

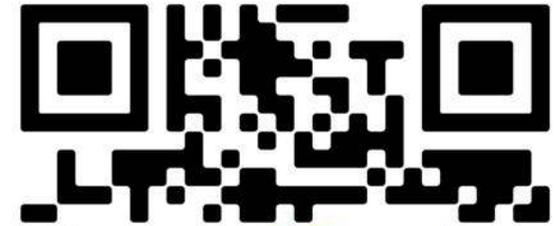
# The Psychology of Success

For Young Professionals

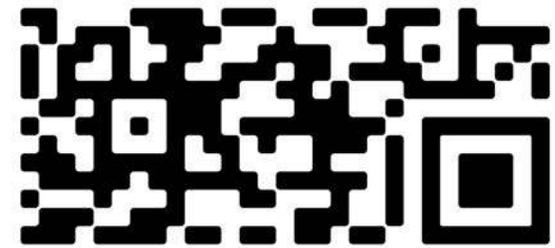




# Resources

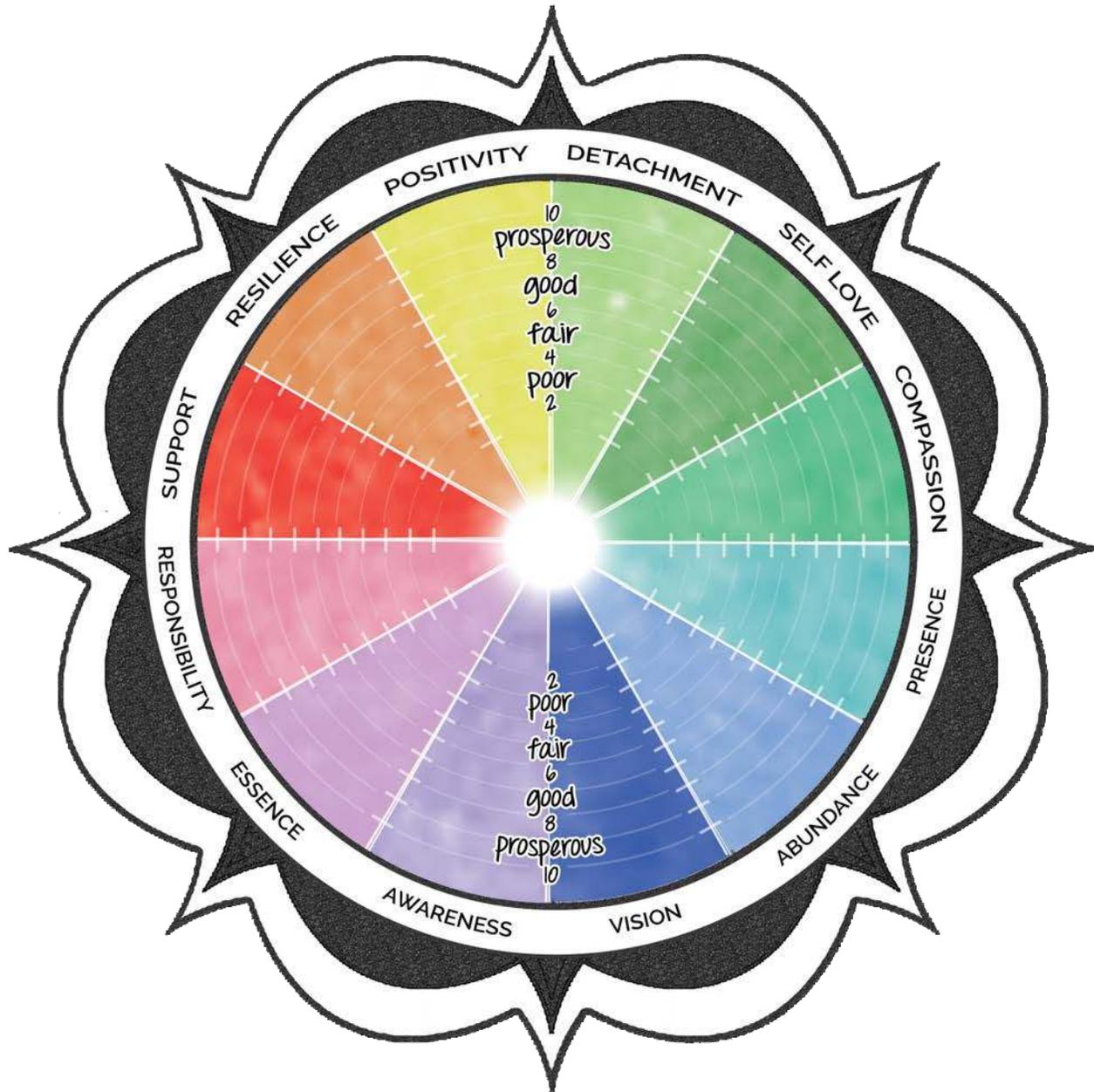


Joyce Marter



SCAN ME

<https://qrco.de/bdPOSA>



# The Keys to Success

# #1 Self-Awareness

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

- Lao Tzu



## #2 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





# Apply Mindfulness to Finance

- Presence
- Mindful spending
- Intuition

**Joyce Marter**

# #3 Responsibility

“Everything you do is based on the choices you make. It's not your parents, your past relationships, your job, the economy, the weather, an argument or your age that is to blame. You and only you are responsible for every decision and choice you make.”

