



THE NEGOTIATOR

LEARN THE SKILL OF CONFIDENT NEGOTIATION
TO GO FOR NO AND GET YOUR YES

SHIFTING
MONEY BELIEFS

YOUR MONEY STORY

EVENTS + STORIES = RESULTS

Your money story, or your relationship with money, directly impacts your ability to receive, earn, and create abundance. Your beliefs around having money, what is “too much,” what is “not enough,” and wanting more are often entangled with your self-worth.

The truth is, your worthiness **is inherent**. It cannot be taken away or lost. It is a given. Money is not static. Money is not who we are or even what we have, it is a means to an end. A resource. It can be counted whereas your human experience is priceless.

Money is a form of energy currency. It is a medium of exchange. Often it is earned, sometimes it is gifted. Energy is flow (in movement) and the same applies with money. It is either flowing towards you or away from you. Money and energy are always available to us in the forms of abundance if we are willing to give and receive. If you believe you are unworthy of receiving love, money, help, connection etc. you create that reality. If you believe it is possible to receive all that you desire, you will call in more abundance.

Your capacity to receive abundance (in wealth, health, love, support, gratitude etc.) is your pathway to confidence and self-worth. Is your pathway open-minded, clear-headed, and calm? Are you practicing self-love and self-care by releasing fear based thoughts? The more you release any burdens of resentment, hurt, anger, or self-doubt, the more abundance you can receive.

As human beings we can fill up on joy and love or stress and fear. What is currently taking up space within you? What is your inner currency? Is it lack based or abundance based?

DO YOU IDENTIFY WITH ANY OF THE BELOW FEARS OR BELIEFS AROUND ASKING FOR MORE MONEY?

List your concerns, fears, and judgements when it comes to talking about money, asking for money, and sharing what you earn with others. Give these fears a voice! What are they saying to you and how are they trying to keep you “safe?”

Examples:

- You’re afraid to ask for **“too much”**
- You’re afraid you’ll be seen as **“greedy”** or **“unreasonable”**
- You have a hard time saying \$100,000 out loud (or a “big number” - it feels **“crazy”** to you!
- You’re worried your boss will think you’re being **“ungrateful”**
- You don’t know **if you’re “worth”** \$100,000, or \$130,000, or \$500,000
- You worry on a daily basis that there is **“not enough”** money to go around
- You prevent yourself from spending on you because it feels **“wasteful”** or you **“should be” saving**
- You **“overspend”** without considering your bank account or budget
- You keep your head in the sand and **“avoid”** thinking about money or looking at bills or your bank account. You may not even know what you earn in your paycheck!

JOURNALING EXERCISE

Grab a journal or write your answers below. In order to shift your money mindset and get comfortable receiving more, you have to be aware of your current relationship to money and understand why talking about money makes you uncomfortable.

- 1 **What is your current relationship to money? List out at least one positive and one negative association you have with having and spending money. How would you describe your overall relationship to money?**
- 2 **What's one new belief, like "money gives me options" you'd like to apply to your money relationship that creates a positive association with money?**

- ② **Why haven't you asked for what you want? What fears around money or potential negative consequences have prevented you from asking for a raise or increasing your client rates in the past? What has prevented you from taking action up to this point?**

- ③ Our connection with receiving money is rooted in our connection to our self confidence and self-worth. Is it hard for you to receive help, compliments, or support? Identify ways in which you block receiving in other areas of your life. Why is it difficult for you to receive (but easy for you to give)? Hint: What did you learn about “doing” rather than “being”?

TRANSFORMING SELF-LIMITING BELIEFS

Based on your responses to the above journaling questions, which of the following belief systems are running the show behind the scenes when it comes to your money relationship and your confidence in owning your worth? Do you feel:

- You're not good enough?
- You're afraid of failing?
- You're not a "good" person?
- You're unworthy (of receiving, or having)?
- You have to prove yourself?

Do you know where you learned this belief about yourself or about money? As an example, if you feel you're not worthy or you're undeserving of receiving a \$20,000 increase, where does this stem from? Did you learn you had to work "really hard" to be worthy of receiving more? Do you have a belief about "rich people?" Were you taught that "doing" should be rewarded more than "being?" Notice any attachments you have to receiving external validation. Get curious about where your money stories stem from so you can transform their power over you.

Now that you've identified your fears, your belief systems, and your money habits, you can transform them to work for you, not against you!

Money gives you options to create the life of your dreams for you and your family. It gives you the power to make a big, positive impact in the world! Begin by recreating your money story so you can form positive associations with earning more, having more, and impacting more.

JOURNALING EXERCISE

- ④ How will you feel and what will your life look like if you were earning \$30,000 more per year? How will receiving more money help you to create a life you love? If you imagine that you have all that you could ever need, how would you feel? Who would you be? How would you show up?

CURRENT MONEY/SELF WORTH BELIEFS	IDENTIFY JUDGEMENT	CREATE NEW BELIEF/APPLY DAILY MANTRA
<p>Earning money is hard work and it doesn't happen easily for me</p>	<p>I'm not worthy of having what I want. It's my fault I'll never have enough.</p>	<p>Money comes easily to me. I am supported financially. All I need is available to me.</p>



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