

# Money Mindset Mastery

Using Mental Fitness  

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To Charge What You're Worth



# Money Mindset Mastery

## My Sage Money Mindset

Three years from today my annual income will be \$\_\_\_\_\_.

I value my time at \$\_\_\_\_\_/hour, because

I am \_\_\_\_\_

and I am \_\_\_\_\_.

Whenever I start to think \_\_\_\_\_

I know it's not true because **what IS TRUE** is

\_\_\_\_\_.

### I believe...

- The work I do makes a huge difference in people's lives.
- The value of my work is in the outcomes I create.
- Premium prices are reassuring for my clients.
- Premium prices create greater commitment and better results.
- Premium prices mean I can work with fewer clients and create amazing outcomes.
- The key to charging premium prices is connecting my work to an amazing outcome.
- Mental Fitness allows me to focus on the root causes and support my clients in ways they hadn't imagined.

# Money Mindset Mastery

## Money Mindset Mastery Mantra

As someone who makes \$ \_\_\_\_\_

I focus on:

I wear:

I delegate:

My environment reflects:

My 'no mores' are:

**I am awesome because**

\_\_\_\_\_

**and** \_\_\_\_\_!

# Money Mindset Mastery

## Money Mindset Mastery: Is The Juice Worth The Squeeze (How Much Is Your Time Worth?)

Your annual income in 3 years:

\$

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Number of hours you want to work in 1 year:

#

(number of hours per week \* 50 weeks per year)

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Amount your time is worth per hour:

\$

While you are not charging by the hour, always use the amount your time is worth to calculate the cost of your time invested in marketing and delivering each offer.


**Now that I know what my time is worth, one project I can let go of is**

**so that instead, I can focus on my offer of**

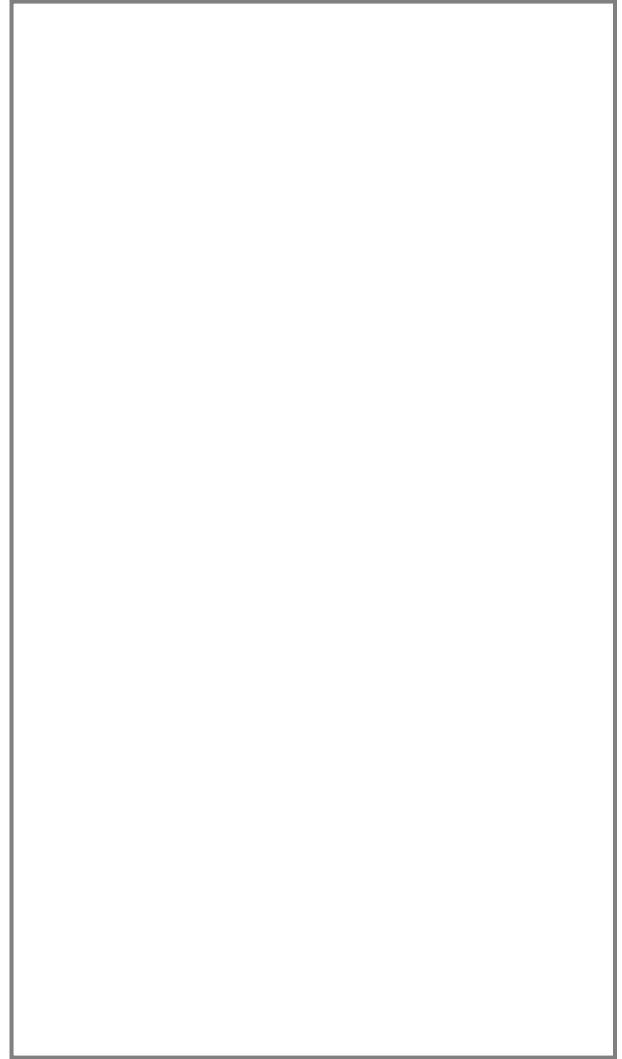
# Money Mindset Mastery

## Money Mindset Mastery: Self Command Muscle

### SABOTEUR STATEMENTS



### SAGE STATEMENTS



Whenever I start to think \_\_\_\_\_  
(saboteur statement)

I know it's not true because **what IS TRUE** is

\_\_\_\_\_  
(sage statements)

# Money Mindset Mastery

## Money Mindset Mastery: Self-Worth

Three years from today my annual income will be \$\_\_\_\_\_.

As someone who makes that amount, what do I focus on during my day?

As someone who makes that amount, what do I wear?

As someone who makes that amount, what do I delegate?

As someone who makes that amount, what do I get rid of in my environment?

As someone who makes that amount, what do I no longer put up with?

# Money Mindset Mastery

## Money Mindset Mastery: I Am Awesome

It's time to stop discounting YOU and your accomplishments, wisdom, knowledge and experience. Set a timer for 8 minutes and brainstorm EVERYTHING about your brilliance ...

Be sure to include:

- Skills and talents you've developed over time
- Books you've written or contributed to
- Positions you've held
- Degrees, schooling, graduating in high standing
- Awards you've won, regardless of the topic
- Trainings, areas of study you've immersed yourself in over time
- Life experiences or situations you've overcome
- Natural skills and talents
- Skills and talents you take for granted because they're easy for you
- What clients and people value about you
- What you value and appreciate about yourself
- What you've created
- What you're proud of having accomplished