- Wayne Dyer, *The Power of Intention*



## #4 Essence

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

-Eckhart Tolle



# #5 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

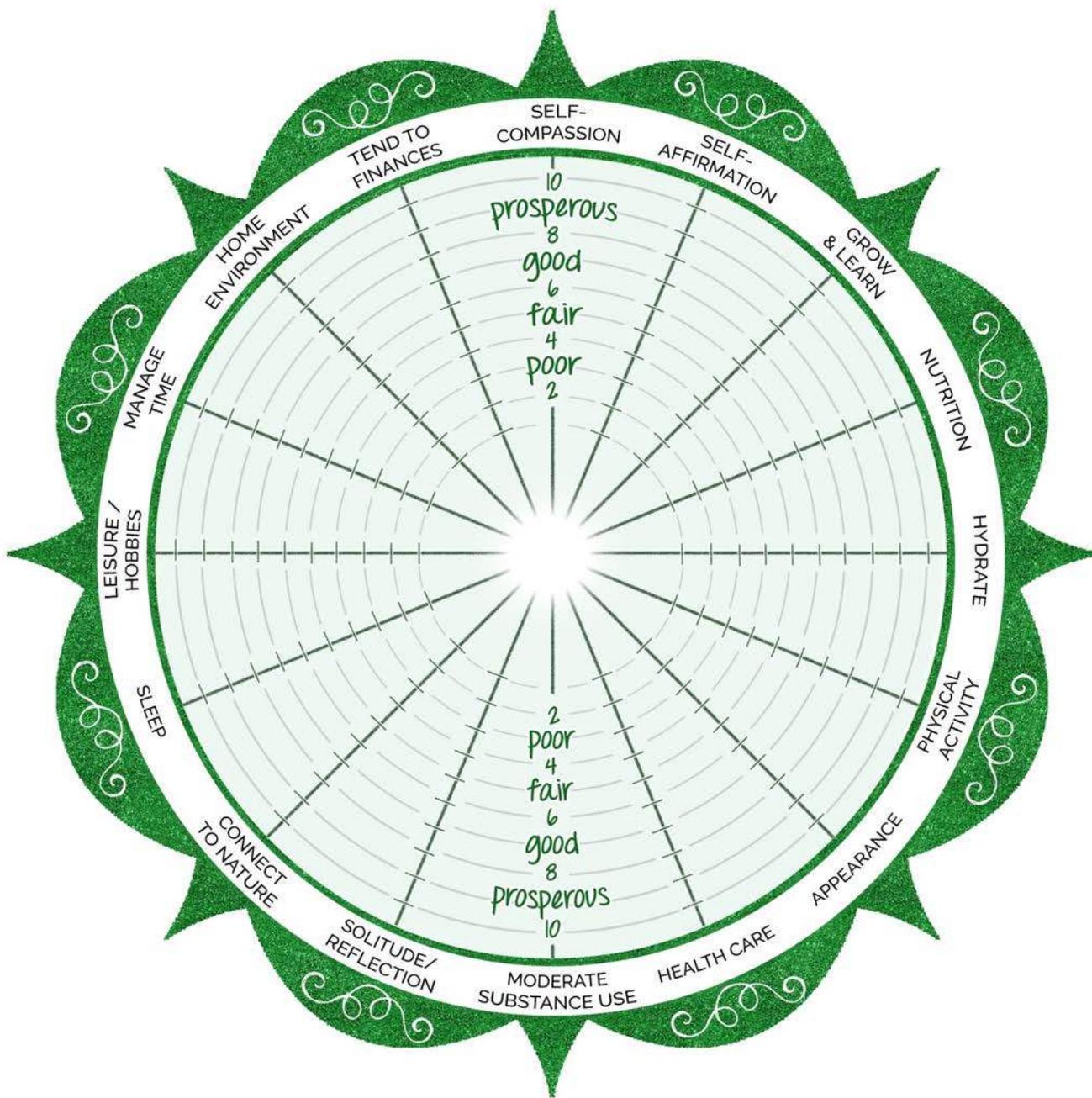


“  
Having a healthy  
relationship with  
yourself is essential for  
**happiness**. Choose to  
be your own good  
parent, best friend,  
and greatest advocate.  
”

