

# START THRIVING AS A COACH!

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RELEASE YOUR MONEY BLOCKS

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Difference Press

McLean, Virginia, USA

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*To Austin, Tyler, and Taylor; three of the greatest joys in my life! I hope this book inspires you to have the courage to do big scary things. “Feel the fear and do it anyways!”*



## I UNDERSTAND YOU

**Y**our phone rings. It's Sara calling. The two of you have been friends since high school, but somehow, you have become her counselor. Whenever she has a problem, you are the first person she calls. In fact, you're the first one that lots of your friends call. That's because you always seem to have the right thing to say, or the ability to say nothing when that seems right. As you hang up the phone, you feel that little rush you always get from helping someone, especially someone you care deeply about. You know in your heart that she feels better because of the time you gave her. You're happy because you got to use your gift; the gift you know you have deep inside. It's a gift that not everyone has. After you have soaked in that feeling a little bit more, you grab your things and head to your doctor's appointment.

A lady sitting near you in the waiting room says, "Hello!" You look up from your magazine, smile, and return her "hello." All of a sudden, she starts to open up, spilling her guts to you. She tells you what seems like a pretty personal story. You put the magazine down, and you just listen and smile.

When she is done, you wait for the words you know are coming. You have heard these words dozens of times before. Then she says it: "I don't know why I just shared all that; I haven't shared that with anyone. I'm sorry. Wow, how weird." You respond the same way you always do: "It's OK, ma'am; it happens all the time. I guess I just have an approachable face," you answer her, and you smile.

If you can relate to this, you're not alone. This is my story, but it is also my friend Melissa's story. In fact, it is the story of many others. Some of us were just born with the gift of listening and asking the right questions. It appears that we are able to pull advice out of what seems like nowhere. We often-times comfort people simply with our presence. We don't even have to try; it is just who we naturally are.

In my journey to becoming a coach, I met so many heart-centered souls who just knew deep down they were called to coach, inspire, and transform others. Their desire is to help people achieve the life and health they dream of. These men and women believe they were given a gift that they just have to

put into action. They are willing to quit their jobs, go into debt, and risk everything to follow the coaching path. They feel as if there is no choice other than to honor this calling. At the center of their soul, they need to help others and make a difference.

It's an honorable mission, and you, just like us, should be on it. You can make a difference while earning a good living with your gift. Just as you are, you're enough. Unfortunately, so many of these heart-centered healers give up and go back to their soul-sucking jobs. They don't know how to make money doing what they love. They have gone to school and gotten all of their certifications. They learned all they needed to know to be great coaches, energy workers, and meditation experts. And then they give up. They hit that wall, letting their doubts get the best of them. It is such a shame.

Are any of these questions starting to plague you?

- How do I run a business?
- Do I have to be an expert at marketing?
- What do I charge?
- Will people pay me?
- Where do I find clients?
- Will they want to work with me?
- Do I really know enough to help them?

The list of limiting beliefs goes on and on. I don't

want these doubts to stop you from living your dream. When talented healers walk away from their calling, it breaks my heart. That is why I am writing this book. I want you to do what you were put here to do, and make life-changing money while you're at it. I hope to empower you to go forward, to make a difference in this world, and to be really successful and ridiculously wealthy from doing it.

Melissa found herself in a similar place a few years ago. She had left her husband and started a new life with just herself and her teen kids. She had gotten her real estate license a few years back, but had never really needed it until now. As a divorced mom she needed a job, so she just plugged along, doing what she needed to do for family.

She enjoyed real estate somewhat, but never loved it. However, she did love the human connection she made with clients. They spent hours together looking for the perfect dream home. She would learn about her clients' family, friends, and jobs. She learned about their likes, and their dislikes. She knew their favorite colors, and the ones they hated. By the time she found them a home, she knew almost everything about her clients. Like so many strangers and friends had done in the past, people just opened up to her.

She would listen and give advice when she felt it was right. Her clients would always leave their time together feeling like they were friends. She was more

than just the realtor who had helped them buy their dream home.

