with creating a viable budget that you live by and try not to deviate from.

So how do you get started?

Before you get going on the nuts and bolts of creating a budget, I have found it very helpful to focus on shifting your money mindset first. While changing your mind is not always easy, it is possible, and you can start by following these four steps:

#1 Be Aware.

Before we can make any significant changes in our lives, we need to become aware of our money challenges. We need to look at them for what they really are, even if they are not pretty (and they often aren't!). When we really allow ourselves to feel a bad feeling for what it is, we usually want to get rid of it more than we want to keep holding onto it. That is when we'll know we're ready to start making some changes.

One example is the realization of the discomfort experienced when avoiding things like filing taxes by April 15th. Instead of taking care of the issue in a timely way, prolonging the problem causes greater stress later on, not to mention financial penalties. Becoming aware of the habitual approach taken when it comes to money responsibilities allows us to feel whatever we are resisting and see that it isn't as bad as we thought.

#2 Accept What Is.

Acceptance has to come from deep inside even if that means feeling uncomfortable. By allowing our feelings to exist and giving ourselves permission to experience pain, we open the door to acceptance.

Money often brings up feelings of guilt, shame, greed, anger and frustration, which are all emotions we work very hard to avoid feeling. Understanding our natural resistance to these feelings is useful, as it takes the emotional charge out of the resistance and allows us to think more objectively. Seeing how whatever we resist has a funny way of persisting helps us to step back and accept what is.

It may have felt like avoidance was the safest option in the past when it came to money, however as we shift into acceptance, we see how important it is to have a way to diagnostically understand our money and our

feelings about it.

#3 Allow Change to Occur.

When we diffuse our emotions, we are able to step back and shift our attention towards discovering the deeper cause of our feelings. This allows us to recognize our money patterns, as well as the root cause of our avoidance. I have used this process for years, as it helps get to the bottom of why we do the things we do. Avoiding money-planning tools often connects into fears of not having enough. Once we discover our secret feelings, we can recognize that while this may have been a past tendency, it doesn't have to be our long-term reality. Seeing that change is not only a possible but necessary step for taking responsibility for our own happiness allows us to realize how budgeting can be a great way to learn about the numbers and our personal tendencies at the same time.

#4 Taking Action.

By the time you arrive at this step, there will be much less resistance to creating and maintaining a livable budget (or whatever you wish to call it). In fact, you may feel a sense of excitement because you see that your old way of thinking has shifted into wanting to create your own path to success by harnessing greater control of your money. Using the budget as a diagnostic tool makes a lot of sense and is clearly the best way to move forward.

Knowing where you are with your money helps you take action if and when change is necessary, so you can live proactively versus reactively. Too little money coming in represents an opportunity to either cut expenses or to earn more money. In fact, I have met several people who had so much fun being creatively frugal that they actually made businesses out of their hobby, proving that you never know what may come from changing your mindset.

One client I worked with to create a budget realized she was running a deficit every month of several hundred dollars which was causing her to increase her debt load substantially. By proactively controlling some of her expenses, she was able to not only stop adding to her credit card debt, she found ways to begin paying it down which led to less stress and less impulse spending. She also decided to start a side business selling jewelry which gave her the opportunity to splurge from time to time. In the end, she found that having a budget made life a lot easier and more enjoyable because when you know the facts about your money, anything is possible.

So now you have some ideas for shifting your money mindset so that budgeting becomes easier and more enjoyable. Seeing it as a diagnostic tool, rather than a painful weapon, places you in control of your money rather than it being in control of you.

By following these tips, you can easily create a livable budget, one that will help you achieve peace of mind and get rid of many financial worries.

Changing your money mindset is a not an overnight process, but the rewards are worth every bit of effort you put into it.

COST CUTTING ACTION PLAN



Determine Your Monthly Net Income

The first step in creating your budget is to identify the total amount of money you earn after taxes. Remember to subtract deductions, like Social Security, federal taxes, 401(k), or any other fees or other deductions. Your income or take-home pay after these deductions is called your net income. If you are a freelancer or make irregular income, you will need to look at last year's earnings combined with realistic projections for this year.