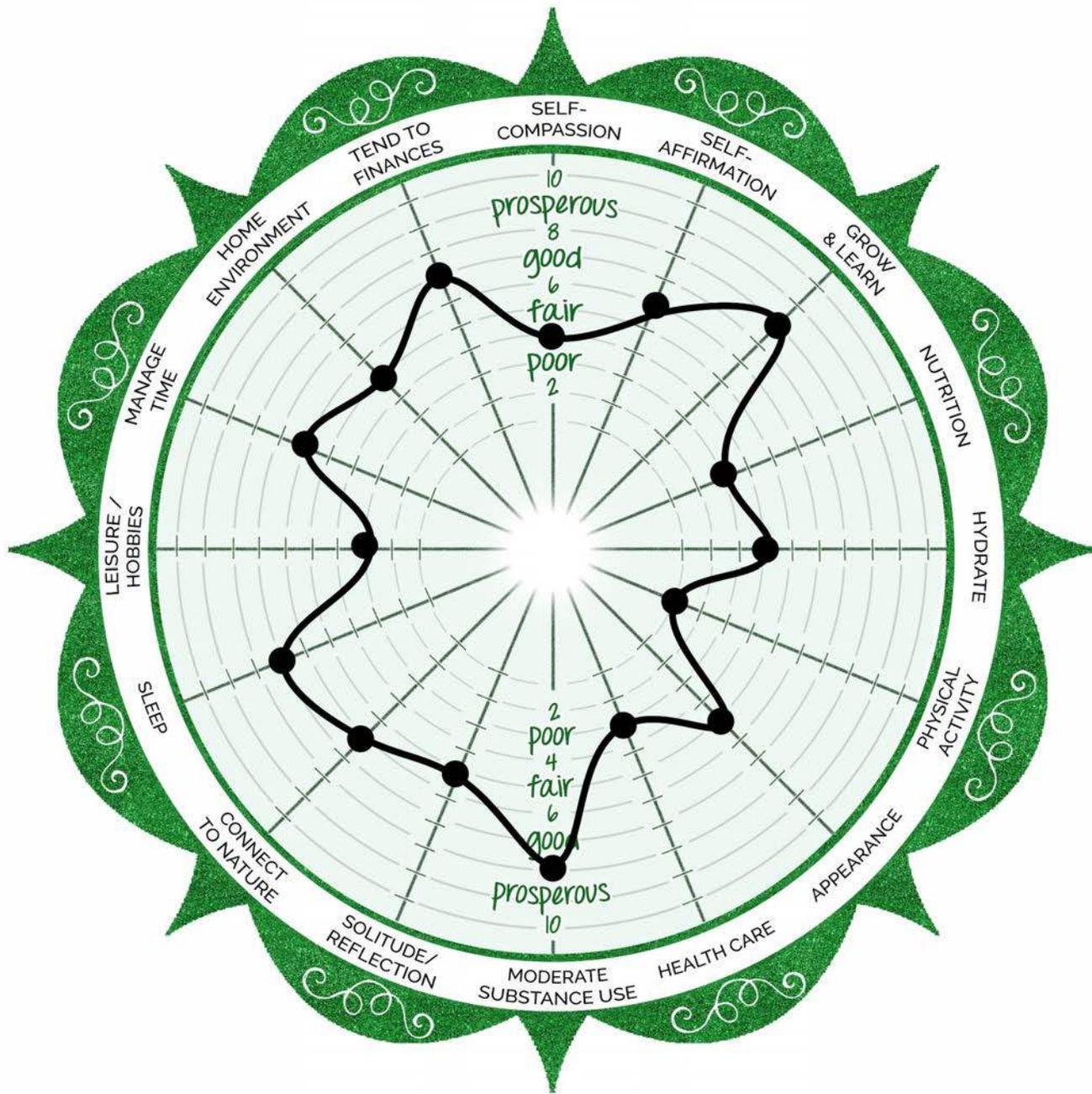


**Healthy self-esteem is  
midway between  
DIVA and DOORMAT.**





# Self-Love Wheel



**Sample  
Completed  
Self-Love  
Wheel**

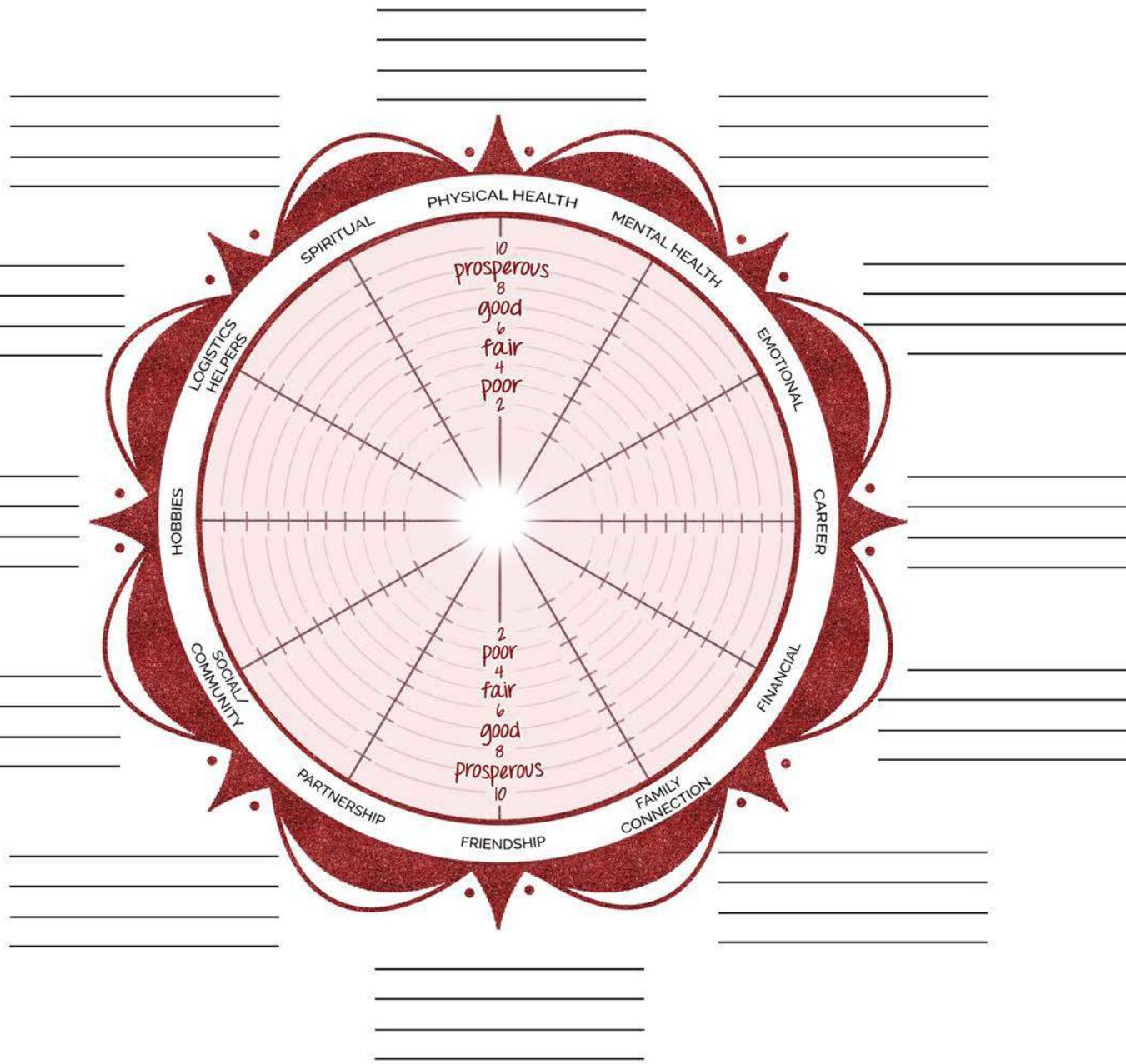
# #6 Support

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