Fast-forward a few years. Melissa knew deep down that she had this talent, and she truly enjoyed helping people. So she decided to register at the Health Coach Institute (HCI) to become a health coach. She started taking an online course. She was determined to learn as much as she could and get certified. With each lesson learned, her world lit up. “Oh, my goodness. I just love this,” she would tell herself. With every skills lab she did with other coaches in the class, her confidence was building. Sitting at dinner with her kids, she will tell them all that she had learned that day. Her children could see how happy their mom was. They knew that she was happy for the first time in many, many years. Melissa wasn’t just learning how to help others get healthy. She was learning the importance in making changes in her life, and in her kids’ lives as well. She started feeding the kids mostly healthy food and stopped buying the junk that she used to. Of course, there was some push-back from the kids at first, but they knew this new path their mother was on was making her happy, and they wanted that for her.

As Melissa drove her clients to find their new houses, she would share with them all that she had learned. She would tell them that one day she was going to be a health coach. “Can you make good money doing that?” They would ask. She would

answer confidently, “Oh yeah, there is lots of money in health coaching, and there is such a huge need right now.” But inside, she would feel a surge of panic rush through her body. *Could she really make money at this? How could she leave this stable, comfy job that provides for her and kids so well? How could she run off to chase this dream? Is she crazy? Irresponsible?*

Even though those feelings – and the doubt – would come up from time to time, she would connect back to how good it felt to be finally following her dream. Luckily for her, at HCI, they recognize the importance of helping their students with their money blocks. They offer classes to help their students overcome the pesky beliefs that stop so many from succeeding.

The limitations that Melissa feared were all in her mind. This world is abundant and ever-giving. The source, Universe, or God – whatever name you prefer – wants us all to be happy. It wants all of our desires to be fulfilled, and is always providing for us. Melissa was beginning to doubt that this was possible. But her true self; her soul was screaming from inside, *You are meant to do this. You have everything you need to be successful. Just do it.* What is your true self telling you? Do you feel the same push?

Melissa studied hard and got coached through her own limiting beliefs. She learned the tools that I will teach you in this book. She has now gone on to become a six-figure-a-year coach, and has helped

thousands of divorced moms regain their health and their confidence. They even got their “Sexy Back,” which is the name of her signature program. I hate to think of how many women would still be out there, sad and unhealthy, if she hadn't gotten out of her own way and followed her dream. She has since then been able to put both of her kids through college, and is enjoying this second phase of her life.

So many of us have money stories that stem from our childhood. These stories around money can either be empowering or disempowering. They can either push us to greatness or keep us trapped, reliving the same story over and over. When I work with my clients, we spend quite some time exploring the origins of their relationship with money.

Too many people believe their current and future experiences are determined by “out there.” But the truth is we create our own reality. The only way to begin making a new reality is to do the deeper work. We must come to understand why we have created the reality that we have come to know.

Melissa's money story started in childhood, but worsened during her twenty-year marriage to an unsupportive husband. As a kid, she and her siblings were taken care of. They had the things they needed. But never much more than that. There were only a handful of times when she really felt that she had more than enough. Her dad worked very hard to provide what he could for his family. He was gone

most of the time, working more than forty hours a week. She would see him come home exhausted and ready to eat whatever her mother had prepared for him. Then he would go to his favorite chair and just rest for the evening. He didn't have much energy for her or her sisters. He just wanted to be left alone to relax. So deep inside she felt that making money was hard, and you had to sacrifice love and attention with your family in order to get it.

She grew up almost resenting her dad's job because it took so much of his time. She often felt like she didn't know him and she didn't have his love. Melissa married a man who wasn't away as much as her dad, but he worked very hard. It was manual labor, so at times, he would come home with bloody hands and an aching back. Melissa's divorce forced her out into the "real world." While trying to earn money for herself and her kids, she found herself too often gone from home. She was missing the important things in her kids' lives. This was a huge change from being the stay-at-home mom that had always been there for them. She knew she was doing what she had to do. But still, it felt like she was letting her kids down, the way she felt her dad had let her down.

