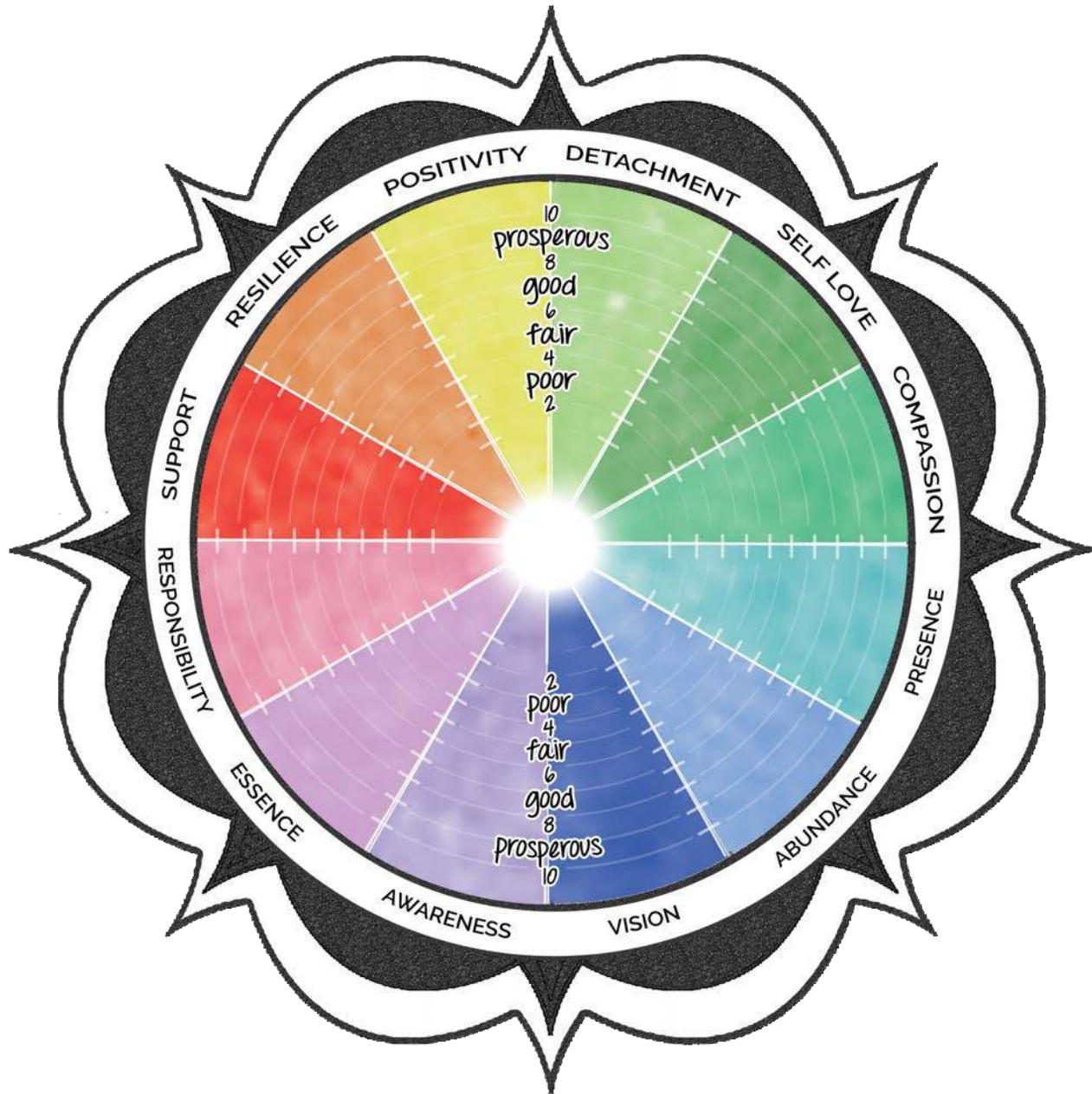




# **The Psychology of Success**

**Joyce Marter**



# The Keys to Success

# #1 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



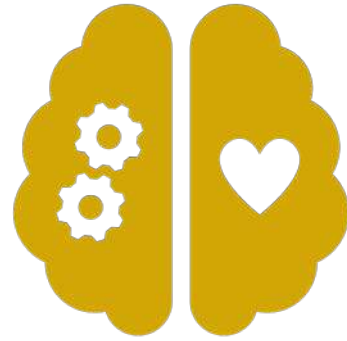


