

# WHAT'S IN Your Head DETERMINES WHAT'S IN Your Wallet

Acquiring the Attitude  
of Abundance

by Darren Hardy

Aside from temporary setbacks and extraordinary fortunes of inheritance or luck, if you want to know how people feel about themselves, look at their bank accounts. Money is the greatest measurement of one's mindset. This is probably why there is so much emotion and neurosis tied to people's relationship with money. If you want to fix your money problems, get your head examined. It's your attitude about money that will rake it in or repel it from you.

#### Look Within or Go Without

In the book *The Instant Millionaire* by Mark Fisher, the old millionaire asks the boy who has sought his advice, "Why aren't you rich already?" That's a good question to ask yourself. We live in an era of unprecedented wealth and opportunity. More people have become wealthy in the last 20 years than any other time in human history—why haven't you? Your answer to this question will reveal a lot about yourself. Your answers will expose your self-limiting beliefs, your doubts, your fears, your excuses, your rationalizations and maybe some justifications.

#### Reprogram Your Mental Hard Drive

One of the greatest limitations to achieving financial abundance is a deep-seated belief that somehow money is wrong and people who have a lot of it are inherently evil. This belief is invented fiction. It goes back to early childhood conditioning when a growing child is often told this because of other people's envy or desire to rationalize away their own financial failures.

The fact is money is good. It takes money to build hospitals, churches and shelters. Money is also needed to buy homes, cars, clothes, food, vacations and other glorious experiences in life. Life is limitless abundance. To acquire money is not to take it away from someone else. Money is granted to the creator, the one who has built something where nothing existed before. Money is the instrument of exchange for valued production. Money is earned only by the producer. The accumulation of wealth is accomplished only by consistently applied effort and discipline. Money has an energy of its own, and it is largely attracted to people who understand its virtues and respect its power. Money tends to

flow toward those people who can use it in the most productive ways to produce valuable goods and services, and who can invest it to create employment and opportunities that benefit others. At the same time, money flows away from those who use it poorly, or who spend it in nonproductive ways.

#### To Have More, You Must Become More

You have heard the phrase, "water seeks its own level," right? Fortunately, or unfortunately (depending on your level), the same is true about money. Money will meet you where you are. Stated another way, your net worth will equal your self-worth. These are

not just clever quips, they are wise truths—and stark realities for some. We all have read the stories about someone who earns \$30,000 a year and wins \$5 million, \$10 million or \$20 million in the lottery, then within one to three years they have spent it all and are back to making \$30,000 a year, living paycheck-to-paycheck. We've watched once-wealthy celebrities also play out that saga. Why does this happen? The money was far greater than their level of self-perceived value. The disproportionate money to

self-esteem ratio made them uncomfortable. At an unconscious level they did whatever they could to try to rebalance the inequity—ultimately losing it all—thus returning to the comfort level of their self-worth. As Jim Rohn says, "If you win a million dollars, the first thing you should do is become a millionaire." So learn the character, habits, disciplines and, most importantly, attitudes of a millionaire.

Is your attitude about money attracting it to you or pushing it away? If we build a negative relationship with the dollar bill, it's reflected in our thoughts, feelings and actions. Worry is one of the most costly

Your net  
worth will  
equal your  
self-worth.