Download Your Credit Card, Debit Card and Bank Statements

Credit card and bank statements are a good place to start since they often itemize or categorize your monthly expenditures. This one step will speed up the entire process. It will also allow you to immediately identify unknown or unnecessary charges.

Create a Master List of All Spending

You can use an app like [Truebill](#) or [Acorns](#), or – you can use pen and paper, create categories for your spending such as home, entertainment, food, clothes, etc. Using your credit card and debit card statement should simplify this process. It helps you identify what you spend the most money on and where it might be easiest to cut back. Next, list all fixed expenses such as your rent or mortgage, utility bills and car note. Then list all variable expenses—those that change from month to month such as groceries, gas, and entertainment.

Create a List of Monthly Expenses You Can Reduce or Eliminate

It's time to get going! Unless you have angel investors waiting in the wings, the best place to find money is by identifying areas where spending can be curtailed or eliminated. Start with habits that can be curtailed, look at unnecessary spending, review subscriptions, recurring charges, memberships, and all expenses you can cut. Call credit card companies, credit institutions and others to see if you can negotiate a better plan or lower interest rates. You don't know unless you ask!

Determine Current Necessary Monthly Expenses

Once the above step is complete, create a master list of all necessary monthly expenses. It's important to account for absolutely everything you can think of and it's always better to overestimate spending.

Create a New Budget with a Specific 90 Day Financial Goal Attached

Sites like [NerdWallet](#) offer free budgeting worksheets and formulas that make goal setting and budgeting a breeze.

CHECKLIST FOR BEING FINANCIALLY FIT

- ✓ **Have a budget and live by it:** This ties in with saving regularly.
- ✓ **Save Regularly:** The willingness and discipline to do so can be exercised like a muscle (save first then spend as a reward for saving). A good place to start is to take 10% of your net income and put into savings when you get paid.
- ✓ **Income protection:** What will you do if you are disabled during your working years (or in retirement) and will you have enough to cover your expenses if something prevents you from working for an unspecified amount of time (can you say **coronavirus**)?
- ✓ **Retirement Planning:** How long will you live after retirement? How much money will you need yearly after you retire? If you have children or grandchildren, do you want to leave them money or assets?
- ✓ **Retirement income protection and asset protection:** For disabilities during retirement years (where long-term care insurance fits).
- ✓ **Life insurance for Temporary needs and Permanent needs:** Insurance policies (term and whole life) are a good way to make sure your loved ones have enough when you are gone, or to preserve the business you spent a lifetime building.
- ✓ **Updated wills, trust and legal documents:** These should be reviewed regularly and updated with every life event or changes in your long run thinking.
- ✓ **Leaving a Legacy:** Charitable giving can be so much more than giving a monthly check to the cause of the day. If there is a charity that you feel passionately about, with a little planning you can make a real difference for that organization and focus on helping them make a difference.

YOUR TEAM OF ADVISORS

The Team of Advisors (which can make a difference in your life):

- Tax advisor and/or CPA that gives advice not just does your taxes.
- Legal Advisor(s) for estate planning, real estate, business planning and more.
- Investment Advisor that gives advice instead of just holding assets.
- Insurance advisor with experience on a wide variety of insurance products, companies and who can draft and design plans and not just sell products.
- Property and Casualty insurance advisor.
- Chief Implementer- the person who takes the master plan and implements it – this is usually YOU!