When she began to dream about being a coach, with the time and freedom she missed, she would often times feel guilty for even wanting it. She would ask herself, *Doesn't work have to be hard? Don't you have*

*to come home tired and sore? Bloody even? Don't you have to sacrifice time with your kids to just pay the bills?*

It was hard for her to believe that she could spend her days doing what she loved to do, what came naturally to her, what filled her soul, and make really good money while doing it. The thought seemed ridiculous. It felt like she would actually dishonor her hard-working dad, if her new path came too easily to her.

Those beliefs and stories were all in her mind. She could either give them power or choose a new story for herself. You can, too. You can continue believing what you have always believed, or you can choose a different way of looking at things. You can read this book and start to slowly uncover what has been blocking you. You can identify the things that keep you stuck, just as Melissa did. You *can* read each chapter, and begin to reflect and learn. You *can* reach out for help (schedule an appointment with me). Most importantly, you *can* free yourself from the prison in your own mind and start stepping into your potential. You *can* own that you were given a gift, and that you need to use it. You can make earning money easy and fun. You can start living a joyous life, filled with everything you need. Or, you can put this book down and give up. I understand that not everyone is ready to examine themselves with a magnifying glass. Not everyone is ready to do the deeper work, to move themselves forward, and

that's OK. Just keep this book on your shelf and come back to it when you feel ready. I promise you, when the stars align and you are ready to receive the message in this book, you will become an unstoppable force of good in the world.

My money story is very different, but just as limiting as Melissa's. But just like her, I listened to my true self, my mentors, and my coaches, and I started implementing the tools that I now teach. I wrote a new story for myself and I overcame the beliefs that were holding me back.

I found the Sacred Money Archetypes and learned how to use them to create the life I have always wanted. I learned to play to the strengths of each one and to limit how their challenges were showing up in my life. Let me introduce you to the eight archetypes that you will learn about in this book:

The Accumulator, the Inner Banker

The Connector, the Inner Relationship Creator

The Romantic, the Inner Hedonist

The Nurturer, the Inner Sponsor

The Alchemist, the Inner Idealist

The Maverick, the Inner Rebel with a Cause

The Ruler, the Inner Empire Builder

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## I'VE BEEN THERE, TOO

**F**rom the time I became an adult, I have been a mother. “Mom” is just who I am. I have been a teen mom, a single mom, a married mom, a stay-at-home mom, the fun mom, the mean mom, and now I am even a grandmom. I have been them all. For decades, “mom” has been my main identity. Boy, do I love it. I take great pride in that title. In fact, I tell my kids: “I am not your friend; you will have lots of friends over the years, maybe even hundreds. I am your mom; you only get one of those, and I take that job very seriously.”

I also found room to be a wife. I followed my husband around from race track to race track every weekend for years. I would have all three kids in tow. They were different ages: teens, toddlers, newborns – or a combination of all three. I would be driving to the track in my own car. My husband drove the truck

and trailer. During out of town trips, I would pull over on the side of the road. I would breastfeed one kid while another jumped around the car. It wasn't always easy, but I was happy to do it because again, I was a wife and mom.

When we would get to the racetrack, the work really started. I had to keep track of each kid constantly because the Pits can be a very dangerous place. I always had to have toys to keep them entertained, food (they could eat so much food), clothes for when they were hot, and warm jackets for when the sun went down and they would be freezing. There were ear plugs so we wouldn't damage our hearing. And at least one vodka soda for mom, and her nerves.

My husband would jump into his sprint car and head out on the track. This was it, the moment that all the prep, packing, and traveling had led up to. I would gather the kids and run up to the fence to watch daddy race. We would scream from the stands, "Go, Daddy, go!" My kids would raise their arms up into the air and wave to him to "go faster." We would hold our breath as he would get close to another car for the pass, and exhale only when he took the next spot. I would be praying the whole time for his safety and his win. Neither outcome was ever a given. I have watched my husband go off the track in flames, and flip through billboards going over a hundred miles per hour. There were countless

wrecks where he took way, way too long to free himself from the car. Being a racing wife is not for the faint of heart. When my sons starting racing as well, I was sure I would have a heart attack long before they actually got hurt on the track. This was my life for fourteen years.

