

# The Financial Mindset Fix for Speakers

5 Steps to Promote  
Mental Health + Financial Wealth



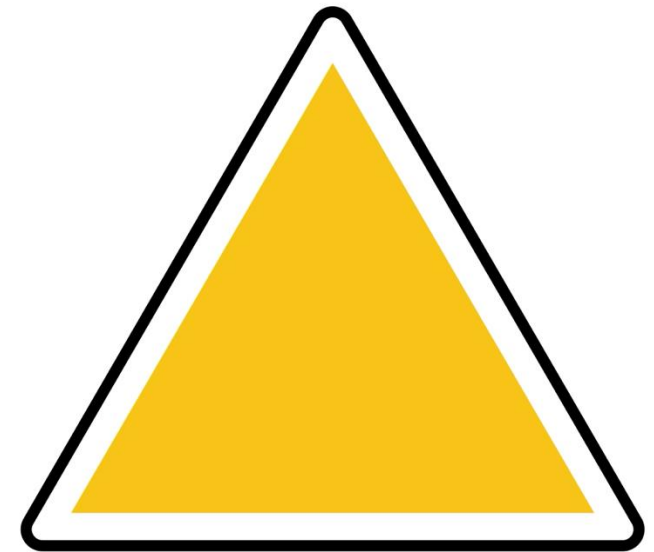


# NSA Anti-Trust Compliance Policy

## We can NOT discuss:

- Past, present or future pricing
- Fair or target profit margins
- Profession or individual pricing policies
- Credit or discount terms
- Wage rates
- For more info:

<https://nsaspeaker.org/antitrust-compliance-policy/>









# A Surprise Bonus from Therapy



# The Psychology of Money

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





# My Money Story

# The intrinsic relationship between mental health & financial health





# #1 Shift from Scarcity to Abundance



# A Scarcity Mindset Is Rooted In:

- Fear
- Lack
- Guilt
- Competition over resources
- Self-limiting beliefs
- Negativity
- Low self-worth
- Feast or famine cycle



# An Abundance Mindset Facilitates:

- Creativity
- Positivity
- Hope & possibilities
- Openness
- Flexibility
- Empowerment
- Problem-solving
- Growth and expansion
- Collaboration & innovation
- Self-worth







**Emancipate  
Yourself  
from any  
Golden  
Handcuffs**

# **We Are Beggars**

Sitting on a Golden Bench





# Generate New Income Streams

- Coaching & Consulting
- Workshops & Events
- Digital Courses
- Paid Writing, Books & Workbooks
- Adult Learning Platforms
- Masterminds
- Retreats
- What else?





# Psychological Tools to Foster Abundance



- The Miracle Question
- Positive Self-Talk
- CBT Thought Stopping
- Gratitude Practices
- CBT Thought Records

# CBT Thought Records

SITUATION	THOUGHT	EMOTIONS	BEHAVIOR	ALTERNATE THOUGHT
You lost the gig to another speaker.	"I am not enough."	Shame, sadness, envy, anger, fear	You start self-sabotaging.  You throw in the towel.	"The world needs all of our voices and speaking opportunities are abundant—the right ones are flowing to me."

# Shift Your Thinking

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

– Mohandas Gandhi





WTF







# Act “As If”

**State that you are who you want to be and you have accomplished what you want to accomplish.**

**This will free you from self-limitation and welcome all that is possible for you.**





# **#2 Become Fiscally Consciousness**



# Financial Consciousness

- How have familial, cultural, religious teachings or gender messages shaped your financial beliefs and behaviors?
- How does intergenerational financial trauma impact you?