MONEY MINDSET



MONEY MINDSET PRACTICES

- Be honest with yourself. Admit what you've been doing hasn't been working and that it's time to try something new. Understand your relationship with money. You've built up a story over the years that is now utterly unconscious to you. Your relationship with money is based on your experiences and the environment where you were raised and now live. Write a brief financial autobiography to track what you have come to believe about money. This is your money story. Is your money story the experience you want to have with your money? If not, write a new money story based on the future you're creating for your relationship with money.
- Have respect for money. One of the best ways to transform your relationship to money is to distinguish what money means to you. Many people equate money with survival, which pulls at our most primitive emotions. The truth is money is a means of exchange. We use the word 'currency' as a synonym for money, which is appropriate because money is an energy that flows. The more you create the conditions for the energy flow of money, the more ease you will have in bringing money into your life.
- Make note of every small victory you accomplish!
- Manage your fear around money. Given that money is energy, and your emotions are also energy, you must manage your feelings so that you are creating the energetic field that is conducive to financial flow. Money flows! Fear, anxiety, stress, and worry are all emotions in the lower spectrum of energy. Generating these emotions make it much harder to have money flow to your life.
- To have success making money you'll need to take some risks! Give yourself permission to experiment.
- Keep the income flowing in... not out! If possible, avoid quitting your job until such time as keeping it is costing you money! Use that consistent income to ground you while you build your dream career.
- Value yourself first and foremost.
- Align your emotions with your goals.

Living a prosperous life is a mindset proposition. Your mindset relies on achieving and maintaining a high quality of life and being open to receive what the universe offers every living being. An abundant mindset will give you a YES environment and signifies the fundamental belief that there's more than enough of everything for everyone. There is nothing scarce, and there is plenty to go around for all. No need to be greedy; everyone can have some. It's all about mindset, and that is what the YES energy personifies. Managing your mindset for believing you can create anything you want to have in life. Abundance and

prosperity are your birthright.

Attracting Abundance and Prosperity

Abraham Hicks defines the Law of Attraction, stating that, “You attract whatever you give your attention and energy to, whether wanted or unwanted.” If you focus on what you are lacking or missing, you will get more of the same. If you put your energy on establishing the reality of an abundant life, an abundant life will unfold. Being prosperous is having plenty, more than enough of everything you need to live a joyful life. You can manifest money, love, relationships, spiritual fulfillment, everything you want in excess, enough to share and give away. The difference is that one is the state of having money (wealth), and the other is merely living a successful life—having resources, a shelter, etc. (prosperity). The only similarity between the two is that wealth usually allows you to be very prosperous.

Try keeping a journal—a gratitude journal—where you make a daily habit of noting down the things, you’re grateful for in your life, which will help maintain the ‘gratitude’ mindset or thinking process. Being thankful and appreciative of life and the gift that it is, the relationships in your life and how precious they are, and the opportunities that open up each day to contribute to others, will give power and motivation for you to maintain your abundance mindset. Try to set aside time daily to close your eyes for a few minutes to dwell on feelings of gratitude. Practice makes perfect. Just keep it up, and it will soon come with ease to create a space of gratitude and thankfulness.

Abundance makes anything possible because you have infinite resources at your disposal. Abundance and an abundant mindset benefit your inner self—body, mind, and spirit—with an expansive reach for contribution and support for your family, friends, and associates. An abundant mindset will give you access to a powerful context to live life in all areas of life, including those distinguished here in the seven steps, and in love, peace of mind, health, wellness, wisdom, integrity, respect, quality relationships, joy, gratitude, humor, a positive attitude, and contentment—being satisfied. Abundance is the real inner wealth.

Prosperity brings value not just to the wallet or bank account, but to your emotional wellbeing. You will never create wealth by speaking or complaining about your lack of money or by dwelling in the past regarding the amount of money you used to have. You are wasting your thoughts and wasted thinking doesn’t create abundance. It’s not complicated.

If you wallow and dwell on what you lack, it becomes your everyday reality. Worrying, fretting, and complaining about poverty is scarcity thinking, which perpetrates more poverty. It’s a vicious circle. We want to practice gratitude thinking, which creates abundance for your life and your lifestyle.

Unknowingly, constant negative affirmations and attitudes keep prosperity beyond your reach. Examples of scarcity or poverty thinking could say things like “I never seem to have enough money!” or “For me, money goes out faster than it comes in.” The Universe responds to what you believe about yourself and your life. Release, dismiss, delete all negative conversations you have around money, and then create, implement, and express new conversations to fill the void.