During that time, I was proud to be a wife and mom. I did both jobs really well, if I do say so myself. But the effort took its toll on me. I had *lost* Betty. I wasn't even sure who Betty was. Was she the teenager before she was mom? After three kids, that didn't feel right. Was she the struggling single mom working her way through college? Or the married mother of three, riddled with anxiety and depression? The truth is, I had no idea who Betty was. But deep down, I still had a dream of being a life coach, one that had started as a small spark in my twenties.

Friends came to me for advice, saying, "OK, I need Dr. Betty to help to me today." I would listen and do what I could to offer support and guidance. I would hope they felt better after talking to me. I knew that my cup was always over-flowing after helping one of my friends. I had that little voice in my head saying, *Wouldn't you love to do this for a living? Wouldn't you love to help others in this way?* Of course, my answer was yes, but I had no idea how to make that happen. And moreover, I was "mom." Was there any room in my life to be Betty? Especially Betty the life coach. It seemed like an impossible dream, so I

tucked it away. I continued doing everything for everyone in my life but me.

As I mentioned before, this constant draining of myself took its toll. I started to suffer tremendously from anxiety and depression. The thing about anxiety and depression is you oftentimes don't even know you have them. I would say things like, "Well if *your* husband was hauling ass around a racetrack at over one hundred miles per hour, you'd be stressed and worried too." Or, "If you had been through the things that I have been through in my life, you would react this way too." Or, my favorite, "I am just tired; I don't sleep well. You would be extra sensitive if you were this tired too."

My point is, I always had a valid excuse for why I was so anxious or down – well, at least I thought the excuses were valid. Anxiety was like my fourth child. It was with me every day, and it also wanted and needed my attention. Also, asking of me even when I was overly tired or drained. It would show up at the worst times and demand that I give it all my attention.

I was exhausted, sad, and lost. I would look at my amazing, healthy, happy children. I would survey my beautiful home and say to myself, *Why can't you just be happy? Look at all your blessings.* This would actually amplify the depression. I couldn't understand why I couldn't just be happy. What the hell was wrong with me? This vicious cycle of happy, anxious,

depressed, and then happy again would go on for years.

I had finally left the life of stay-at-home mom and had begun working for my father-in-law at his car lot. It felt so good to be out in the world again, earning my own paycheck for the first time in many years, but it also brought with it added stress. I had many responsibilities at work, and all my normal responsibilities at home. My kids still needed “all the things” from me, but now my time was split. I felt guilty that I enjoyed being at work. I felt guilty that I wasn’t at home to help the kids with homework or cook them a healthy dinner. My youngest child is my only girl. She really got the shit end of this deal. I was always there for the boys but when she went to school, I started working. She never had the same mom that the boys had. This would break my heart.

While I was working at the car lot, my anxiety and depression had reached all-new levels. I was struggling to the point that I finally asked a doctor for help. He prescribed medication. I reluctantly took it. Within a month of being on the medication, I realized that I had gained a significant amount of weight. By two months in, I was thirty pounds heavier. I remember thinking to myself, *Oh great, now I get to be depressed and fat.*

It did not make for a good, happy wife and mom. I agonized about the extra pounds. My best friend noticed too, and she demanded that I “just try” these

products she had been using and selling for months. I was reluctant. It was contrary to everything that had been ingrained in my head about health. I believed that if I just ate right and exercised, I would be fine. But the reality was that I wasn't doing either of those things. How could I? I had *no* time! I was grabbing fast food on the way home (a huge part of the problem), I was constantly exhausted, and I couldn't even begin to think about working out. I finally gave in and told her I would try her products. Within a few weeks, I was feeling much better.

I started sleeping for the first time in what felt like years. If you have ever been sleep-deprived, you can imagine what it felt like to finally sleep through the night. I was starting to lose inches. I couldn't believe how many inches were falling off of me! I wasn't really losing many pounds yet, but inches like crazy. Later, I would learn that my body was actually riddled with inflammation.

But the kicker, amazeballs, blow-me-down part of all this was that my anxiety and depression were gone. Not just a little bit better, but gone. I felt like a new person. The things that used to set me off would all of a sudden simply roll off my back. I wasn't a slave to the endless dialog in my mind anymore. I could sleep, and wake up with energy. I could make healthy choices for food, and feel happy all day for the first time in years. The company she recommended was Plexus – not only did I take the

products, but I joined her team, and started sharing with others as well. I will forever be grateful for what these products and that business did for me.