# Honor Your Financial Traumas

- Financial discrimination or marginalization due to protected status
- Poverty, lack of resources, mounting debt
- Unemployment, reduction of income
- Business closing
- Foreclosure, short sale
- Bankruptcy
- Theft/scams/financial losses
- Lawsuit
- Divorce, breakup
- Unexpected healthcare expenses







# Understand Your Money Script

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

# Financially Conscious Behavior

**Move from:**

Denial → Awareness

Disempowerment → Empowerment

Blame → Responsibility

Uninformed → Informed

Passivity → Action

Fear → Courage

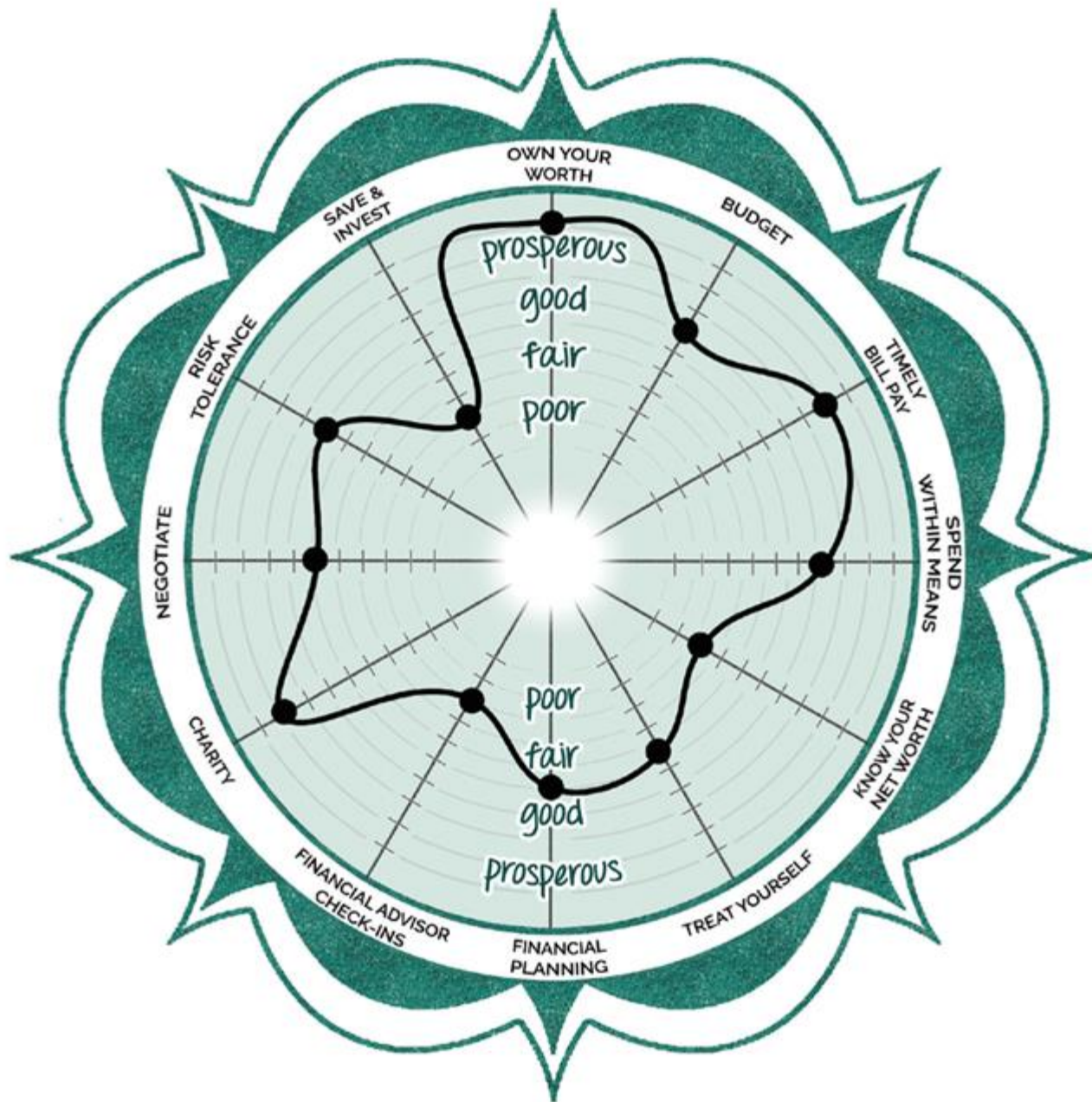
