

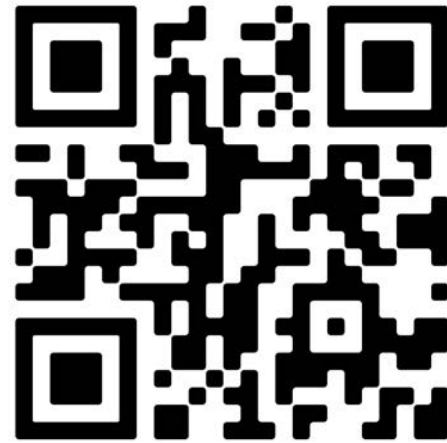
Mental Wealth:

How to Leverage
Psychology for Sales &
Wealth



Resources

- Slides, Articles & Links



SCAN ME

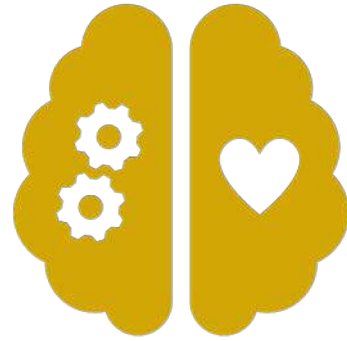




A Surprise Bonus from Therapy




My Money Story



The intrinsic relationship between mental health & financial health

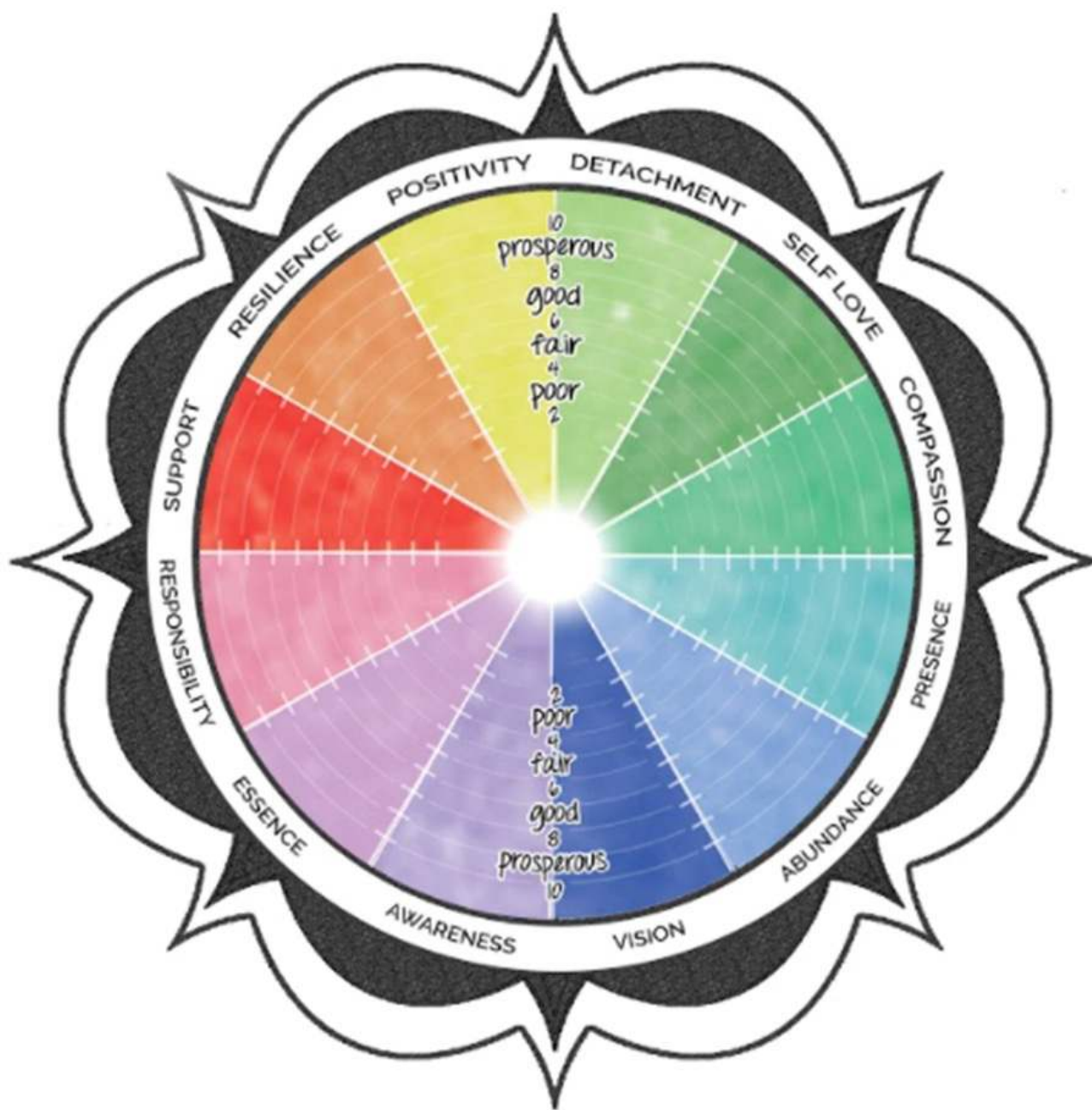
**We unconsciously
recreate the familiar
until we become
aware, and we choose
something better.**





I am a financial planner, not a psychiatrist, but I do know that your net worth will rise to meet your self-worth only if your self-worth rises to accept what can be yours.

