

The Power of Positivity, Abundance, and Collaboration in Negotiation



Joyce Marter

***“The most you get is what you ask for.
We have to value our worth and move
through unnecessary guilt as we remember
when we have more, we can give more.”***

Joyce Marter, *The Financial Mindset Fix*

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When was the last time you asked for a raise? Received a new job offer? Or overpaid on a dinner bill?

Were you able to call upon your negotiation skills? Or were you left thinking about it hours later and wishing you would have said something?

Negotiation is one of those things in life where calling upon your other skill sets for assistance is encouraged— and necessary. Whether you’re asking for something as big as a raise or even asking your partner to take the kids for a few hours, utilizing the powerful skills of positivity, abundance, and collaboration can help you succeed.

Positivity is one of our most underutilized tools in life. While shifting from a negative mindset to a positive one takes time and effort, the life-changing results on the other end of that journey are well worth it. Along with positivity, cultivating an abundance mindset can also bring greater prosperity and joy into your life. Letting go of limiting beliefs to call forth your greatest desires for the life you want to live is incredibly powerful. And then utilizing collaboration skills to ask for and receive support during the negotiations can help you practice and process your thoughts and emotions.

Combining these ideas can give you the boost you need to achieve your goals and receive everything you deserve. And not only that, but calling upon these skills will also help you cultivate a better relationship with yourself as you come to know and better understand your worth. Plus, there's much more to be found on this and related topics in my upcoming book, [***The Financial Mindset Fix***](#).

As I wrote in the book, "If you are anticipating a negative result, you create that outcome through self-defeating behaviors. How is somebody else going to believe in you if you don't believe in yourself?"

Let's break it down further so you can start believing in yourself and improve those negotiating skills.

Positivity

- "Whether it's speaking up at a meeting, asking for a raise, applying for your dream job, starting a business, or telling someone you love them, the only way to welcome greater prosperity is to do things that intimidate and scare you but move you in the direction of success." - Joyce Marter, [***The Financial Mindset Fix***](#)
- Negotiating may scare you, but approaching it with a positive mindset will make it less so.
- How can you shift your thinking from negative to positive prior to your negotiation?

Abundance

- "Abundant thinking can create new income streams and increased revenue for you while providing more for others, such as jobs, internships, sliding fee or pro-bono services and charity." - Joyce Marter, [***The Financial Mindset Fix***](#)
- Moving away from scarcity, or lack, towards abundance does a few things, but most importantly, it allows you to let go of limiting beliefs so you can shatter glass ceilings.

- When it comes to negotiating, believing and knowing that you are worthy of abundance is key to receiving what you are worth AND what you desire.
- How can you practice cultivating abundance leading up to your next negotiation?

Collaboration

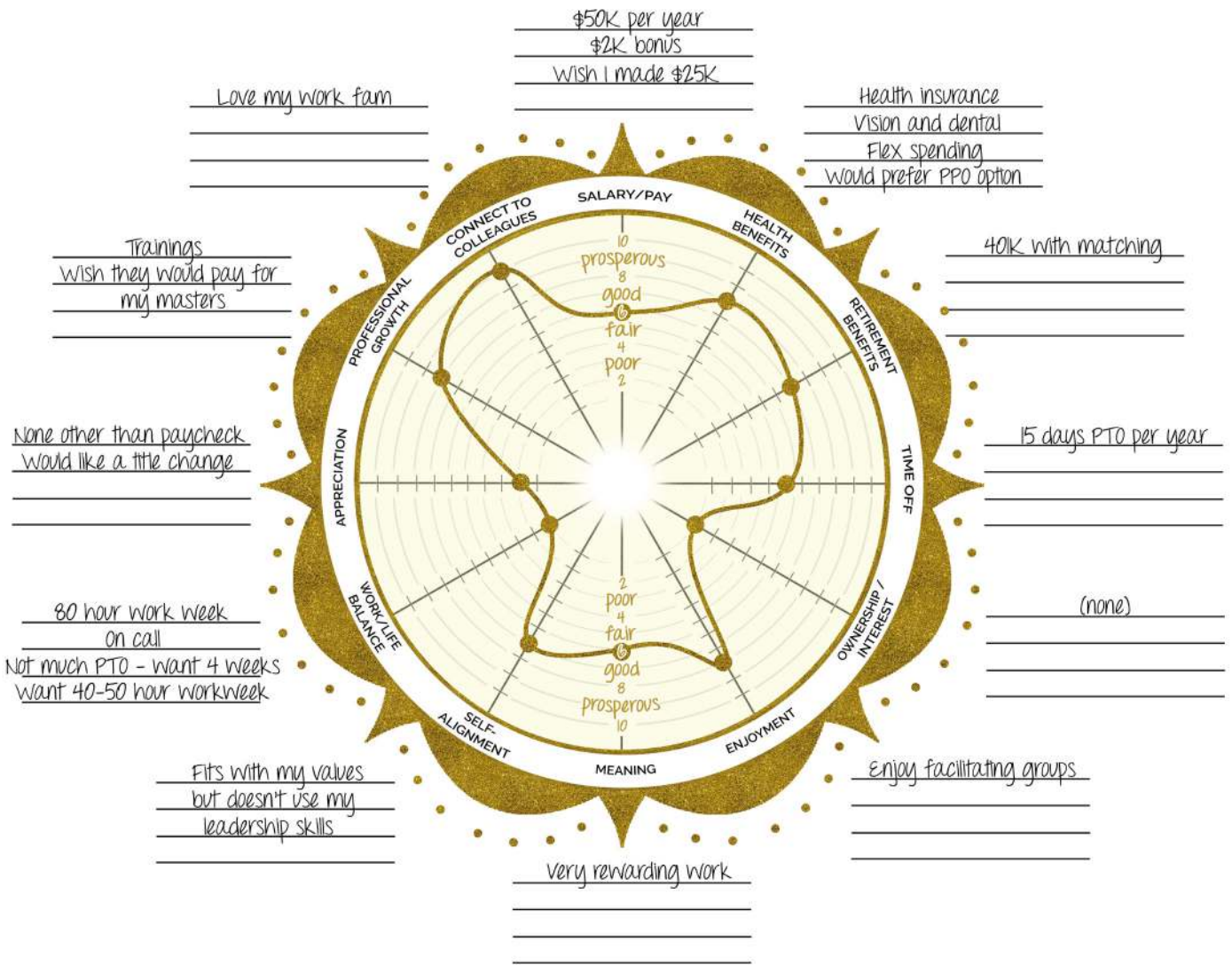
- “By helping other therapists succeed, I am staying true to my mission to promote mental health care access for all, which contributes to the greater good.” - Joyce Marter, [*The Financial Mindset Fix*](#)
- In shifting from competition to collaboration, you can welcome abundance into your life. By collaborating, you open yourself up to greater possibilities.
- How can you negotiate for more collaboration that benefits you and your colleagues?