FEATURED ON **Psychology Today**

---

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



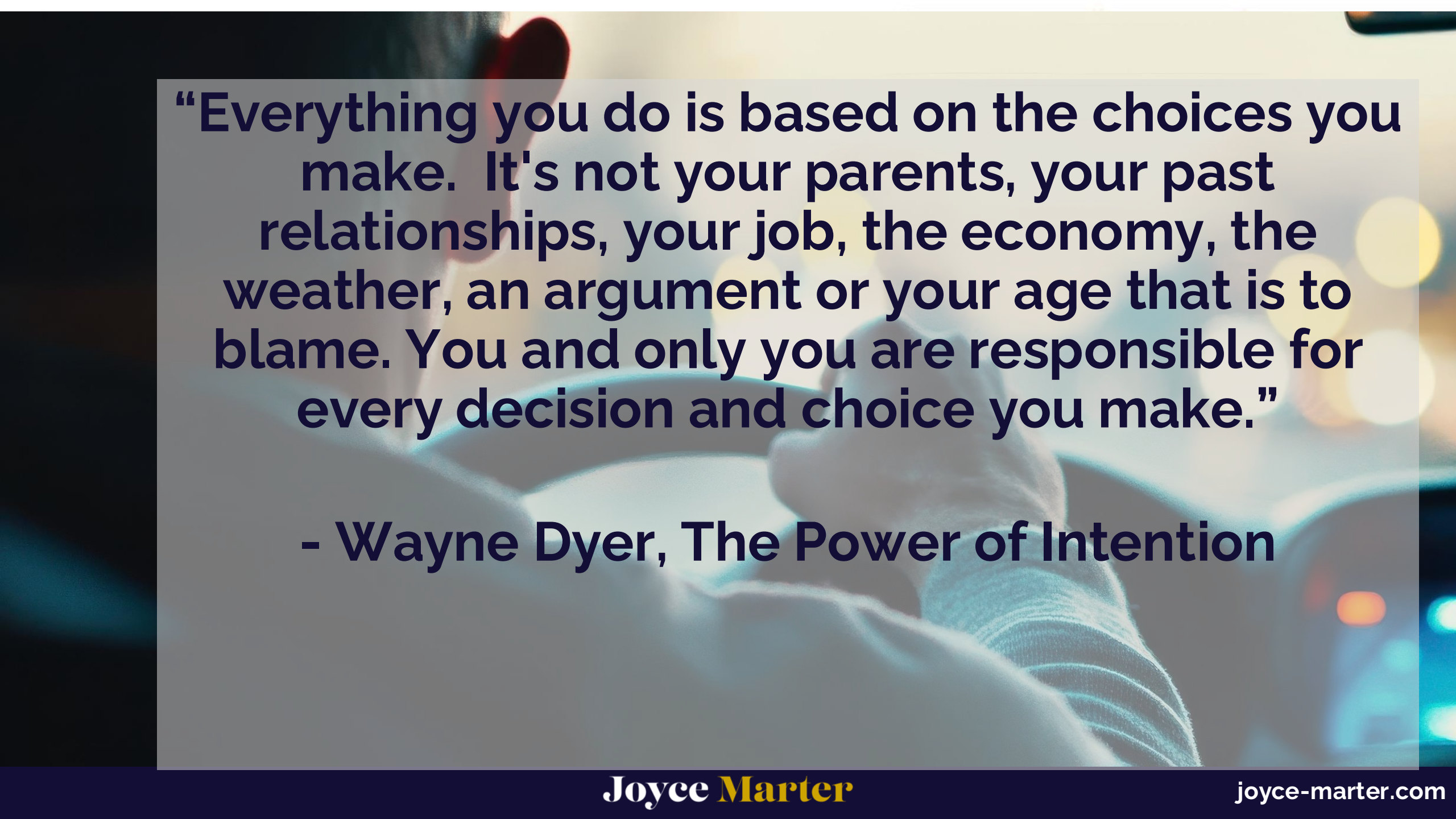




# Sample Completed Financial Health Wheel

# #3 Take Responsibility for Your Financial Life





**“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**



# Control what you can, let go of the rest

## **What you can control:**

- Your own thoughts
- Your own emotions
- Your own behaviors
- Your own choices

## **What you can't control:**

- Other people's thoughts
- Other people's emotions
- Other people's behaviors
- Other people's choices
- Expectations
- Outcome
- What else?