SUZE ORMAN,
author of ten consecutive *New York Times* best sellers about personal finance



Twelve Mindsets for Success

Mental Wealth

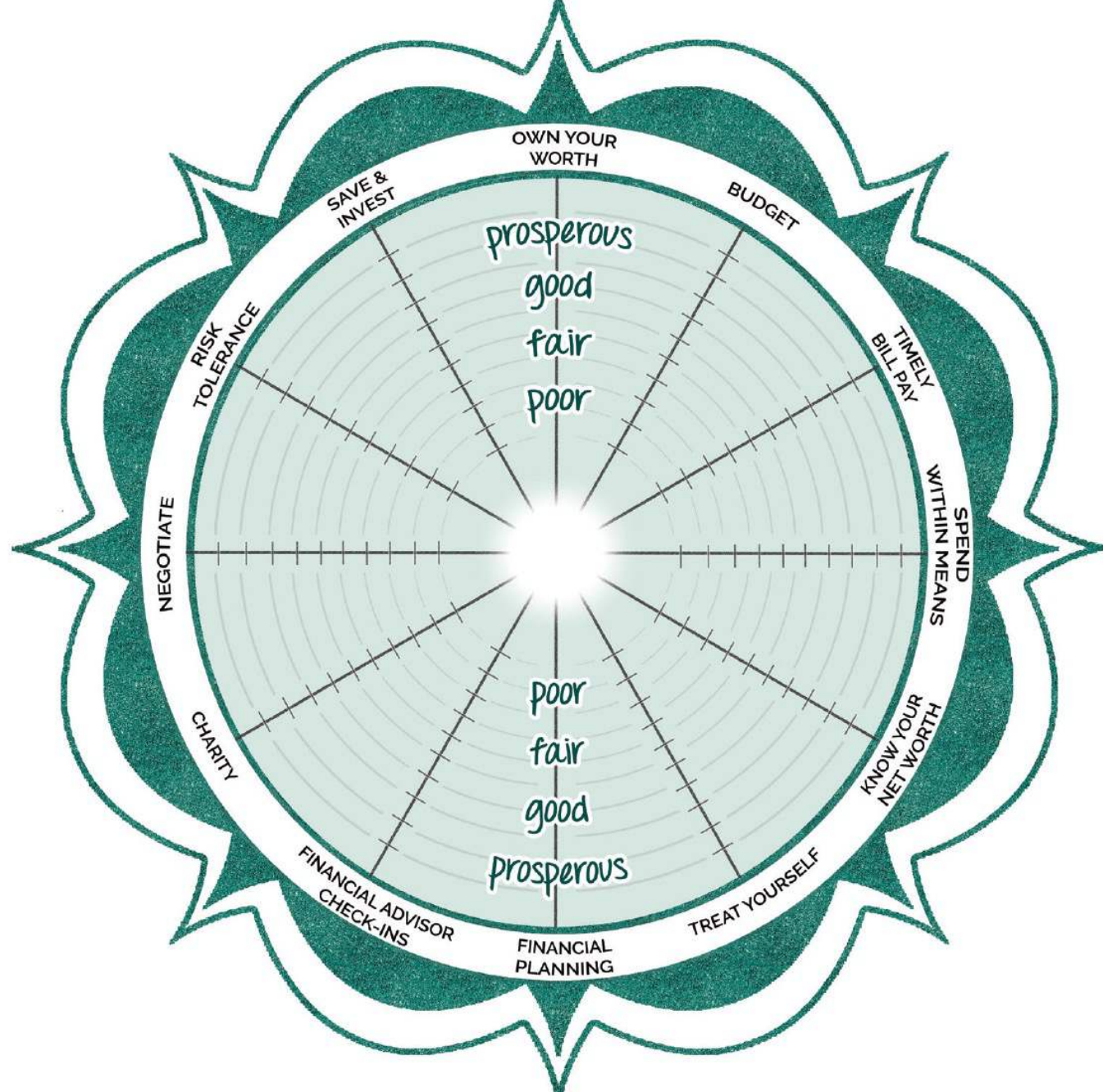
Lakshmi, Goddess of Abundance



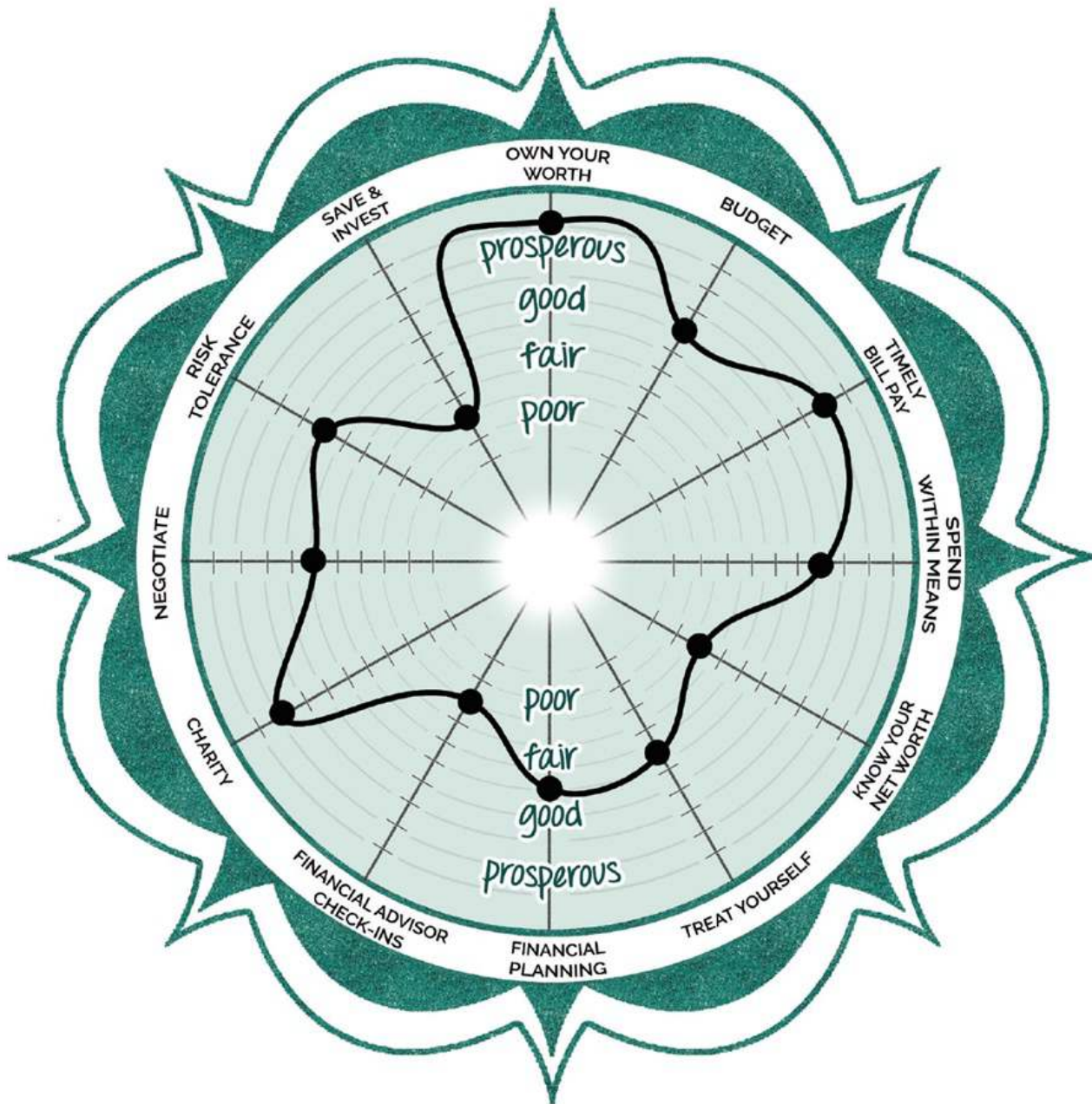
The Psychology of Money

- Thoughts
- Emotions
- Behaviors
- Relationship with money





The Financial Health Wheel



Sample Completed Financial Health Wheel

Success begins with an awakening, an honoring of the past for how it has shaped & molded us, and a choice to take responsibility for our path going forward.



Abundance

“Long-lasting and pronounced success comes to those who renew their commitment to a mindset of abundance every minute of every hour of every day.”

- Bryant McGill



Scarcity vs Abundance

- Can be caused by fear
 - Competing for available resources
 - Rooted in limiting beliefs
 - **Focused on what you don't have**
- Can be a result of gratitude
 - Not competition involved
 - Rooted in believing there is enough for everybody
 - **Focused on believing in yourself**



Joyce Marter



An Abundance Mindset Facilitates:

- Creativity
- Positivity
- Hope
- Openness
- Flexibility
- Growth and expansion
- Empowerment
- Problem-solving
- Collaboration



Self-Awareness

“He who knows others is wise.
He who knows himself
is enlightened.”

- Lao Tzu



Is Your Unconscious Robbing You of Riches?