During that time, my dad was diagnosed with lung cancer. My whole world was flipped on its head. Not only was I working two jobs and raising three kids, but now I needed to take care of my dad, too. My husband was very supportive. He allowed me to drop everything and just focus on getting my father the care he needed. I knew the products were working. It was not some fluke. During this time, I should have been losing my shit, but I was actually OK. I could keep a level head. I made the decisions that needed to be made, and I wasn't in a puddle of tears on the ground.

I used the time in hospital and hotel rooms to research why these "weight loss" products were working so well. I wanted to know why they were helping with my anxiety, depression, and inflammation. Long story short, it's because they were addressing my gut health. I had no idea that my gut was my second brain. I learned that if my gut wasn't working right, then my brain could not get the chemicals it needed to operate correctly. Holy shit – this gut health stuff changed my whole life!

I wanted to scream at the top of my lungs on the roof of the tallest building, "It's all in your gut!" Why didn't people know this? Why didn't one single doctor or therapist ever tell me this? I could have

saved myself over a decade of depression if just one person had shared this information with me! At that moment, I decided I would be that one person for other struggling moms.

I launched my Plexus business from the hospital room in Houston, where my dad was getting treatment. I started posting all the gut health and weight loss information that I could find on Facebook. Before I knew it, I had a huge successful team of other women who had also gotten similar results. I was running a successful business from my phone. I didn't need a brick-and-mortar location. I didn't need a receptionist or electricity. I didn't need to pay rent or do any of the other things I believed were linked to being a business owner. I just needed products that worked and my phone.

Within a few years, cancer did steal my dad away from me. He fought as long as he could, and I was grateful for the time I was able to spend with him. During my time with him I also worked on my Plexus business. I had left the car lot behind. I went back to being a stay-at-home mom, while still working on my little business. I took time to grieve. I took care of the things that had to be done with the estate. I had lost my mom when I was child, and my stepmom had died ten years before my dad. The duties were left to me and my sister.

The blessing in all this was that I finally felt I could bring light to that little spark from all those

years ago. That voice was always telling me that I should be a coach. I finally realized I could help other women get healthy and happy. I could follow the dream I had put on the back burner twenty years ago, while I was busy being a great mom and wife. I was feeling healthy. I was no longer drained from anxiety and depression. I could see now that I could do all three of the things that were important to me. I could be a coach, a wife, and a mother. I could run a business from my phone and actually get more time with my kids.

If you want to be a successful coach or work from home, I highly recommend looking into network marketing. It makes for a great addition to your coaching business. You will create amazing, lasting connections with other women. As much as I love my coaching business, I am pretty much alone in it. When you partner with an MLM, you are never alone. Just by joining, you are instantly part of a community. Leaders in whichever company you choose will help you learn and grow. You have access to amazing training, conventions, and speakers. Most MLM companies do a great job at motivating and training their ambassadors. It also gives you the ability to tap into residual income. You can sell to one person and get paid every time they purchase. As you build a team, you begin to be paid from all of the work your team does, in addition to the work that you do. I highly encourage giving it a look.

Network marketing was great for me, but I wanted more! I still craved the coaching career that I had always dreamt of. With the money my dad left me, I registered to get my first coaching certification. I began school at The Health Coach Institute. I loved it. It was an online school and didn't take much time from my kids and home. From the very first video, I felt at home, like I was finally in the right place. I ate up every single lesson and couldn't wait to try everything out on my friends. I was grateful that my dad had given me the means to make this happen.

With each lesson, I felt more empowered to help other stay-at-home moms with their health, anxiety, and depression. I learned all that I could and began taking practice clients. The free ones were easy. There was no pressure, and I truly felt like I was giving them a gift. At that point, I couldn't imagine charging someone for this. And charging what the school encouraged us to charge seemed impossible.

My whole life I had been telling myself, "No" to the things I wanted. I would talk myself out of a shirt at the store, or an entree I really wanted at a restaurant. I would tell myself, *You don't really need that; it is too expensive. You better just save that money.* When I started considering charging for my coaching, I couldn't imagine people would be willing to spend that kind of money on themselves.