# Promote Your Financial Literacy

- Personal Finance Courses
- Money Podcasts
- Financial Books
- Webinars on Investing
- Talk with your personal or business banker
- What else?



# Flip Your Financial Narrative

Become the author of your money story!





# #4 Embrace Your Worth



# Detach from Ego

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

-Eckhart Tolle



# Imposter Syndrome & Perfectionism: Aspects of Ego







# Silence Your Inner Saboteur

Healthy  
self-esteem  
is midway  
between Diva  
and Doormat

# Financial Boundaries in Relationships

- Employer
- Clients
- Vendors
- Partner
- Kids
- Extended family
- Friends
- Yourself





# Impact of Poor Financial Boundaries

- Impaired mental health
- Poor self-esteem
- Resentment
- Relationship conflict
- Financial hardship
- Long-term consequences

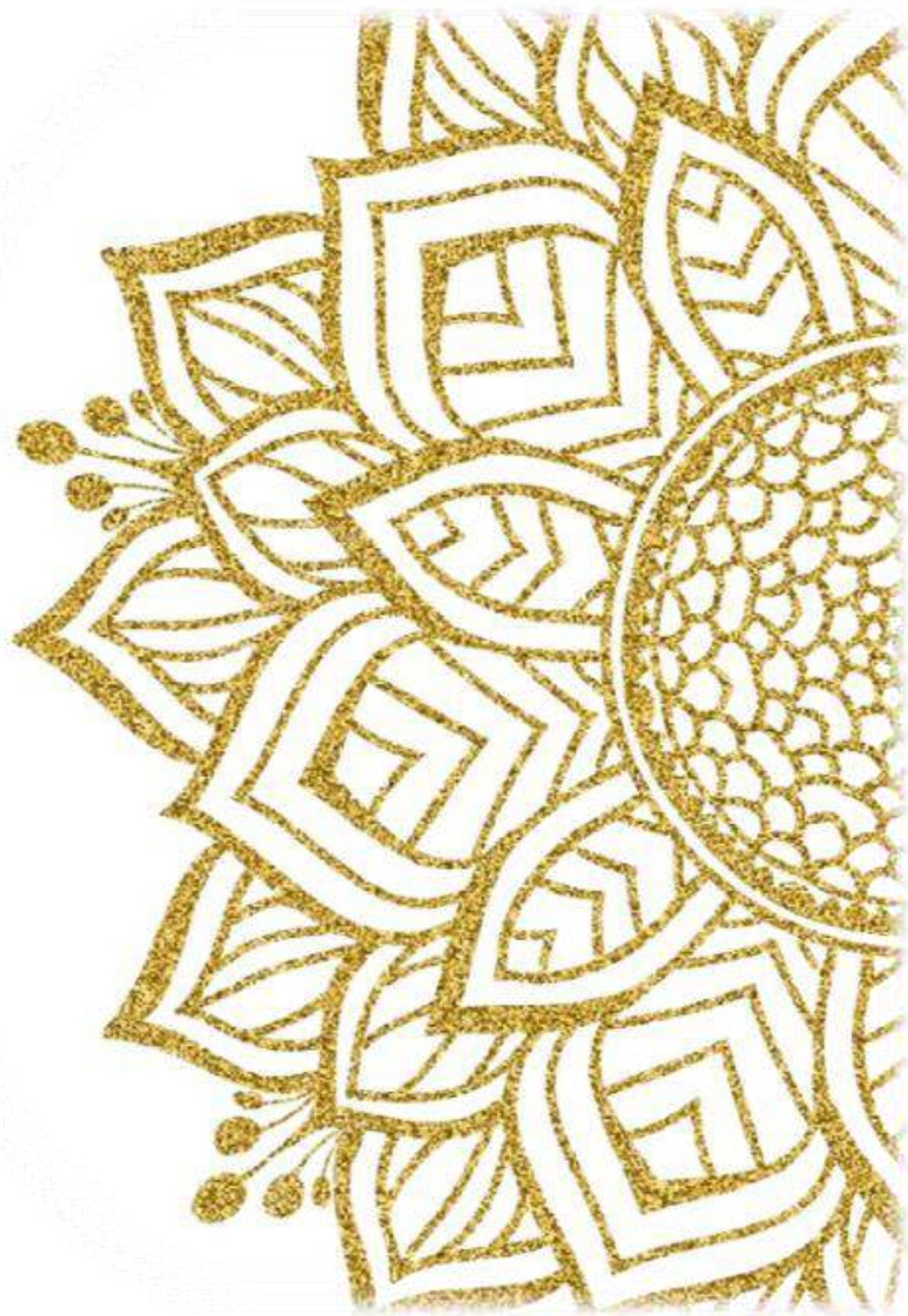


“

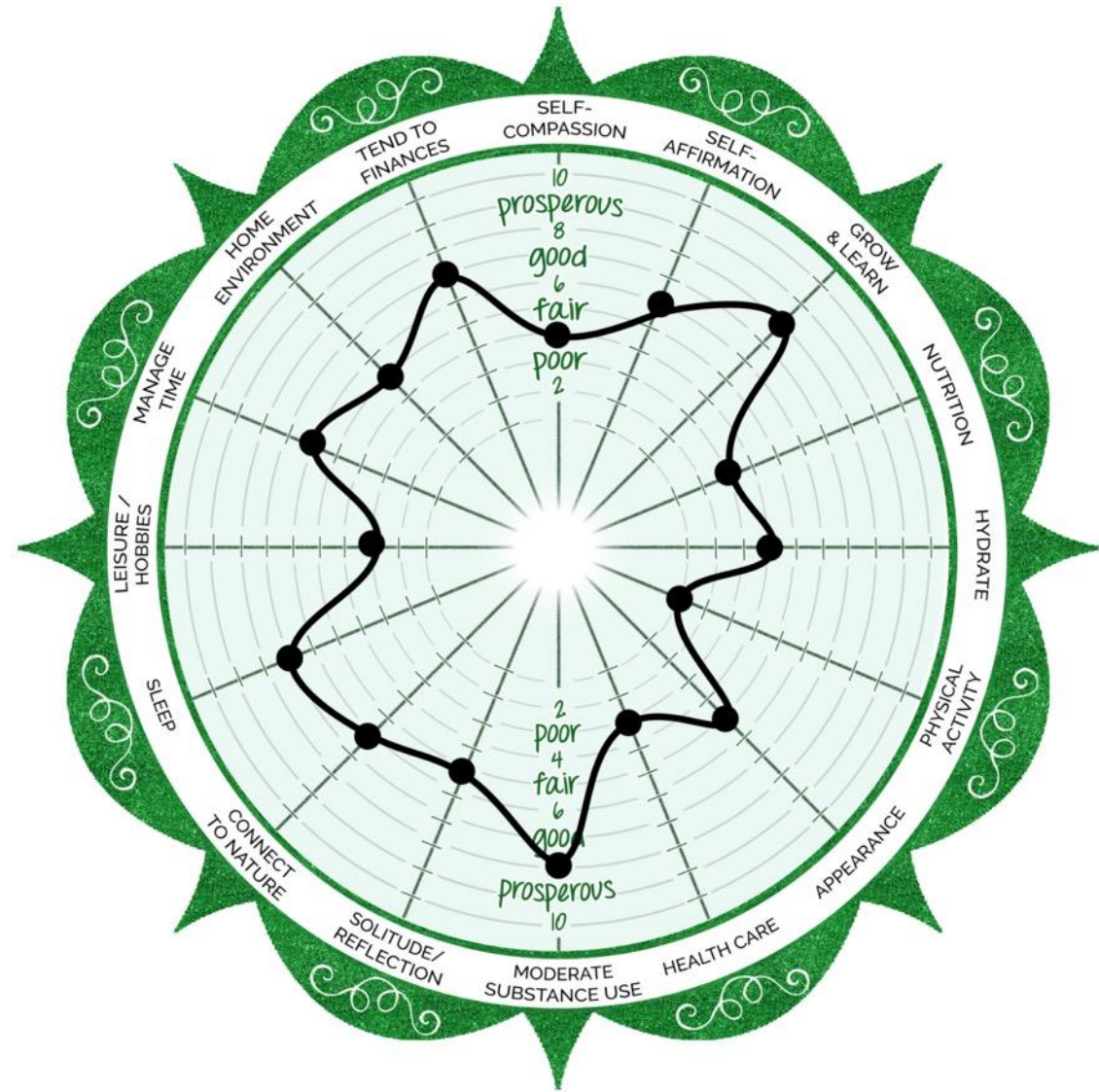
**The most you get is  
what you ask for.**