What You Don't Know Will Hurt You

Joyce Marter



Financially Conscious Behavior

Move from:

Denial → Awareness

Disempowerment → Empowerment

Blame → Responsibility

Uninformed → Informed

Passivity → Action

FEATURED ON **Psychology Today**

**Are your mother's
money beliefs
making you buy
ugly shoes?**



Improve Your Financial Relationships

Improve financial communication



- Establish systems
- Have regular meetings

Set Boundaries with Assertive Communication



- Partner
- Kids
- Extended family/in-laws

Be Aware of Financial Infidelity



- Financial secrecy & betrayal

Understand Codependency



- Alcohol, drugs, addiction
- Mental health issues
- Other problems



Understand Your Money Script

- Money Worship
- Money Status
- Money Avoidance
- Money Vigilance



Presence

“Be at least as interested in what goes on inside you as what happens outside. If you get the inside right, the outside will fall into place.”

- Eckhart Tolle, The Power of Now



Strategies to Increase Mindfulness

- Progressive muscle relaxation
- Unplugging from technology
- Listening & using your senses
- Mindful eating & spending
- Yoga
- Breathing
- Body scan
- Positive mantra
- Connection to nature
- Meditation
- Morning routine



Apply Mindfulness to Finance

- Save and spend mindfully
- Tap into your intuition when negotiating or making financial decisions
- Respond consciously rather than react emotionally





**A story
about
Penny &
Prosperity**

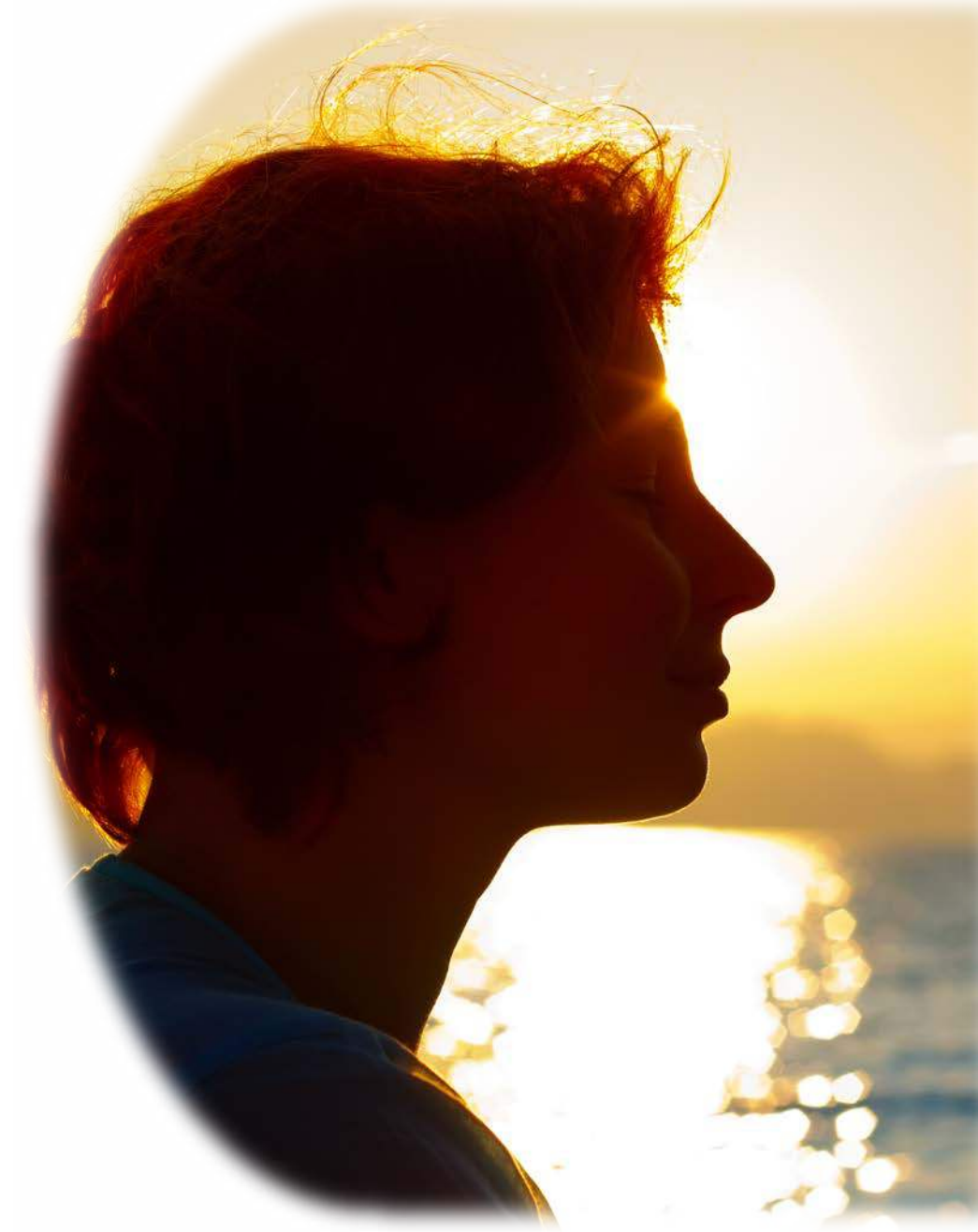
Sally



Essence

“Whenever you feel superior
or inferior to anyone, that is the ego
in you.”