# A Surprise Bonus from Therapy

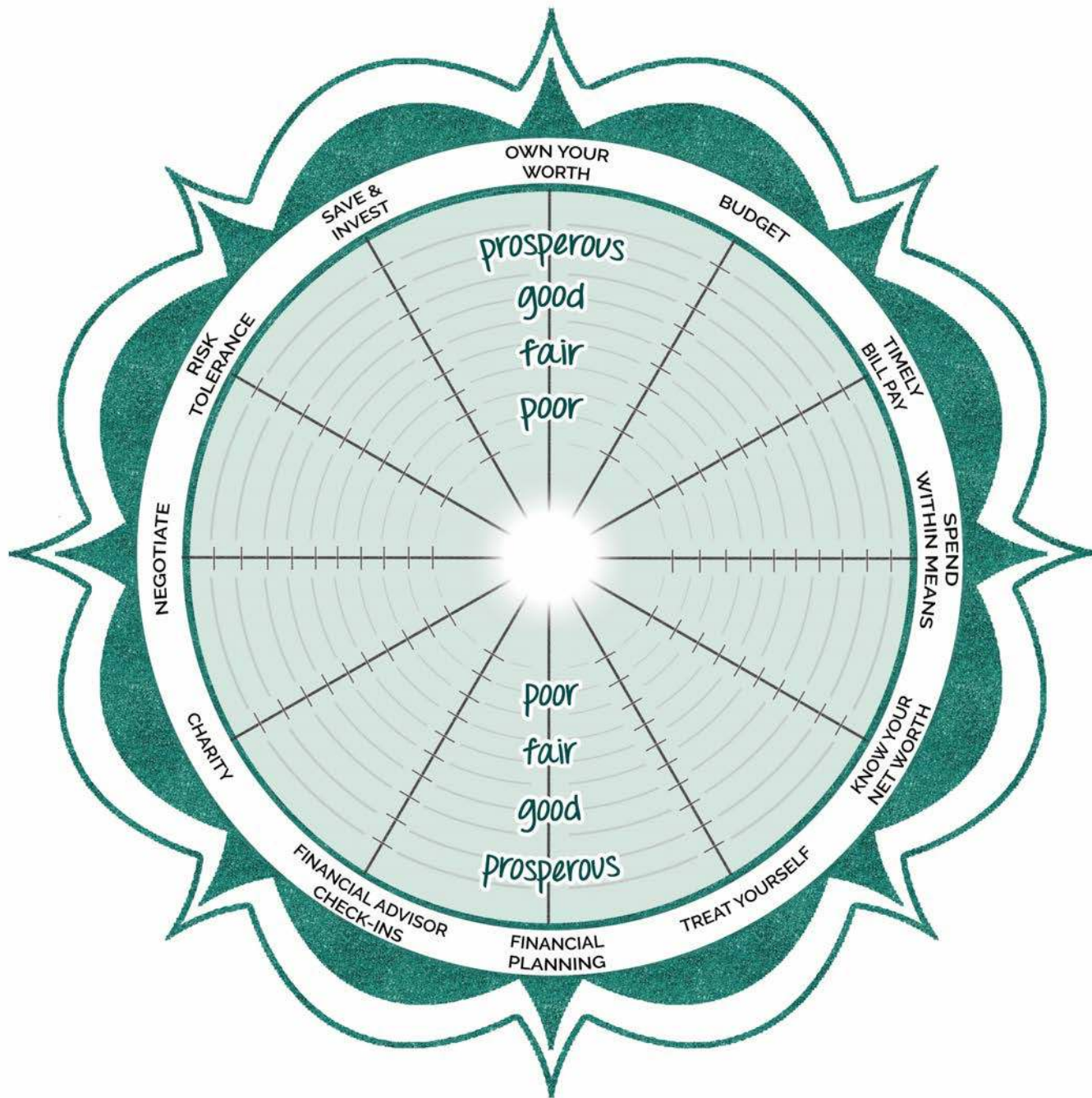


I am a financial planner, not a psychiatrist, but I do know that your net worth will rise to meet your self-worth only if your self-worth rises to accept what can be yours.