**~Dr. Phil**

”



# Self-Care Wheel





# #4 Access Support



# Barriers to Accessing Support

- Fear (difficulty trusting)
- Pride
- Shame or stigma
- Guilt
- Fear of imposition
- Low self-esteem
- Learned helplessness
- Hopelessness
- Loss of power and control (ego)
- Loss of credit (ego)
- Early life messages
- Expense
- Introversion or shyness

# Create a Board of Financial Advisors

- Financial Planner
- Accountant
- Attorney
- Insurance broker
- Accountability Partner
- Counselor, Therapist or Coach
- Debtors Anonymous,  
Underearners Anonymous,  
Spenders Anonymous or  
Gamblers Anonymous



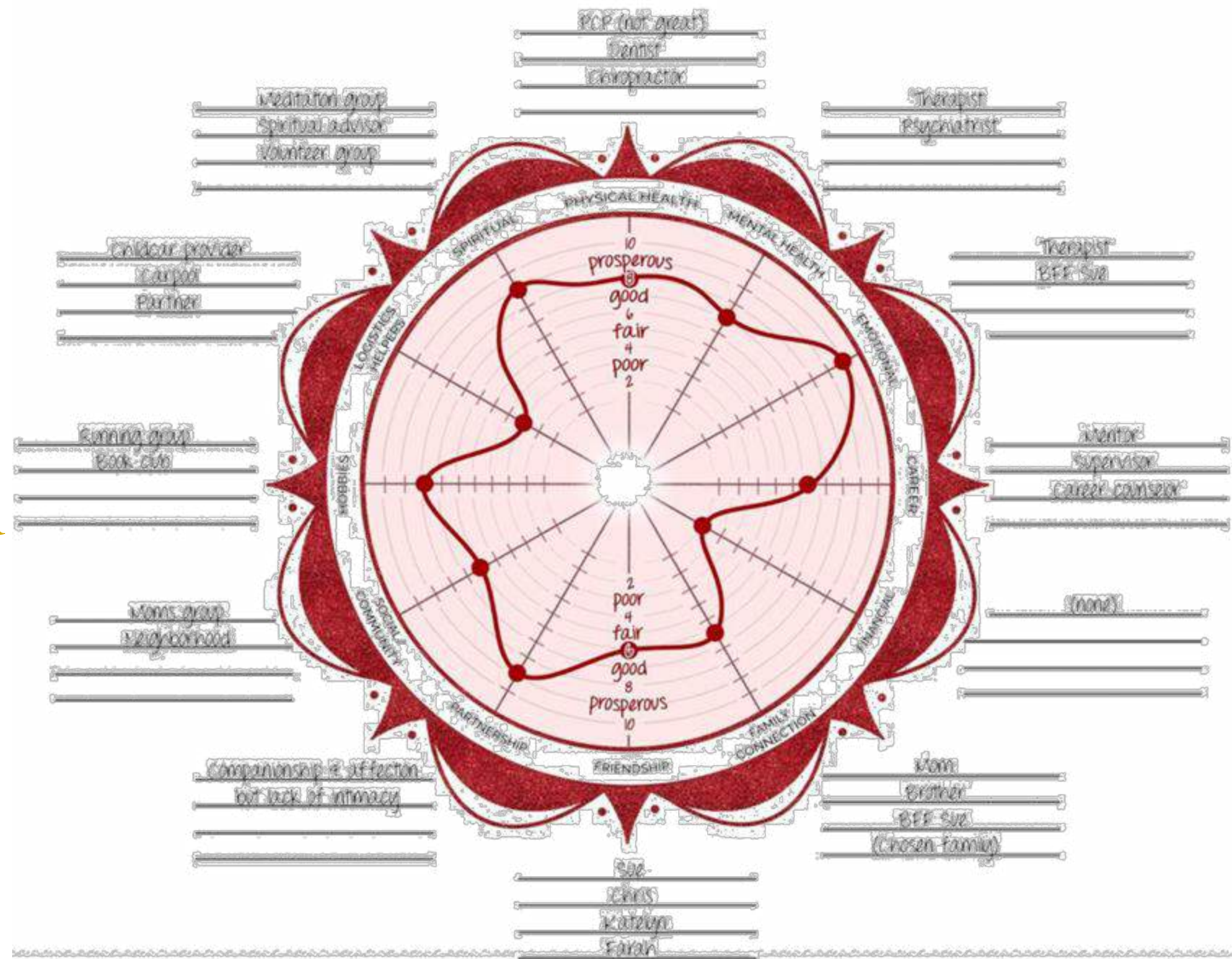


# Seek Mental Health Support

- Treat any depression, anxiety, trauma, ADHD or other mental health conditions that are impacting your money
  - Counseling or therapy
  - Self-help
  - Medications and nutrition
  - Support Groups
  - Practice mental fitness



# Support Network Wheel





# Establish a Speaking Plan with Support

- NSA Resources
- Mentoring
- Masterminds
- 1-3-5 Year Plan
- Financial plan and goals
- Systems of accountability





# #5 Apply Mindfulness to Money



# Mindful Money Practices

- Ground yourself in the present
- Facilitate equanimity
- Get out of your head & connect with your body
- Save and spend mindfully
- Tap into your intuition when negotiating or making financial decisions