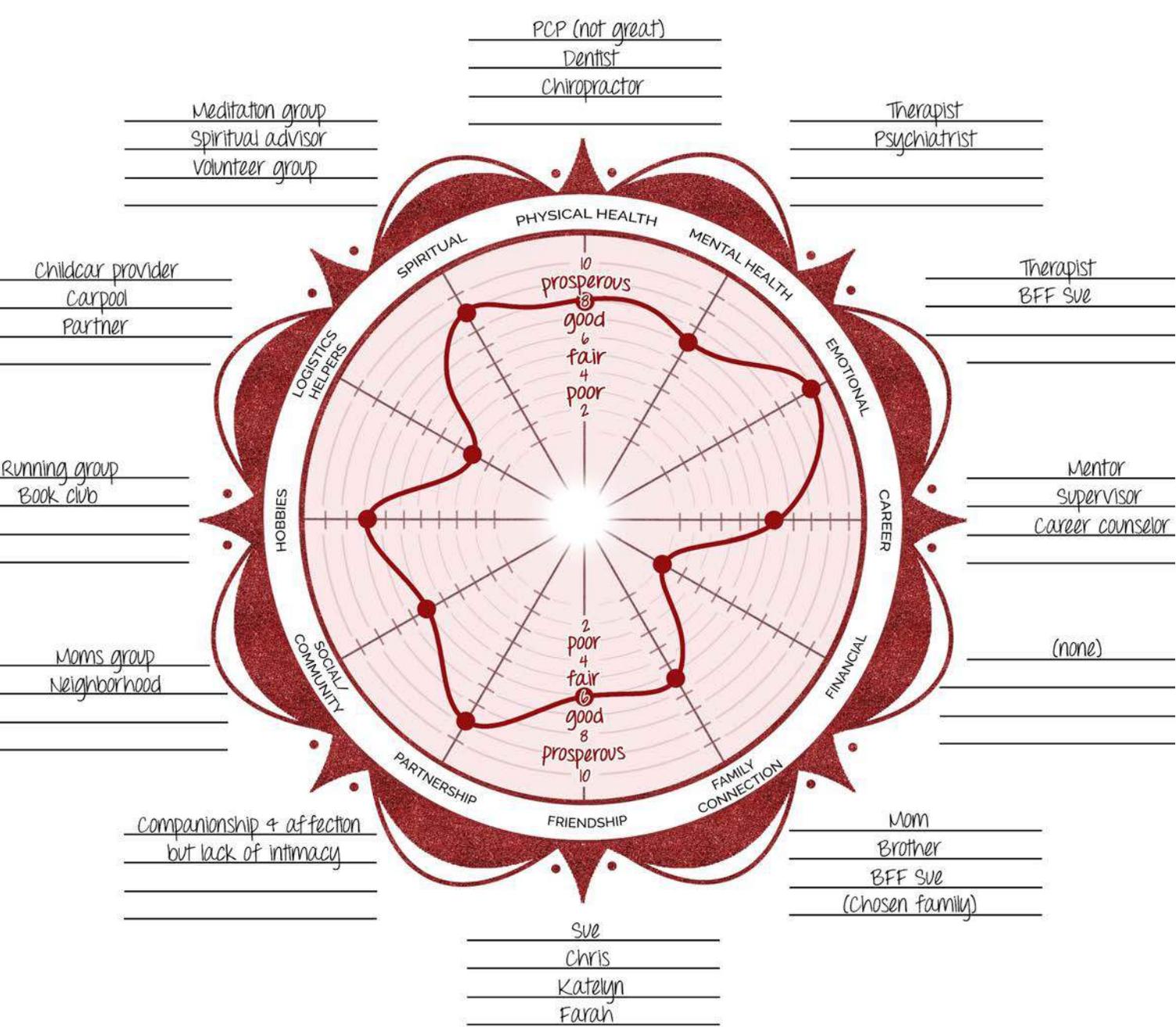
- Helen Keller







# Support Wheel



# Support Wheel

# Create Your Advisory Board

- **Personal Advisory Board**
  - Close friends, close family, partner, BFF, therapist or coach, etc.
- **Professional Advisory Board**
  - Supervisor, mentor, coworkers, coaches, teachers, etc.