I’ve included an exercise for you straight from [*The Financial Mindset Fix*](#) to help you evaluate where you’re thriving and where there’s room for growth in your negotiation (and work!) skills.

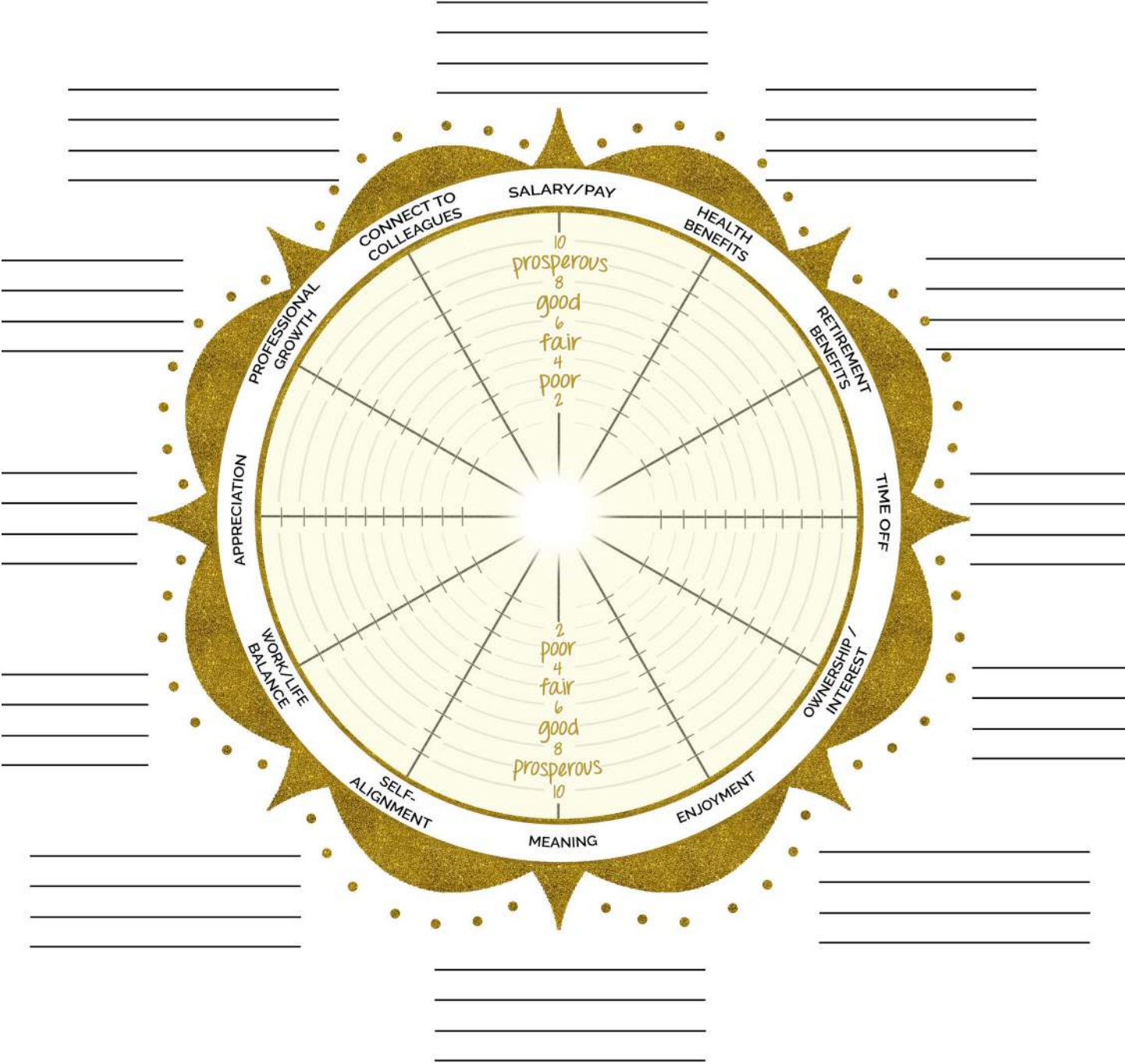
While you might think negotiation is primarily around compensation, this wheel exercise encompasses all of the ways your work can benefit you. This wheel comes in handy when you are preparing for a performance review or looking for a new job and comparing offers. If you are currently unemployed, complete this exercise based on your most recent job, or as a framework for negotiating future job offers. If you are self-employed or a business owner, this tool can also help you identify and evaluate areas of low satisfaction that you can improve by negotiating higher fees, better deals with vendors or contractors, better benefit plans, etc.