# 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



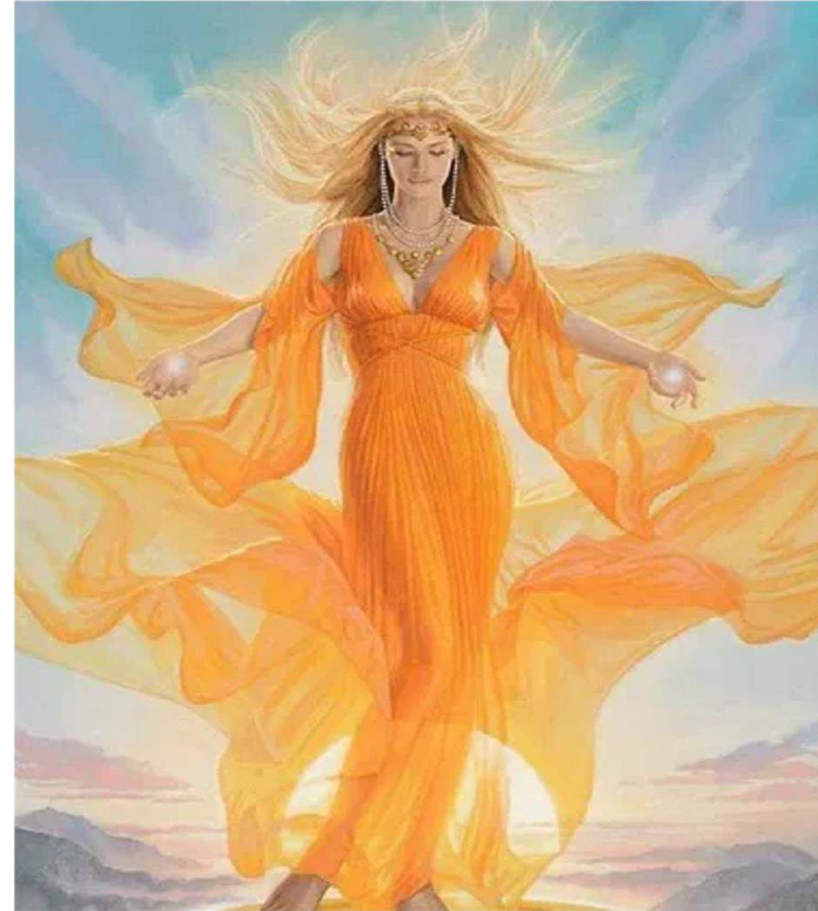


# Cultivate Healthy Detachment

- Surf your own negative emotions
- Separate from the negative emotions of others
- Zoom out for greater perspective
- Cultivate risk tolerance



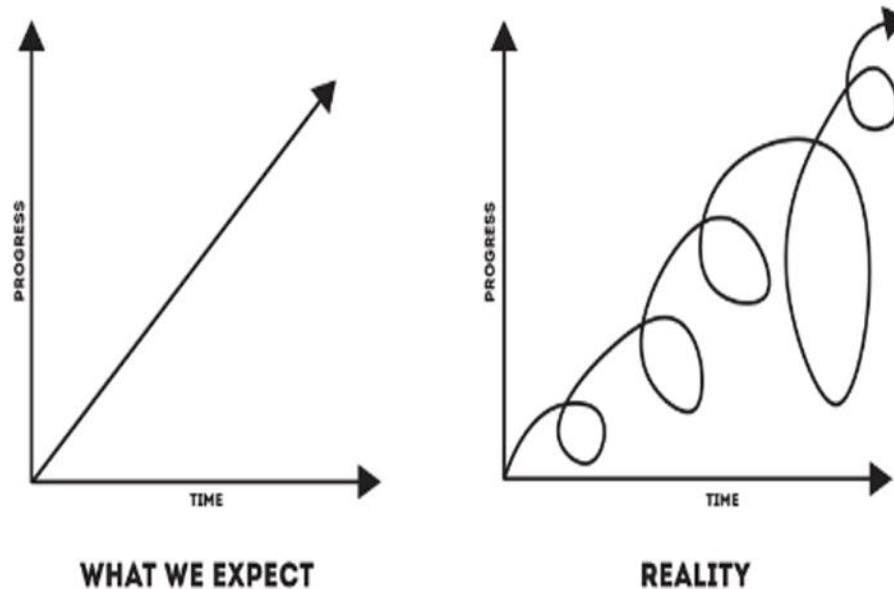
# **Name Your Financial Life: A Story About Penny & Prosperity**



# Adopt a Growth Mindset

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

- *Eckhart Tolle*











**What are your  
takeaways?**

**Discussion and Q&A**





# Give feedback to Joyce Marter

1. Scan this QR code



2. Enter this code on the screen

MINDSET

Let's stay in touch!

 @joyce.marter

 @JoyceMarterLCPC

 @joycemarter

 @joycemarterlicensedtherapi7961

Or go to <https://talk.ac/joyce-marter>

Powered By Talkadot!

**talkadot**



# Thank You!

[www.joyce-marter.com](http://www.joyce-marter.com)  
[joyce@joyce-marter.com](mailto:joyce@joyce-marter.com)



Joyce\_Marter



Joyce Marter



Joyce.Marter



Joyce Marter



JoyceMarterLCPC



Joyce\_Marter

**Joyce Marter**