# #7 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



FEATURED ON **LIVE BOLDLY** 

---

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





**Love is the  
currency of life**

Marten

# #8 Detachment

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

- Arlene Englander



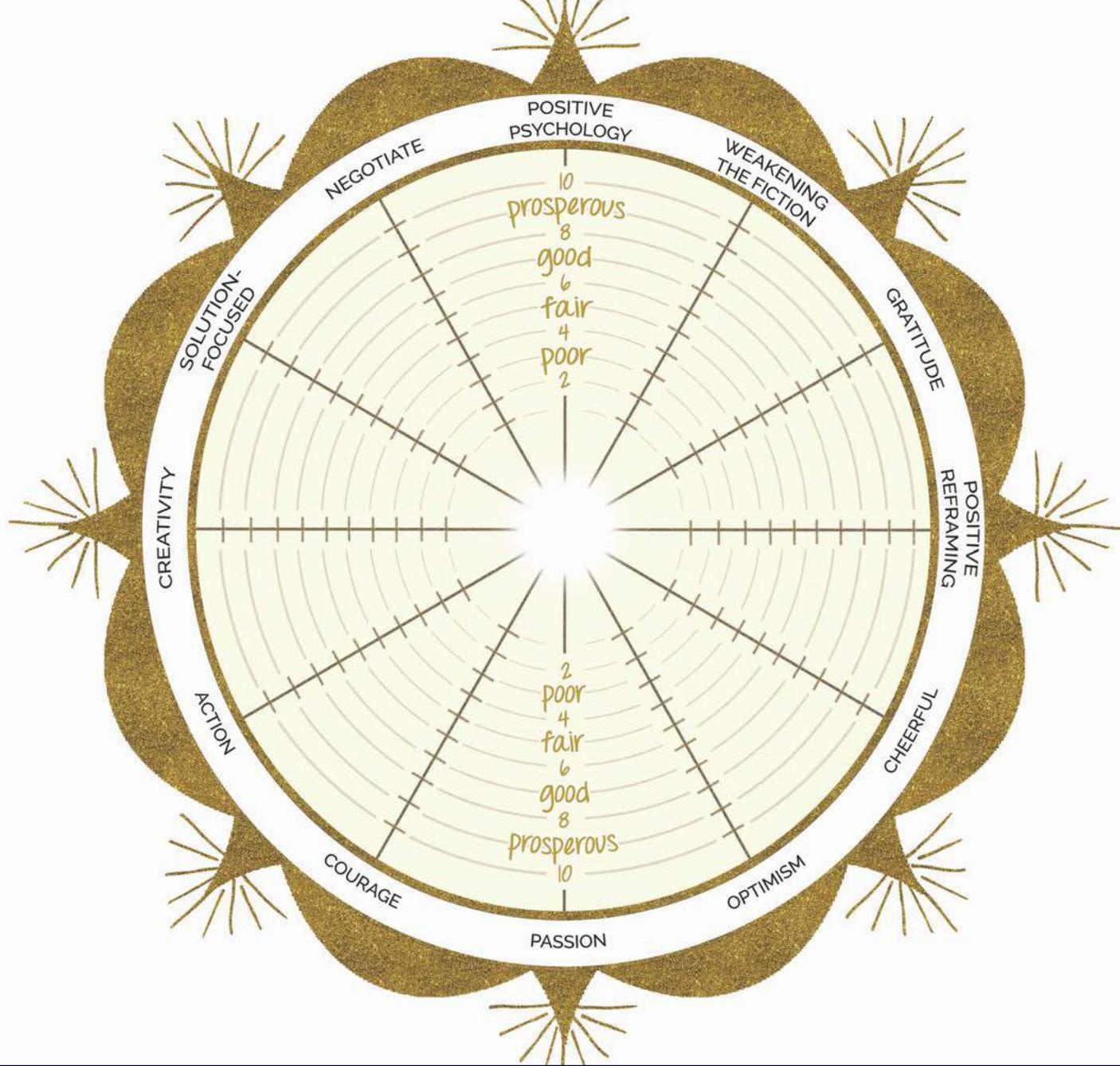
# #9 Positivity

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

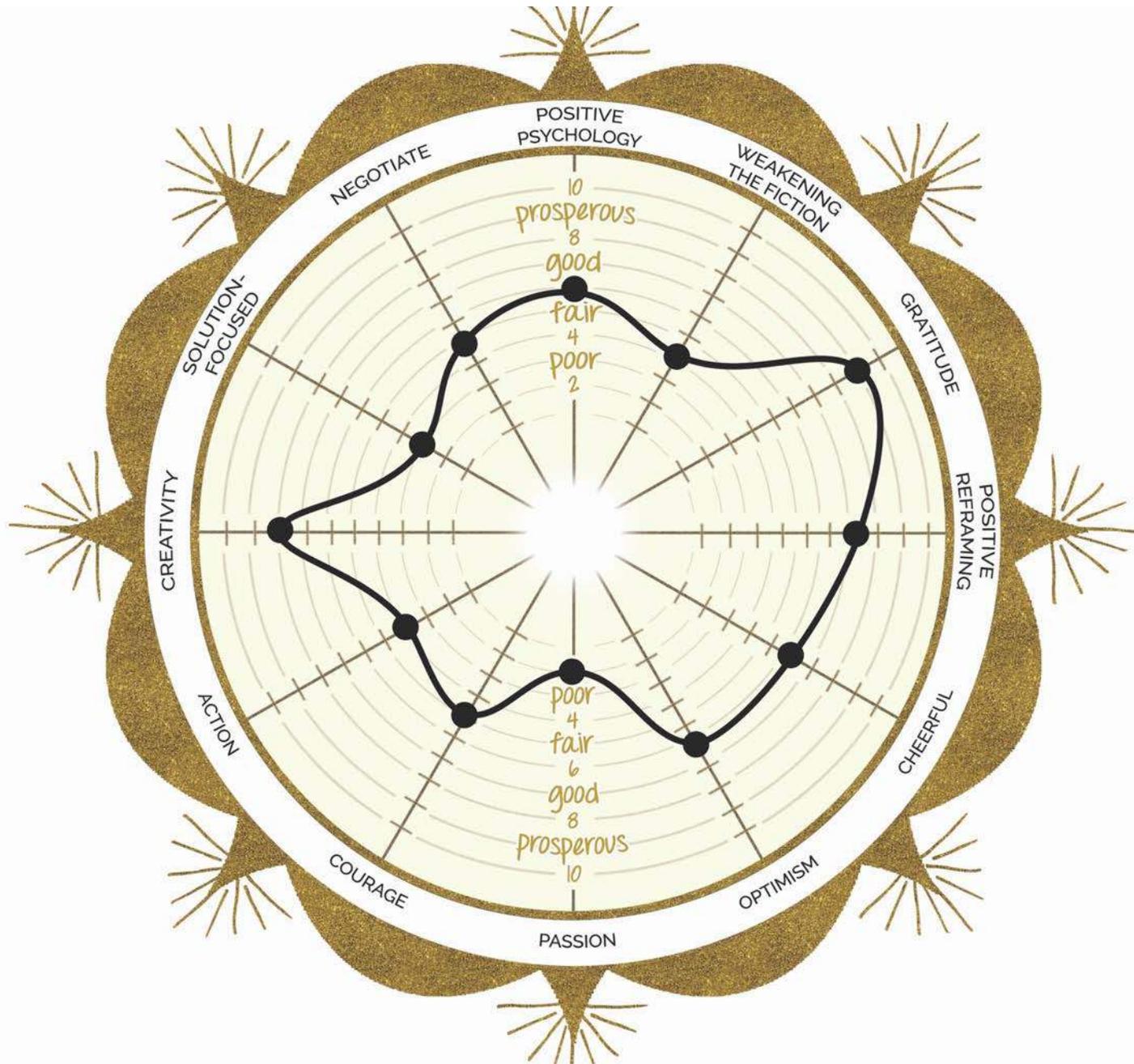
- Mohandas Gandhi



WTF



# The Positivity Wheel



**Sample  
Completed  
Positivity  
Wheel**

# *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”)

SITUATION	THOUGHT	EMOTION	BEHAVIOR	ALTERNATE THOUGHT
Your coworker received the promotion instead of you.	"I suck."	Anger, sadness, shame	Sulky and passive-aggressive	"There will be a better opportunity for me in the future."

# #10 Vision

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

- Epictetus



# Ignite Your Ambition

- Know you're far more than a task-master
- Ask yourself Miracle Question
- Understand that tending to your dreams is self-care
- Recognize personal & professional success are two sides of same coin



# Visioning

- Career Counseling or Coaching
- Professional Associations
- Mentors & heroes
- 1-3-5 Year Plan
  - Include work/life balance



# Set SMART Goals

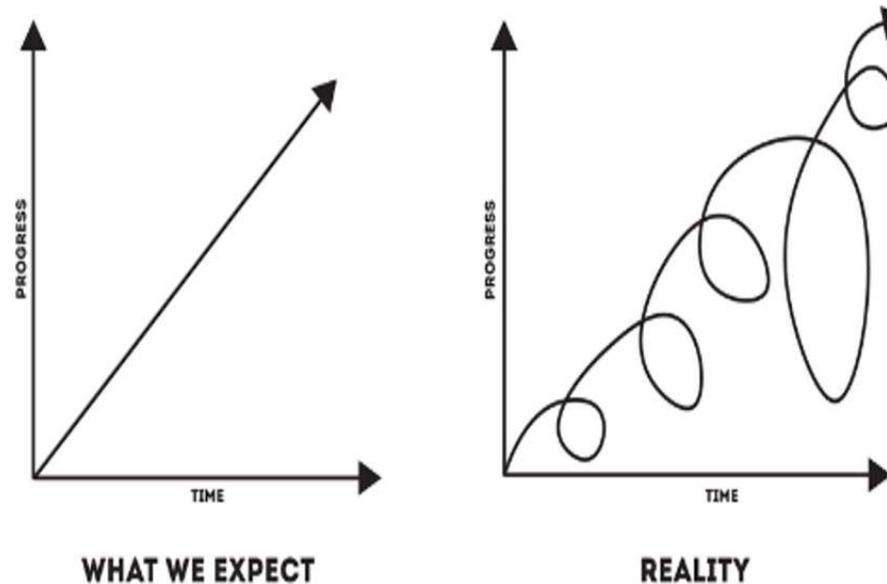
- **S**pecific
- **M**easurable
- **A**chievable
- **R**ealistic
- **T**imely



# #11 Resilience

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

- *Eckhart Tolle*



# Low EQ Choices

## Unconscious responses to fear:

- Fight
- Flight
- Freeze
- Fawn



# High EQ Choices

**Compassionate, collaborative & intuitive responses to change:**

- Flexible
- Fluid
- Adaptable
- Open



# #12 Abundance

“Success is a state of mind. In order to be a success, you must first think of yourself as a success.”