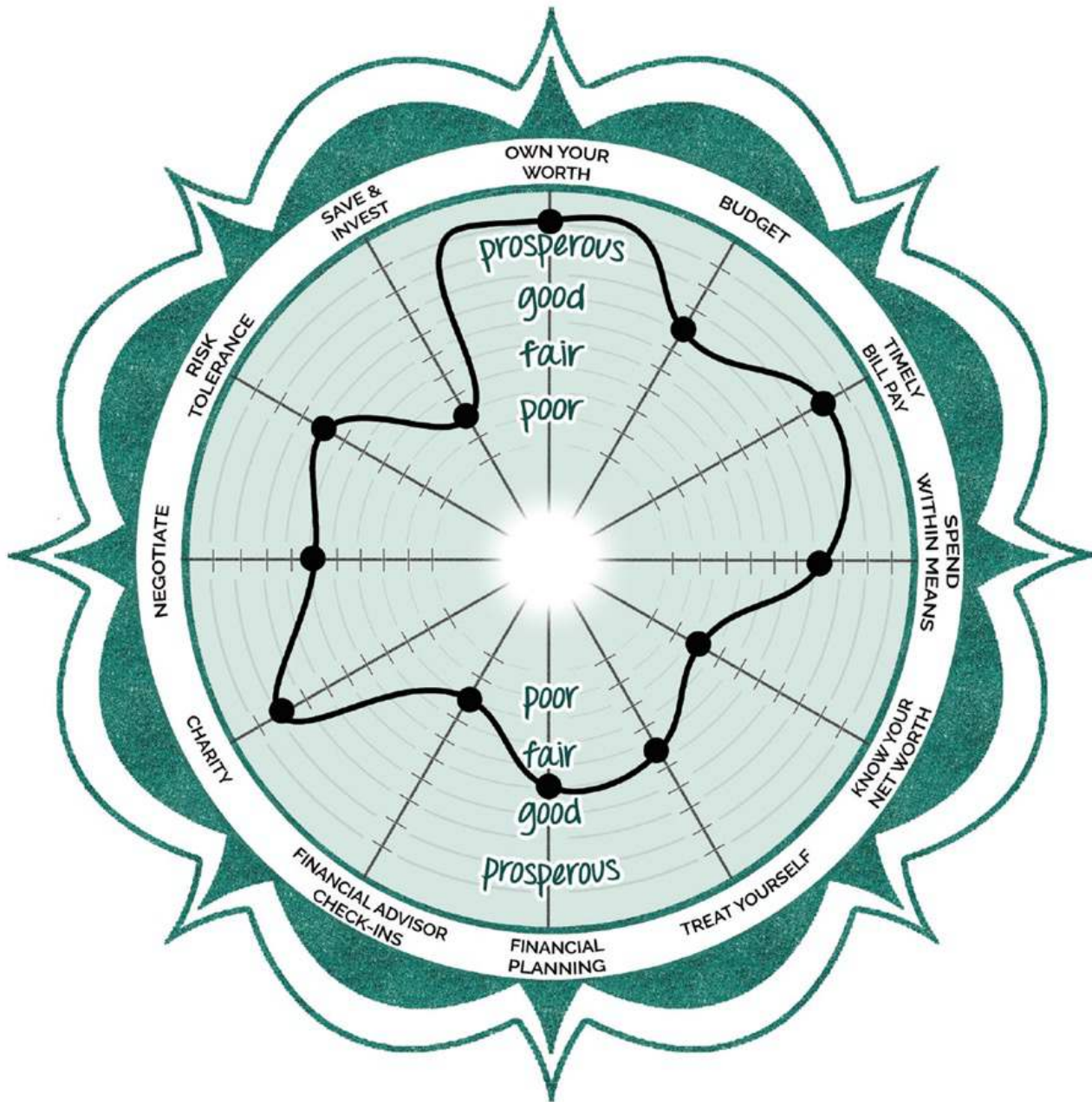
SUZE ORMAN,  
author of ten consecutive *New York Times* best  
sellers about personal finance