-Eckhart Tolle



Ego & Money

- Detach from ego
- Align with purpose
- Imposter syndrome & perfectionism
- Embrace enoughness



Healthy
self-esteem
is midway
between Diva
and Doormat

Self-Love

“You can search throughout the entire universe for somebody who is more deserving of your love and affection than you are yourself, and that person is not to be found anywhere. You yourself, as much as anybody in the entire universe, deserve your love and affection.”

- Buddha



“You must **care**
enough about
yourself to
welcome the life
that you **deserve**.”

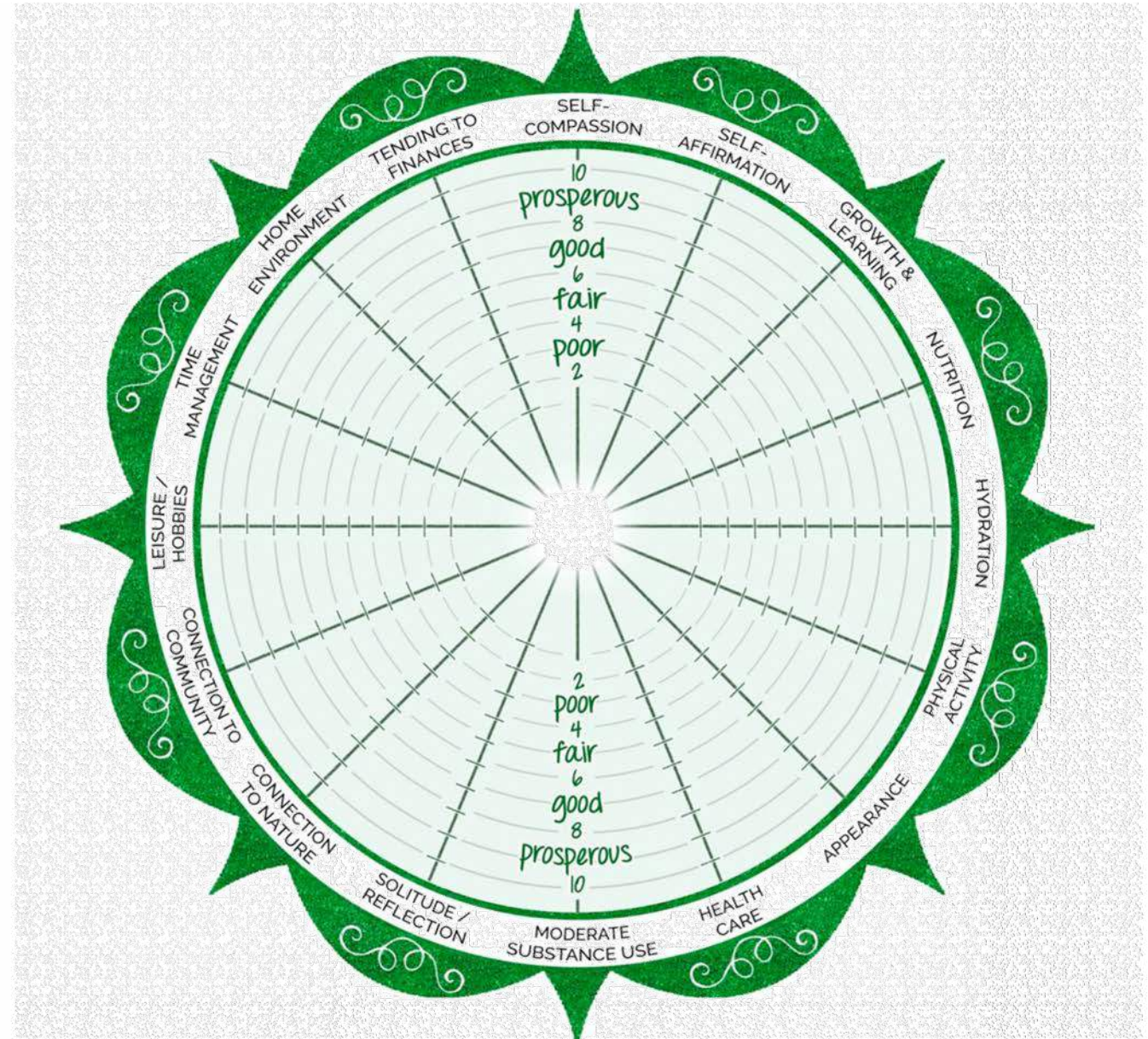




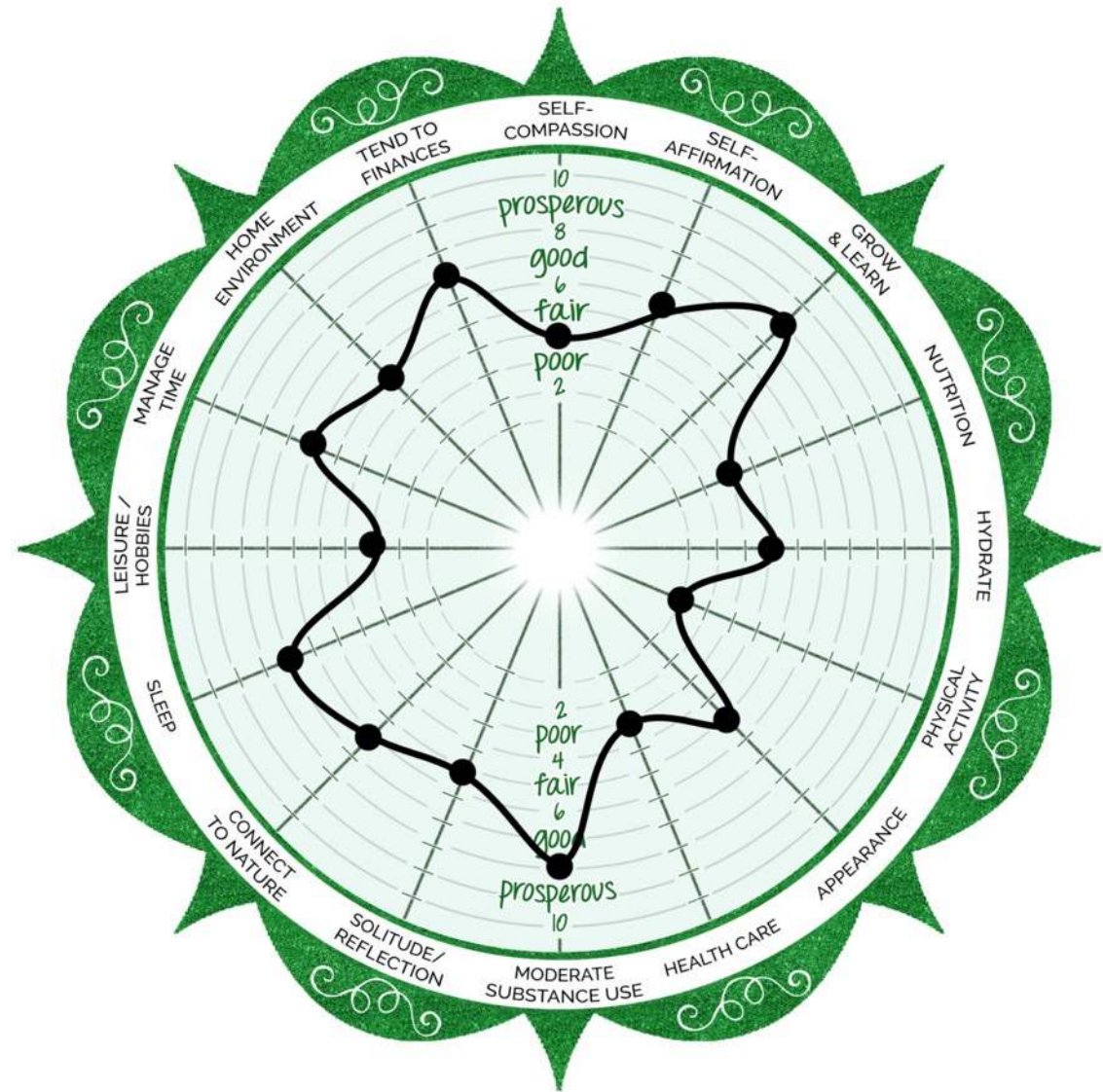
Having a healthy relationship with yourself is essential for happiness. Choose to be your own good parent, best friend, and greatest advocate.



Self-Care Wheel



Sample Completed Self-Care Wheel



Support

“Alone we can do so little,
together we can do so much.”