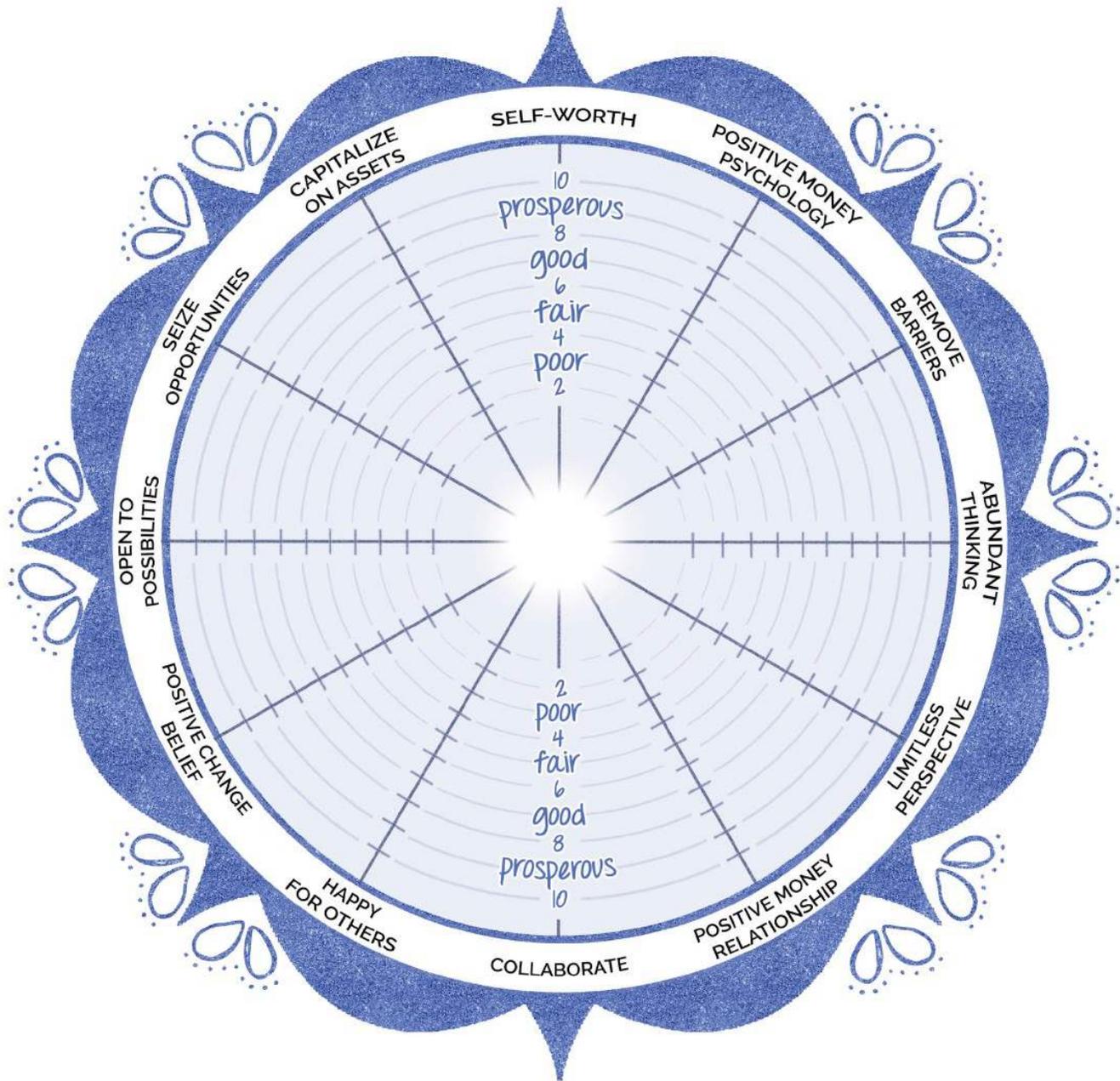
- Dr. Joyce Brothers



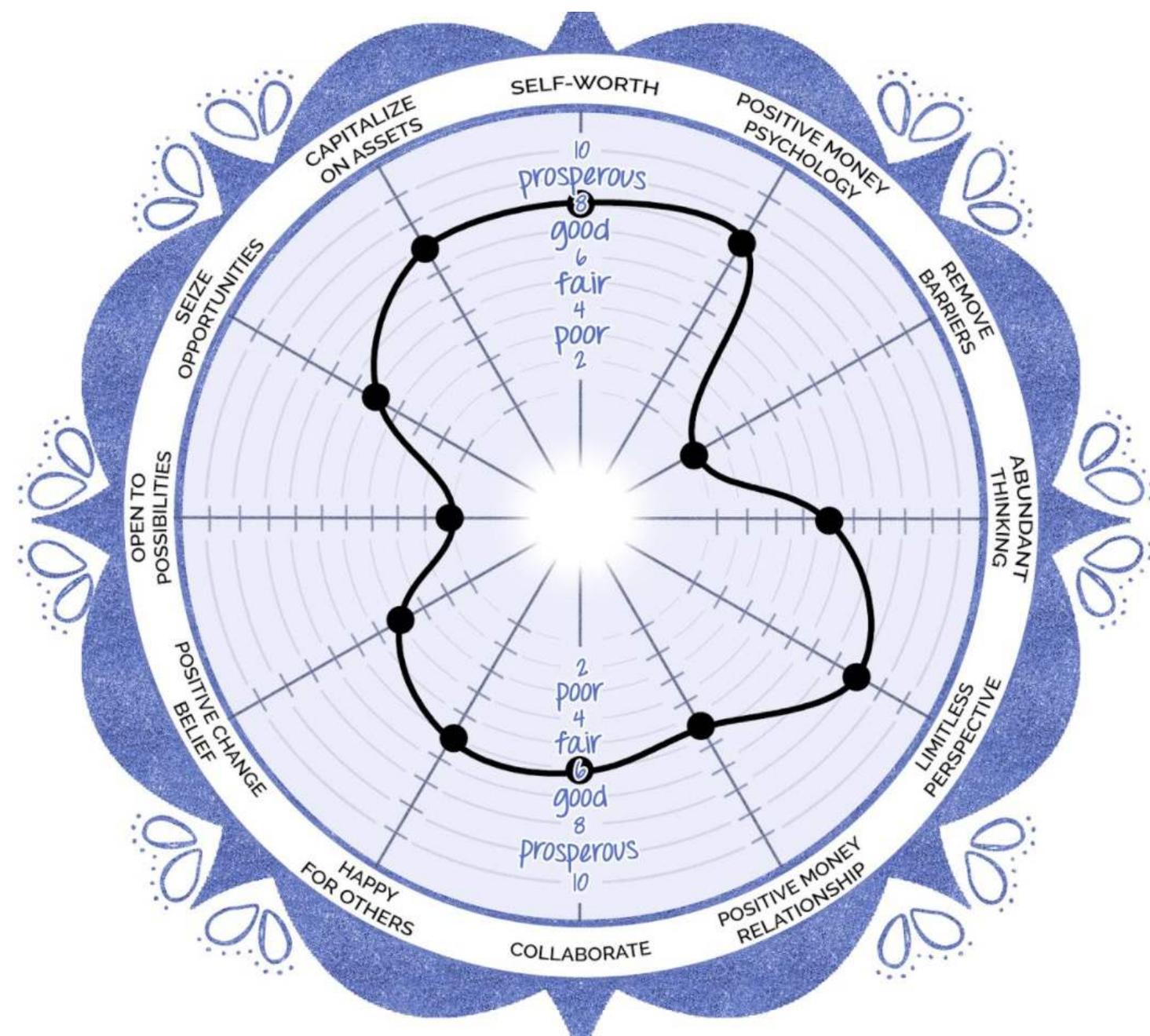
# Activity

- Abundance Wheel
- Discussion
- Q/A





# The Abundance Wheel

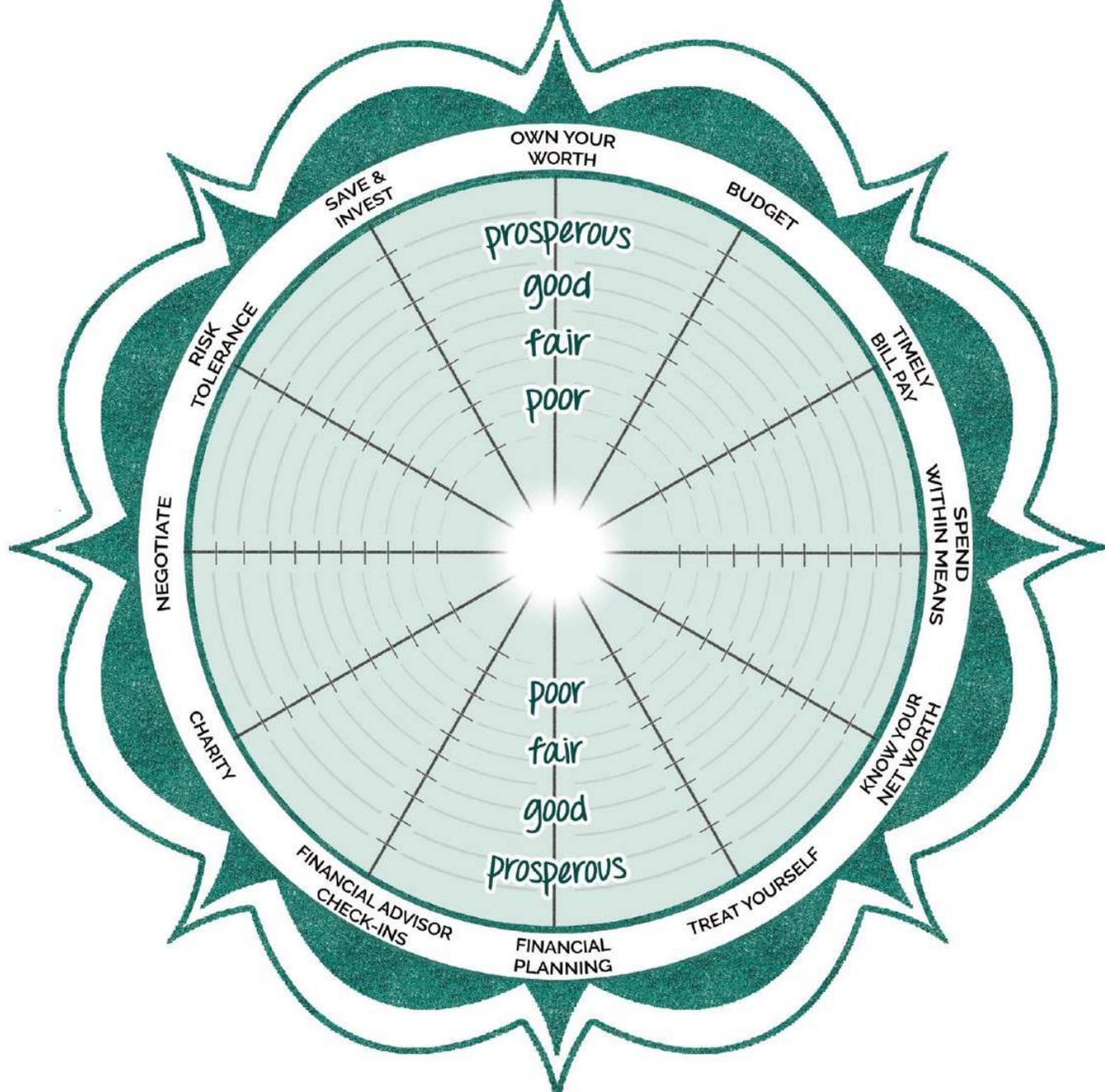


**Sample  
Completed  
Abundance  
Wheel**

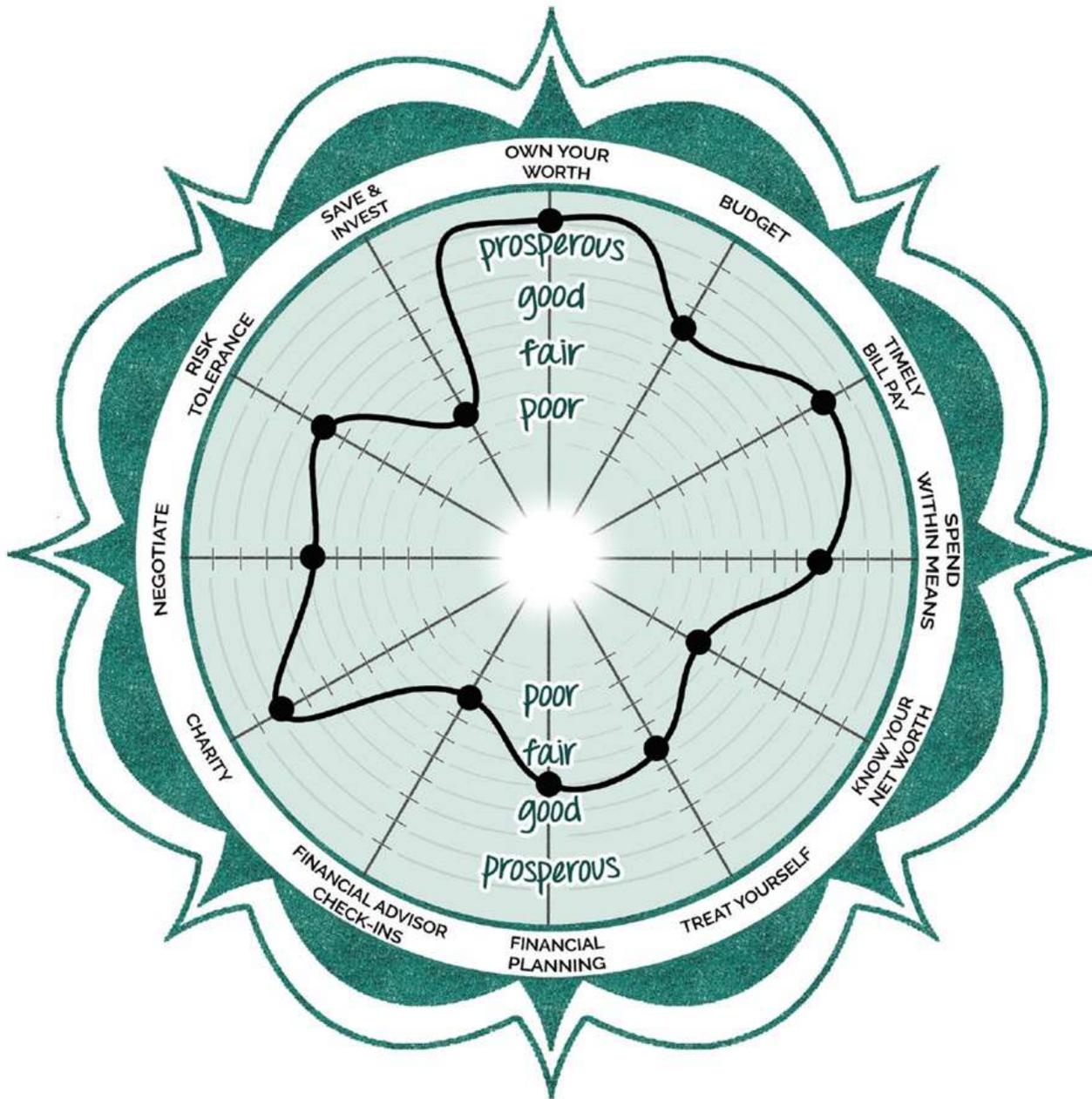