# **The intrinsic relationship between mental health & financial health**



# Financial Health Wheel



# Sample Completed Financial Health Wheel



## #2 Self-Awareness

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

- Lao Tzu



# #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



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



## #4 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



# #5 Essence

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

-Eckhart Tolle



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



## #6 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.”

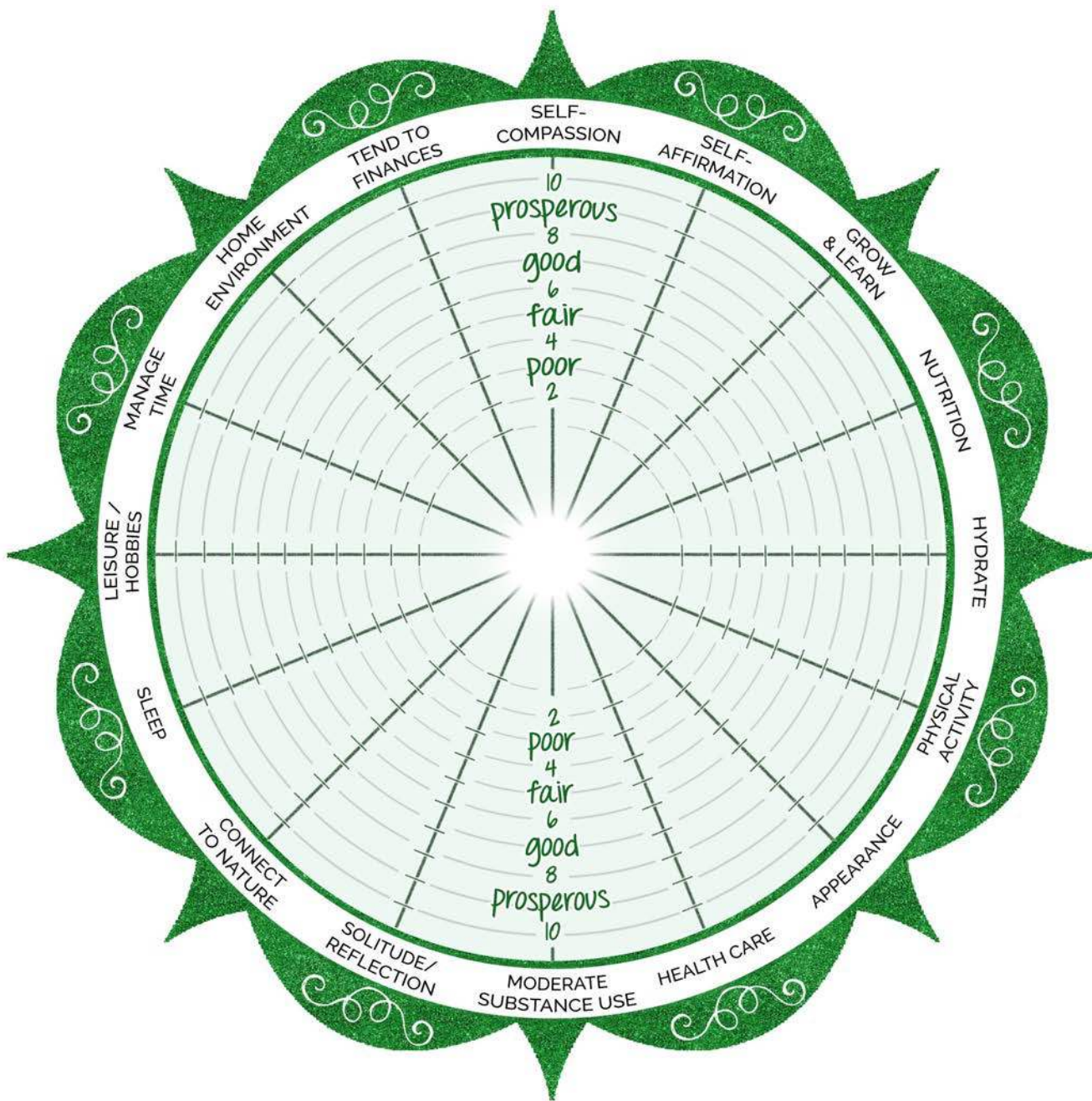
- Buddha



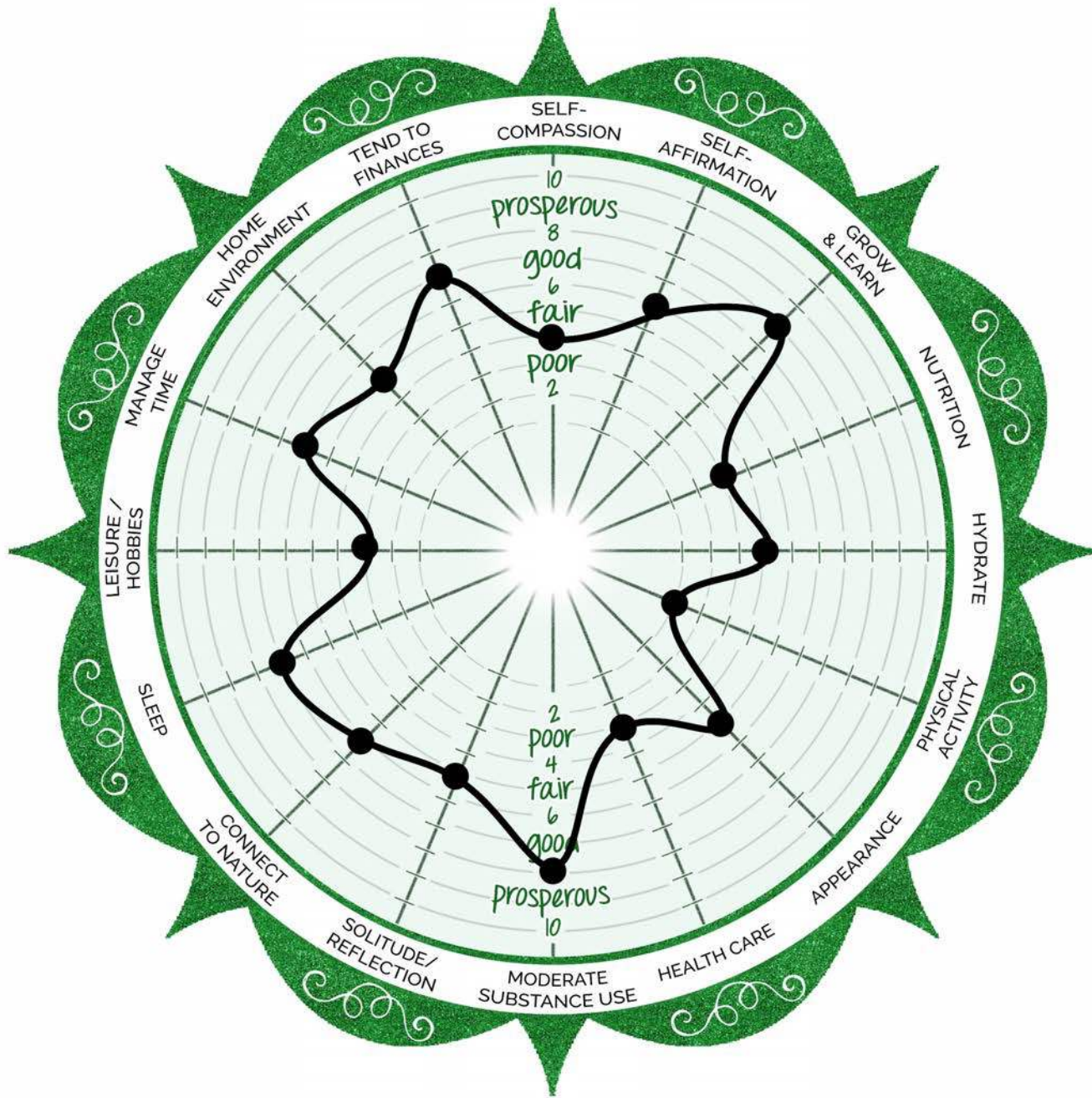
**Having a healthy relationship with yourself is essential for happiness. Choose to be your own good parent, best friend, and greatest advocate.**