Sometimes people think they will solve all their financial problems if they could win the lottery or perhaps inherit money from some long-lost relative. It’s not wrong if you want to fantasize about things like this happening to you, or even buy an occasional lottery ticket for fun, but please don’t put a lot of energy and attention on acquiring money in this way. Believe it or not, this is also scarcity or poverty thinking. The belief is that you can’t have abundance in your life or be prosperous unless it comes from some fluke chance or windfall. Money out of the blue like that won’t bring everlasting wealth to you in the long run.

As far as winning the lottery, did you know there are Twelve-Step Programs for lottery winners? They find they have to deal with the psychological impact of winning vast amounts of money and then, mostly, losing the windfall either by spending it all or losing it all and then having to go back to an ordinary existence. Statistics show that within two years, most lottery winners have lost almost all their money, including the tangible things they bought with the money, and are often worse off financially than they were before. See, acquiring cash in this way is that it rarely solves the fundamental problem with money that many people have. Why? Because there is no transformation in behavior and no alteration in consciousness in how you deal with money. So, when you get it, you don't treat it any differently, and your scarcity or poverty thinking rules and cash becomes scarce again.

If you want to transform your relationship to money, then change your consciousness and your thinking, to be open to receive the abundance of the Universe. It is your birthright, and allow it to flow through your experience, and you could then have all the things you believe the lottery could bring you. And you would hold on to them, for they would be yours by right of creation and consciousness. It is by affirming, declaring, and then deserving your abundance birthright; these are the steps to creating riches far more significant than winning the lottery could ever achieve.

HOW THIS WORKED FOR ME

Just a few years ago, I was drowning in debt and side-hustling like nobody's business to make ends meet. Now I have a comfortable financial safety net, money to travel when and where I want, and I live free with zero debt (I paid it off!)

As a Coach, Consultant and Keynote Speaker, I now get to turn my hard-earned battles with money into information to help my clients become financially fit and debt free. You get to learn from my mistakes. How did I do it? I started with changing my mindset.

Before, I thought I was destined to...

- Always be broke.
- Never have enough.
- Live paycheck-to-paycheck.
- Never retire.

Then one day I decided that wasn't the life I wanted, so I had to figure something else out. Don't get me wrong. I hit rock bottom before I made this decision. I was homeless, living in my car, hopeless and desolate and absolutely miserable. I started by hoping it was possible because I'd seen others do it, then wanting it to be possible for me, then finally believing it was possible to the point where I could take a chance to make it so.

I then started acting on that belief and finding the resources, information and people who could help me achieve my financial goals and live the financial life I wanted. I don't say this to brag, but to share my life as proof about how shifting your attitude towards money, then taking the steps to follow through and change money habits, can completely change your financial life. While it sounds deceptively simple, changing your decades-long, deeply ingrained attitudes and beliefs about money takes practice. Sometimes you really do have to take a leap of faith!

Changing or breaking old habits takes daily practice. Though it is said that you can change any habit in 30 days, in truth, it takes consistent practice and commitment over time to transform a way of living life. Especially subconscious thought

patterns. You might want to try abundance affirmations. Below are a few examples you can use to shift your mindset and set your thoughts towards improving your financial health.

15 Money Affirmations to Attract Financial Abundance

If you're deeply committed to changing your money mindset, pick a few of your favorites from this list and try to practice them daily. Say them OUT LOUD to yourself in the mirror, or in your car or in your bed as you are about to go to sleep or are just waking up.

- I experience wealth as a key part of my life.
- I am receiving all the wealth that the universe has for me now!
- I can overcome any money-obstacles that stand in my way.
- I face the future wise, free, and unafraid. I let go and trust.
- I give thanks for a quick and substantial increase in my financial income now!
- It's easy and natural for me to be prosperous and successful.
- My life is filled with health and wealth.
- Abundance is coming, I deserve and accept it.
- I accept and receive unexpected money.
- I accept and receive unexpected prosperity.
- I have more than enough money.
- I deserve to make more money.
- I am always discovering new sources of income.
- Money comes my way in both expected and unexpected ways.
- I am open to receiving all wealth life brings to me.