

Virtual Coach

A Little About Me...

- Been a successful coach full-time since 2013
- Spoken on stages across North America, Caribbean and Central America to groups of 2000+ people
- Led retreats and workshops internationally
- Mother of two toddlers, loves cooking, baking, gardening and I curse like a sailor



Money Mindset & Confidence Series

Wednesday 10am PT/1pm ET

Your Money Blueprint And The Force & Flow of Money

Class #2

Virtual Coach

Today's Objectives

1. Learning a new frame on the movement of money and how to grant yourself freedom around it
2. Identifying your Money Blueprint and discovering how asking for, charging and earning money is impacted by it.

The Force of Money

- Money is a powerful entity and has been the source of despair and delight for hundreds of years
- Everyone wants to make more money but many people have a very rigid or preset notion of what money is, how it works, how to use it. We see it as the aim and many of us have goals we want that are tied to money. (“I want to make 10K/month”, “to be a millionaire”, etc)
- Money however is a tool that we use that gets us to our goals and so we need to start seeing as an object we learn to leverage or create in order to have what it is we ultimately want. (“I want to be able to have more free time”, “travel with my family”, “take care of my aging parents”)
- We see money as its own result rather than a dynamic relationship or bridge that allows us to have what we really want or get us where we need to go.
- We don't always have a friendly relationship, view or history of money. Our context for money is not always that it is there to work for us, and with us. When it is working we only see possibility and when it is not we struggle to cope. Need a better reframe on money. (**A house being renovated versus rebuilt. More dirt/debris= more expansion).

The Flow of Money

- There are cycles of money where it can be abundant or scarce. When we are in abundance we relax, feel good, enjoy (and stress about keeping it), if we are in scarcity we are contracted, feeling stressed and desperate.
- People can get very tightly wound up around money. *They have a clenched fist mindset*, and that mindset impacts their ability to see opportunities and create more. At times this suppressed or contracted energy can have us focused only one area (saving/making money) that we miss seeing the places that are worth the investment/cost (ways to create more).
- “Jumping the dollars to save the pennies”. We want to learn to open up that hand, to lean back to create flow, and ultimately be a match for receiving and creating more. (We want to learn this so we can also teach our clients this)
- River Frame - See money as a river that is meant to flow. Sometimes the river is wide and you can't see the other side and other times it trickles and is just a babbling brook. We want it moving, still water stays stagnant and turns into a swamp. As long as its moving its working.
- Of course we want to get to a stage in the river where it is consistently wide enough that we can swim in it, go fishing and maybe even canoe but those narrow parts are all part of the river and what helps keep the river water healthy and filtered. We learn things about ourselves and the world during those narrow parts. Things we would have earned or seen otherwise. So while they may be uncomfortable and even treacherous we want to try not to make it wrong.

Your Money Blueprint

- Your relationship with money, how you feel about it and what it means to you are all part of what is called your money blueprint.
- Everyone wants more wealth but do you really believe or see yourself as worth it? Capable of it? A match for it?
- Your money blueprint is embedded deep within the subconscious of your mind and is a combination of your thoughts, belief and actions around money. It drives the decisions you make about saving, spending and handling money.
- These deeply rooted mental attitudes about money impacts how you make it and how much you make, how you save and how much you save.
- Your money blueprint is formed at a very young age. The things you heard and experienced as child set the tone for views about money. (ie: if your parents fought about money you would see money as a point of contention that leads to problems, you may have people around you complaining about not enough money or that rich people were selfish, lazy or lucky etc)
- ***Important to note that it does not depend on what the actual financial situation was but rather how money was interpreted and spoken about around you

Your Money Blueprint

- Your history about money, impacts your current views on money, which impacts your feelings about money, which impacts your actions around money, which will all then impact the results and thus your future (current view = current feelings = current actions = future results)
- You CAN change your money blueprint even though it is deeply embedded in our subconscious
- We want to replace those outdated views with ones that are better matched to where you want to go- but the only way to impact that is by getting aware of where you are right now (And how the past has impacted you).
- Awareness causes disappearance. Once you are aware of your money views you can challenge them.
- Becoming aware of what some of your mindsets around money are is how you can start to impact them. (ie: seeing wealthy people as selfish, paying for services (cleaner, nanny, assistant), reframing how you speak about what you can afford versus choosing to buy, recreating/reframing your memories to update them)
- All starts with you first being able to see what thoughts and beliefs are there under the surface impacting your mindset/blueprint around money

Exercise

To find out what your blueprint is you need to look back and ask yourself a number of questions.

Share in your groups the following. (3 people per group, 1 speaker, 2 listeners with 1 person keeping track of time)

1. **What did you see growing up in relation to money (for example, people arguing or clipping coupons)**
2. **What did you hear about money as a child (“Money is the root of all evil”, “Money doesn’t grow on trees”, “I’m not made of money”, etc)**
3. **What did you experience in relation to money (House being repossessed, parents spending lavishly, being showered with gifts, no food in the fridge, etc)**

*****Listener** be sure to ask questions about how what they share made them feel (if you think it is necessary). Some of these may be painful or embarrassing and the speaker will want to rush past them or gloss over them. Don’t force them to feel anything they don’t want to. However sometimes by asking it gives them permission to express that which has been hidden.

The answers to these questions will help you to uncover your own blueprint and the thoughts and beliefs that you hold about money that are steering your money behaviors and patterns today. Pay attention to how you feel about money as you answer these questions and start to notice how you talk about money.

Homework On Your Own

To go deeper on this topic complete the following sentences:

1. **Money is...**
2. **I think money is...**
3. **Money is good because....Money is bad because...**
4. Do this as many times as possible, just writing down the first thing that comes to mind and see what types of words and phrases pop up.
5. Don't judge the answers or try to change them just notice them and allow them some stage time.
6. Feel free to also include feelings for each

Resources

Books On This Topic:

Think And Grow Rich - Napoleon Hill

Rich Dad, Poor Dad- Robert Kiyosaki

Secrets of the Millionaire Mind: Mastering the Inner Game of Wealth- T. Harv Ekar