# Self-Love Wheel



# Self-Love Wheel

# #7 Support

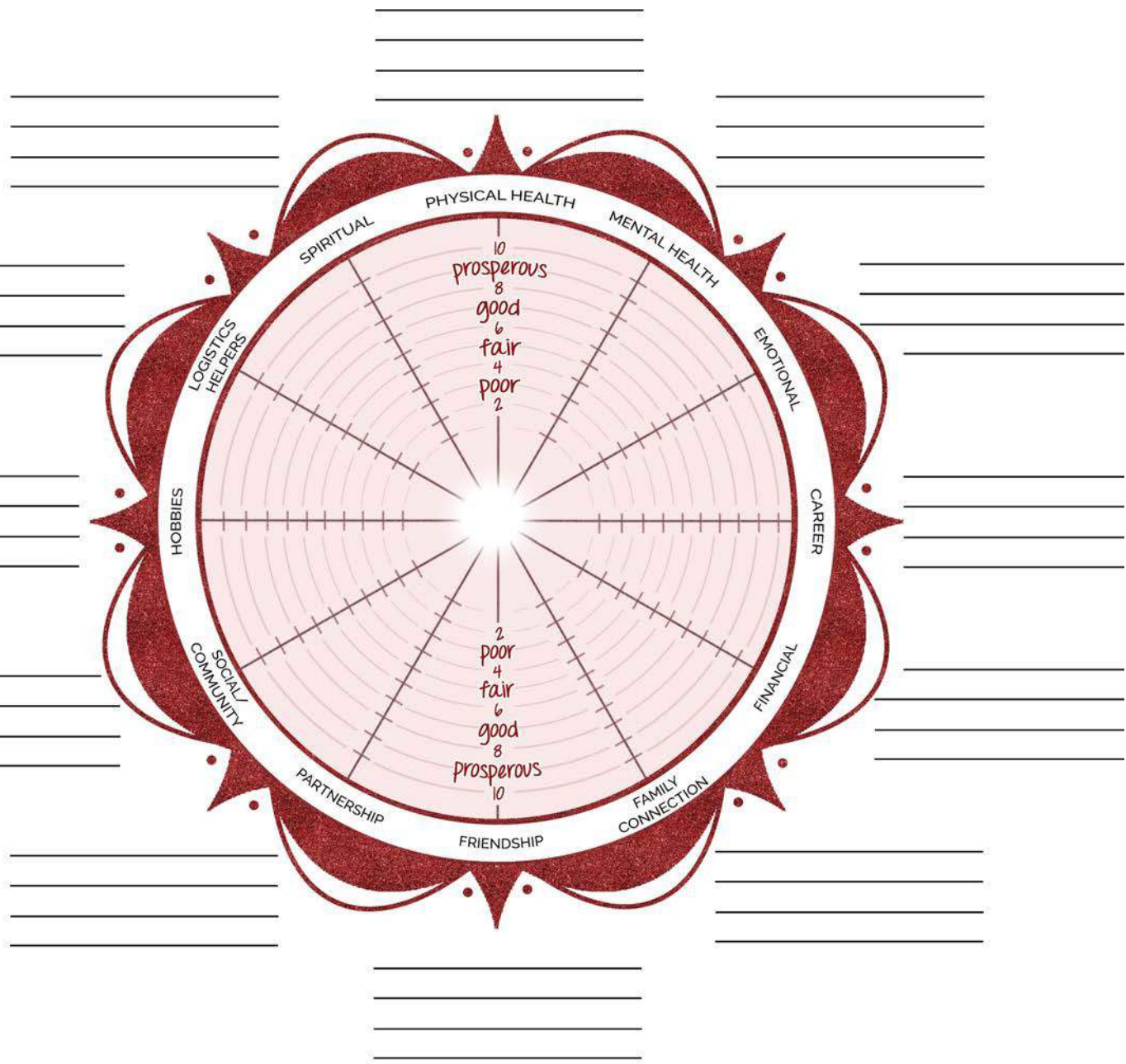
“Alone we can do so little,  
together we can do so much.”