- Helen Keller



Barriers to Accessing Support

- Fear (difficulty trusting)
- Pride
- Shame or stigma
- Guilt
- Fear of imposition
- Low self-esteem, not feeling deserving
- Learned helplessness
- Hopelessness
- Loss of power and control (ego)
- Loss of credit (ego)
- Early life messages
- Expense
- Introversion or shyness







Create a Financial Board of Advisors

- Financial Planner
- Accountant
- Attorney
- Accountability Partner
- Counselor, Therapist or Coach
- 12-Step Sponsor
 - Debtors Anonymous, Underearners Anonymous, Spenders Anonymous

Joyce Marter

Support Network Wheel

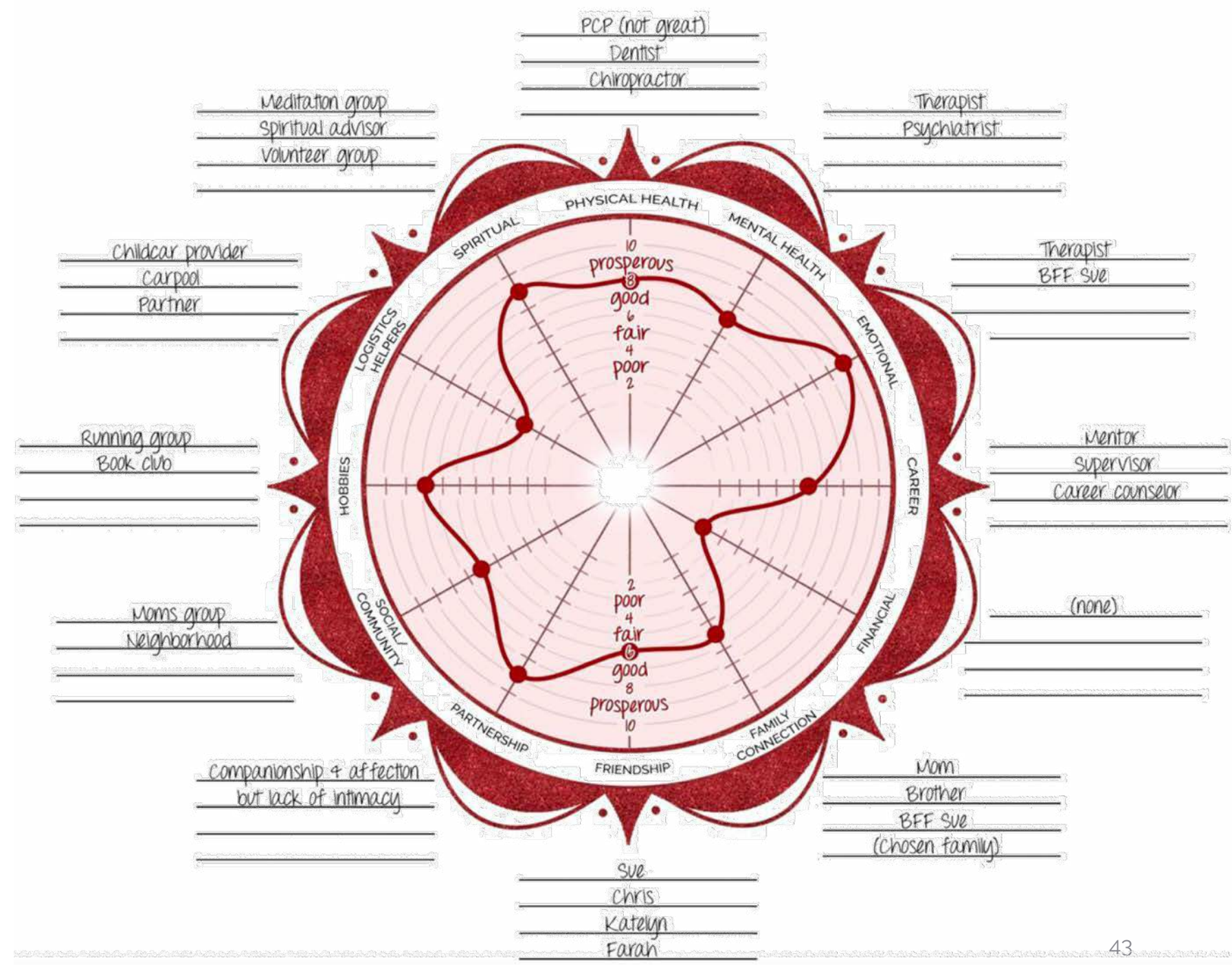
The diagram is a circular 'Support Network Wheel' with a red, flower-like outer border. It is divided into 10 segments, each representing a different area of life. Each segment has a scale from 1 to 10, with qualitative labels: 10 is 'prosperous', 8 is 'good', 6 is 'fair', 4 is 'poor', and 2 is 'poor'. The segments are labeled as follows:

- PHYSICAL HEALTH
- MENTAL HEALTH
- EMOTIONAL
- CAREER
- FINANCIAL
- FAMILY CONNECTION
- FRIENDSHIP
- PARTNERSHIP
- SOCIAL COMMUNITY
- HOBBIES
- LOGISTICS HELPERS
- SPIRITUAL

Surrounding the wheel are 10 sets of horizontal lines for notes, one set for each segment:

- PHYSICAL HEALTH: 3 lines
- MENTAL HEALTH: 3 lines
- EMOTIONAL: 3 lines
- CAREER: 4 lines
- FINANCIAL: 3 lines
- FAMILY CONNECTION: 3 lines
- FRIENDSHIP: 3 lines
- PARTNERSHIP: 3 lines
- SOCIAL COMMUNITY: 3 lines
- HOBBIES: 3 lines
- LOGISTICS HELPERS: 3 lines
- SPIRITUAL: 3 lines

Sample Support Network Wheel



Compassion

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

- Maya Angelou





**Love is the
currency of life**

Marten

FEATURED ON **LIVE BOLDLY**

**When you have more,
you can help more.**



Vision

“First say to yourself what you would be; and then do what you have to do.”