The Work Satisfaction Wheel Example

Notice the lines at the end of each spoke which provide space for you to jot notes about the pros and cons of your current work situation as related to each spoke.



The Work Satisfaction Wheel



The Work Satisfaction Wheel

Rate your response after each question using a number from the following scale: Poor (1-3), Fair (4-5), Good (6-7), Prosperous (8-10):



Salary/Pay: Jot down the amount of compensation you receive including salary or pay, commissions and bonuses on the lines outside this spoke. How prosperous is your current compensation?

Healthcare Benefits: List your current benefits including medical, vision, dental plans, health savings account, or other perks like gym access. How prosperous are you in healthcare benefits?

Retirement Benefits: Write down your current retirement benefits including your ability to invest (not how much you have invested) in pre-tax earnings into a 401K plan (in for profit settings) 403B plan (in non-profit or government settings) or Roth IRA (self-employed settings)? How prosperous are you in accessing retirement benefits?

Time Off: Jot down how much flexibility you have to take time off, whether or not it is Paid Time Off (PTO) and how much time you can take off for vacations, sick time, and other leaves of absence. How prosperous are you when it comes to taking time off?

Ownership/Vested Interest: Write down notes about your ability to become a partner or owner, obtain stock options, or have a vested interest in your place of work. How prosperous are you in your ability to have ownership or a vested interest?

Enjoyment: Jot down the aspects of your job you enjoy or don't enjoy. How prosperous are you in terms of deriving pleasure and enjoyment from your work?

Meaning: List which aspects of your work are meaningful and rewarding to you on a deeper level. How prosperous are you when it comes to finding meaning in your work?

Alignment with Self: Mark down your unique gifts and talents, core values, and mission in the world. How prosperous are you in your work aligning with your true self?

Work/Life Balance: Write down the aspects of flexibility or lack thereof in your current work situation. This includes ability to work from home, flexible hours, work/life balance, commute time or required travel.

Appreciation/Recognition: List the ways you are acknowledged for your efforts and achievements, including words of affirmation, appropriate title, awards or special perks. How prosperous are you in appreciation and recognition at work?

Professional Development: Jot down your current opportunities for professional development including mentoring, continuing education or other alternative opportunities for learning. How prosperous are you in opportunities for professional development?

Connection to Colleagues: Write notes about how your work does or does not foster collaboration, social support and a sense of belonging. How prosperous are you in connection to colleagues?

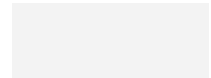


Chart your numbered responses and then connect the dots. (For a refresher, see the Wheel Exercise Tutorial on page XX.) Start at the top: Are you Poor, Prosperous, or somewhere in between when it comes to negotiating Money? Put a dot on the spoke next to the number that corresponds with your answer. Now continue going around the wheel and after scoring yourself on every spoke, connect the dots to create a circle.

The Financial Mindset Fix offers additional strategies and resources if you're looking to level up your negotiation game, or simply improve your relationship with yourself and your finances.