- Helen Keller

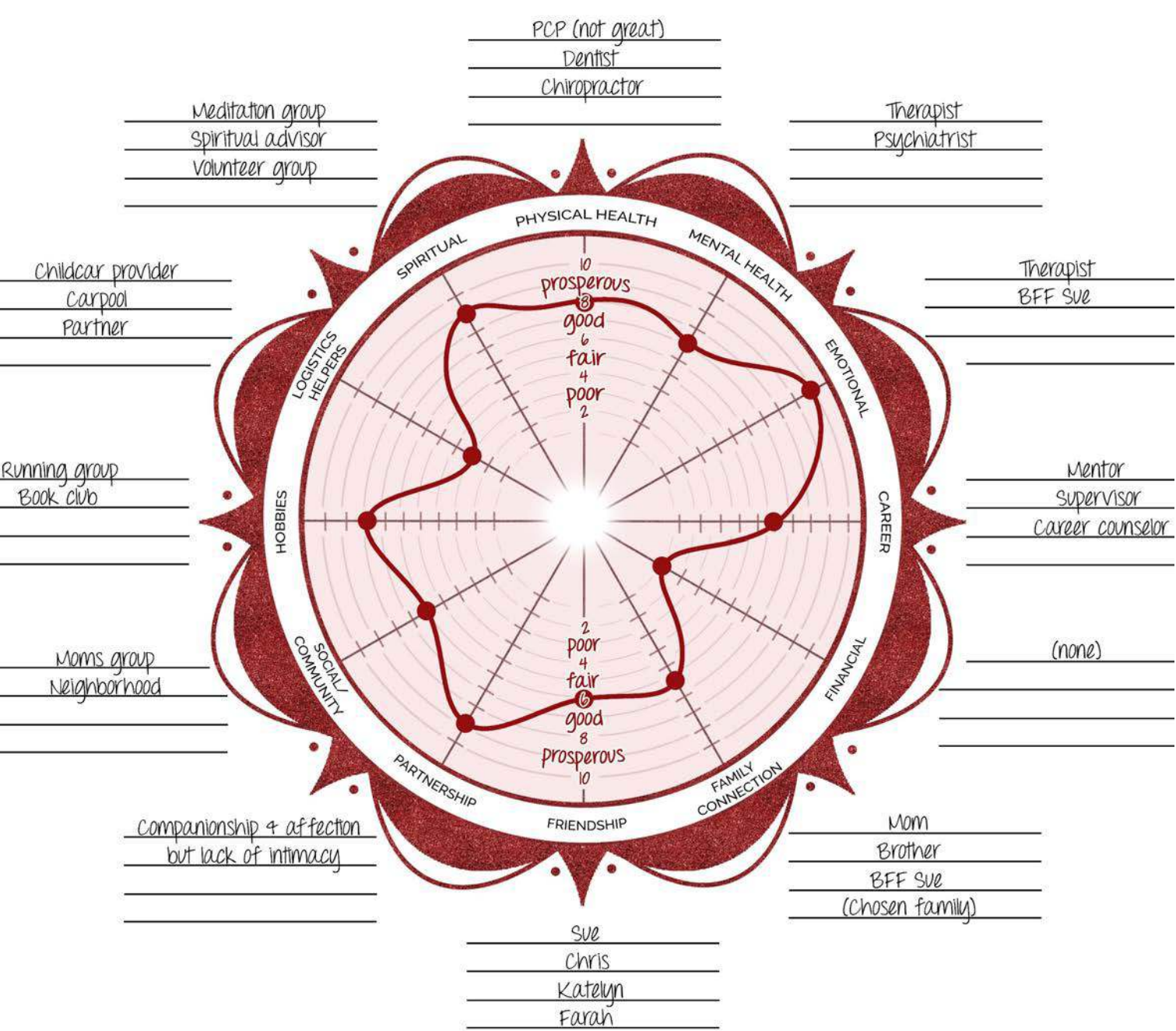


# Barriers to Accessing Support

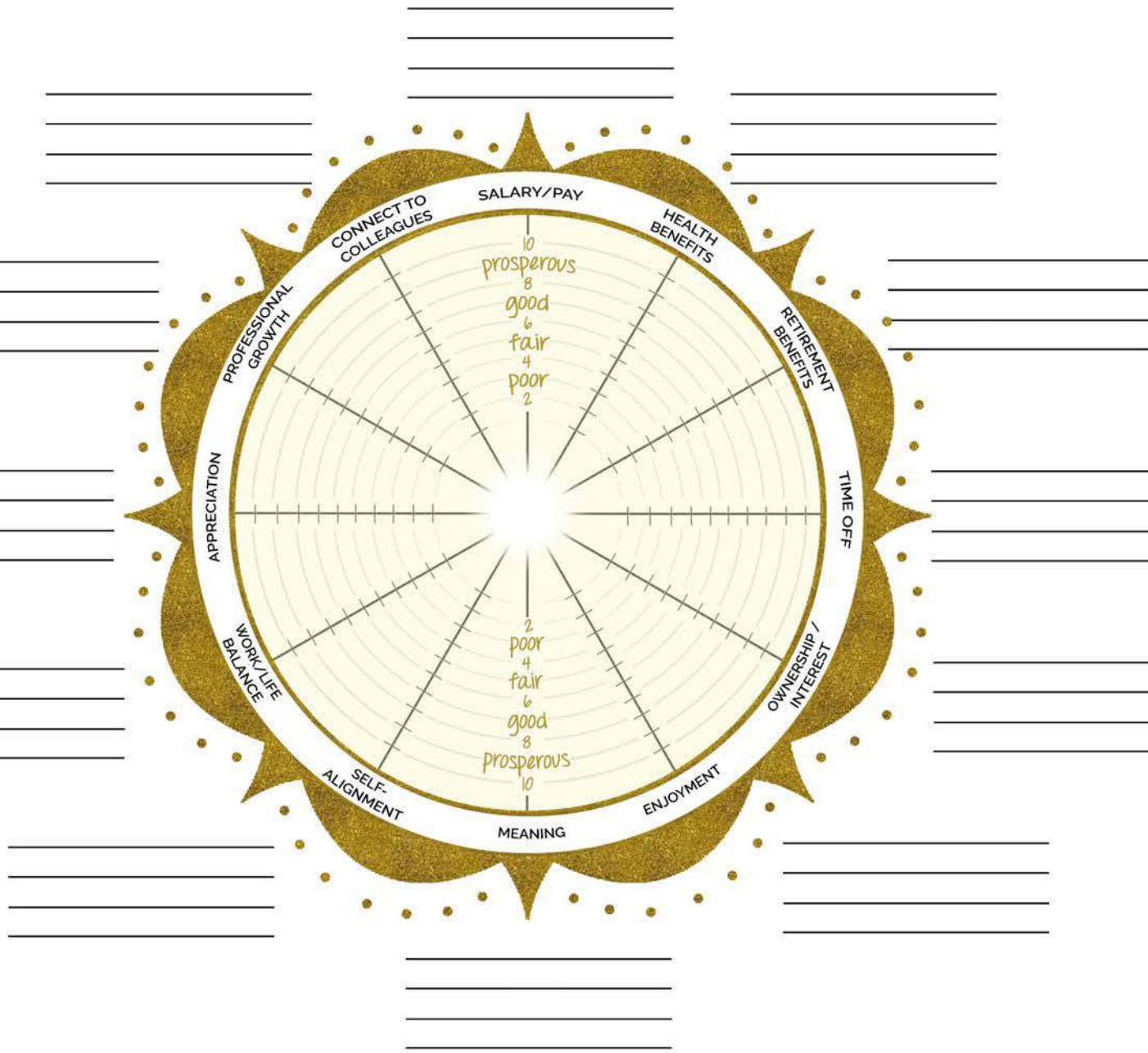
- Fear (difficulty trusting)
- Pride
- Shame or stigma
- Guilt
- Fear of imposition
- Low self-esteem, not feeling deserving
- Learned helplessness
- Hopelessness
- Loss of power and control (ego)
- Loss of credit (ego)
- Early life messages
- Expense
- Introversion or shyness



# Support Wheel



# Support Wheel



# Workplace Satisfaction Wheel

# #8 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

# #9 Detachment

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

- Arlene Englander



# #10 Positivity

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

- Mohandas Gandhi



# #11 Vision

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

- Epictetus



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





# Change Your Language

- “I don’t” to **“I do”**
- “I won’t” to **“I will”**
- “I can’t” to **“I can”**
- “I’m not” to **“I am”**