- Epictetus



Vision

- Participate in Career Counseling or Coaching
- Professional Association Membership
- Utilize Mentoring
- Create a Vision Board
- 1-3-5 Year Plan
 - Include work/life balance



Positivity

“A man is but the product of his thoughts...what he thinks, he becomes.”

- Mohandas Gandhi



WTF

Change Your Language

- “I don’t” to “I do” (e.g. “I don’t deserve prosperity” to “I do deserve prosperity”)
- “I won’t” to “I will” (e.g. “I won’t get the job” to “I will get the job”)
- “I can’t” to “I can” (e.g. “I can’t start my own business” to “I can start my own business”)
- “I’m not” to “I am” (e.g. “I’m not very good at what I do” to “I am good at what I do”)

Keep Your Thinking Positive

- Turn down volume of your inner critic
- Detach from fear
- Avoid catastrophic thinking
- Practice the power of affirmations and mantra



**When you refuse to
believe something is
impossible, it
becomes possible.**





The Power of Negotiation

- Everything is negotiable:
 - Contracts with contractors and service providers
 - Leases
 - Purchases
- Look for win-win
- Negotiation PDF



Detachment

“Feelings are waves of energy which we can choose to surf, rather than allowing them to overcome us.”

- Arlene Englander



Detach From:

- Your own negative emotions like fear, anxiety, anger and sadness
- The negative emotions of others
- Expectations
- Outcome (embrace uncertainty)
- Risk



The Emotions Around Money

Create a paradigm shift from:

Inadequacy → Worth

Disempowerment → Empowerment

Shame → Pride

Hopeless → Hopeful

Fear → Confidence

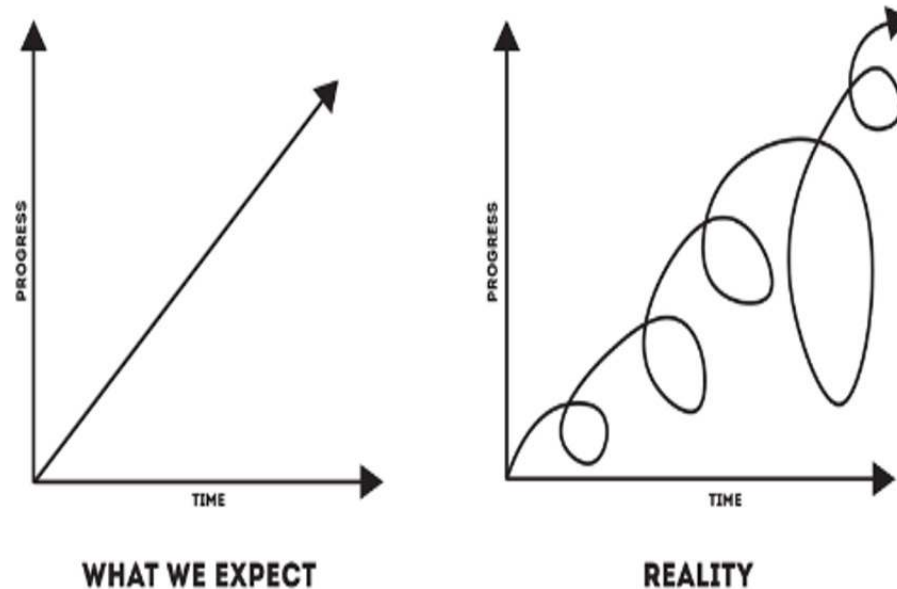
Guilt → Deservingness & Altruism

Anxiety/
Frustration → Peace

Resilience

“Life will give you whatever experience is most helpful for the evolution of your consciousness.”

- *Eckhart Tolle*







FEATURED ON



weightwatchers
reimagined



**Resilience is the ability to fully
engage in life, recover from
challenges, and increase the
capacity to thrive in the future.**

Joyce Marter







SUCCESS is to live openly, authentically, & lovingly in alignment with the highest good of self & others – to the greatest extent possible.”

Joyce Marter

joyce-marter.com

FEATURED ON **Forbes**

“

**How The Financial
Mindset Fix Will Help
You Conquer Money
Blocks And Make
You Rich**

Joyce Marter





Thank You!

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