# The Psychology of Money

- Feelings of worthiness
- Thoughts about money
- Emotions around money
- Behaviors with money
- Relationship with money
- Financial relationships with others





# The Financial Health Wheel

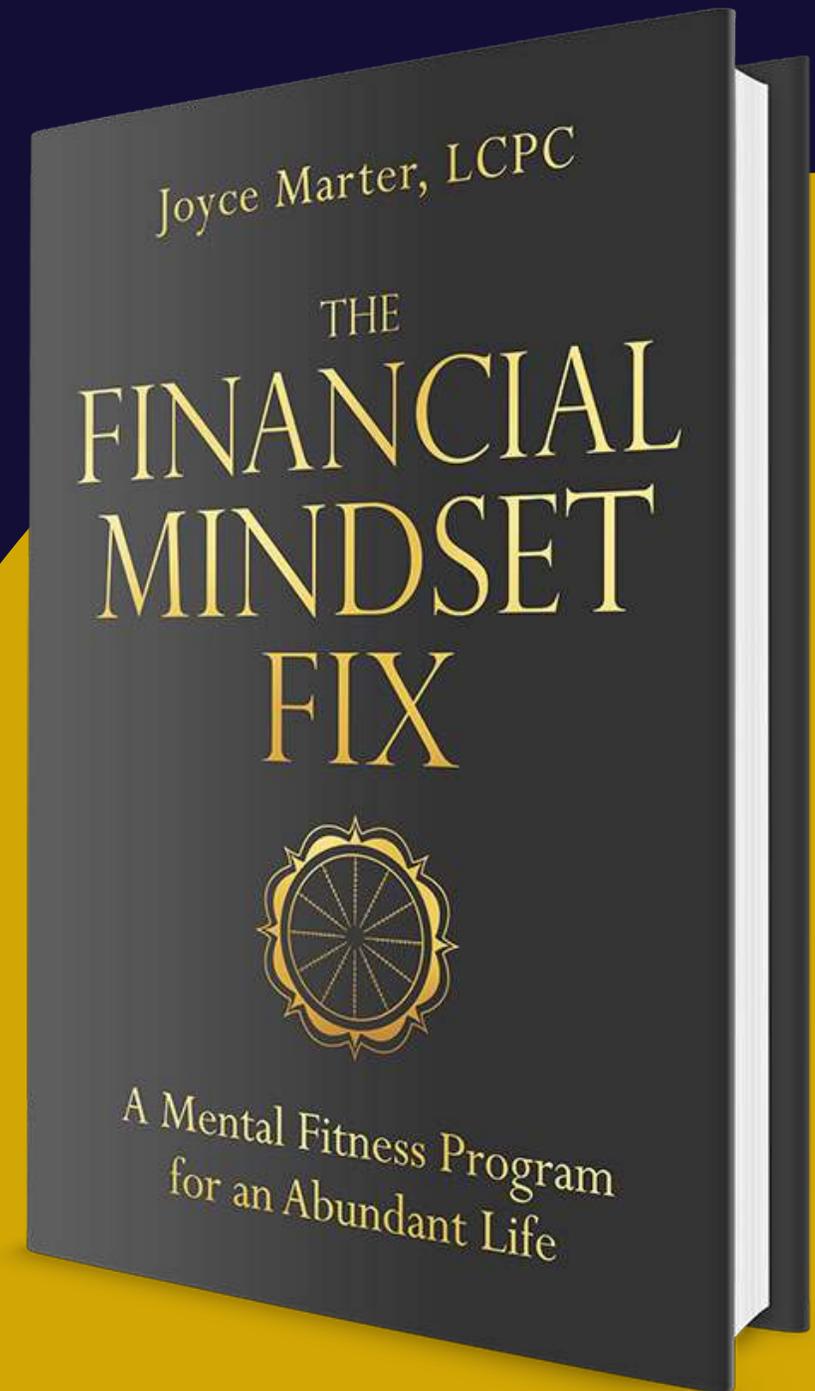


# Sample Completed Financial Health Wheel

# Transform Your Relationship with Yourself to Welcome a Life of Wealth

ORDER YOUR COPY OF THE  
FINANCIAL MINDSET FIX TODAY!

**Joyce Marter**





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



# Thank You!

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