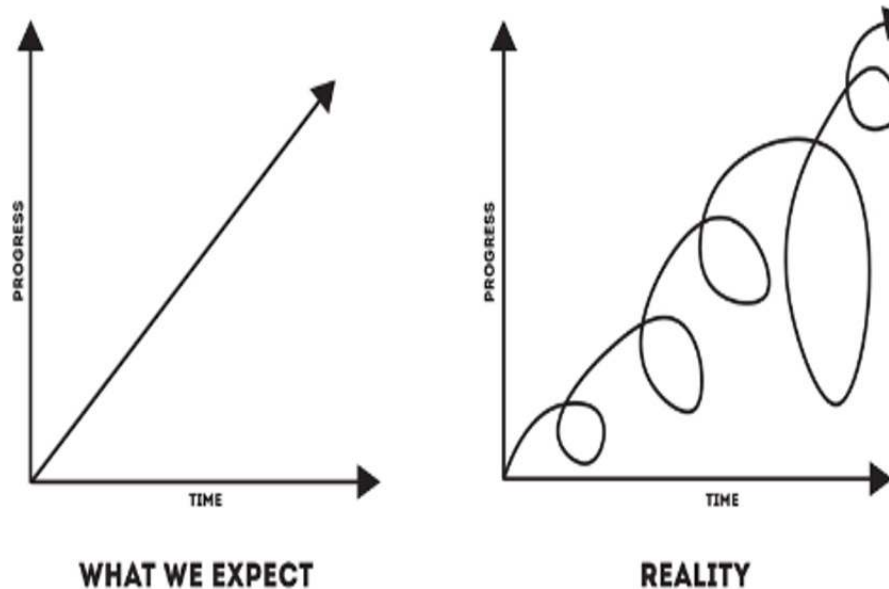


SITUATION	THOUGHT	EMOTION	BEHAVIOR	ALTERNATE THOUGHT
Your coworker received the promotion instead of you.	"I suck."	Anger, sadness, shame	Sulky and passive-aggressive	"There will be a better opportunity for me in the future."

# #12 Resilience

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

- *Eckhart Tolle*



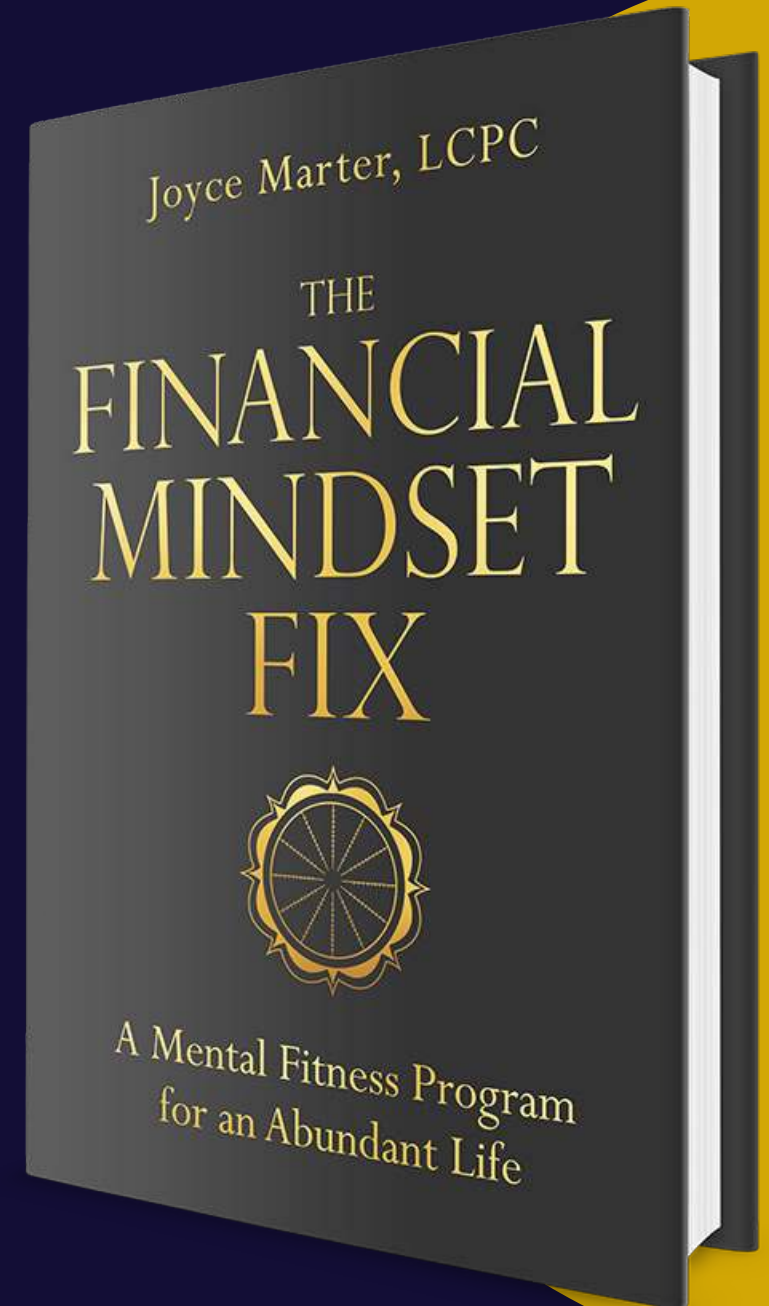




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**Joyce Marter**





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

**Joyce Marter**

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# Thank You!

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