Thank God, HCI spends hours helping their students with their money blocks. They make us go

deep into our money story. They help us exchange it for a more empowering one. The other students and I would practice coaching each other on money and the beliefs we had surrounding it. We learned and grew with each other. It was interesting to hear the “money stories” that other coaches had been telling themselves, and to watch as they started to shift and prosper. If HCI had not forced me to confront my money beliefs, I never would have known that I had a problem. I thought that everyone felt the way I did when it came to money. I didn’t understand the concept of abundance or manifesting. Those seemed like words to describe a plot in a Harry Potter movie, not real life.

At that time in my life, I was barely starting to open my eyes to the importance of self-care. I was beginning to see the power of our thoughts. These were things that I couldn’t wait to teach others, but I was still limited in my belief around earning money.

I began the journey of overcoming the limitations my mind had conceived about money. It was the best thing I have ever done for myself, and my career. I’m certain that if HCI had not pushed us to face our money shit, I would have given up on my dream of being a coach. I never would have realized that I am good at this, and that the world needs people like you and me. I would have given up and lost Betty again. I would have retreated. I would have gone back to being just a mom and wife.

I never would have shown my kids the strength and determination that it takes to follow your dreams. They would not have been able to watch as their mom climbed to the top of her field, with nothing more than determination and grit. They would not have learned that earning money can be easy and fun, or that it does flow to you effortlessly when you are honoring your true self. When you are in alignment with what you were sent here to do, the Universe opens its abundance to you. It wants to give you everything that your heart desires. I believe that following my dreams and working on my mindset is one of the best things that I ever did as “Mom!” And following your dreams and refuting your limiting beliefs is the best thing you can do for yourself and your family. So, sit back, prepare to get a little dirty, and a lot inspired. Follow my lead as we begin to free you from the prison of your own thoughts. Start to live in this magnificent Universe that awaits you.

Remember: “You are at least one step ahead of your ideal client. You are enough, you know enough, and they need you.”

## IT'S AN EASY PROCESS

**W**hen I was fifteen years old, I got a job working for a real estate school as their secretary. My job consisted of grading papers, answering phones, greeting clients and students, and so much more.

I headed there as soon as I got out of school, Monday through Friday. I drove a not-so-beautiful, yellow, '77 Ford Granada. If you have never seen a yellow '77 Ford Granada, I suggest you stop reading and Google it. This will give your mind a clear picture for the rest of this story.

My parents had always told me that I could be anything I dreamt of. They instilled in me that I was capable of anything that I set my mind to, and I believed them. I felt empowered to try things because my dad made me try new things all the time. He encouraged me to just go for it, whatever it was.

One day, driving home from my job, I got a flat tire. I pulled into the closest parking lot and then walked to the nearest payphone. (I know, I'm really dating myself here.) Once I got to a phone, I called my dad. He said, "Don't worry, baby. I'll be right there." I walked back to the car and waited for my knight in shining armor to arrive. When I saw his truck pull in, I let out a big sigh of relief.

As he approached, I jumped out of the car and thanked him for coming so fast. He said, "Anytime baby, I am here for you whenever you need me. Now, let's get this tire changed." I grabbed the key to unlock the trunk and then stepped aside.

My dad said, "Now, get the tire out of the trunk."

I replied, "Wait, you want me to get the tire out? But I'm all dressed up from work." He nodded 'yes,' so I said, "Yes, sir." I grabbed the dirty tire out of the trunk, and threw it on the ground. He then said, "OK, now get the tire iron and the jack, too."

I knew he was trying to teach me something, but I didn't understand why I needed to learn this lesson right now. I started to throw a little temper tantrum, saying, "I thought you were coming to help me!"

"I am helping you, baby. Now, bring the tire, jack, and tire iron over here. It is time to jack up the car and get this tire changed."

I was thinking to myself, *Now surely he is going to help me with this next part, right?* Nope, he wasn't. He

said, “OK great. Now put the tire iron on the lug nuts and get them loose.”

I began to loosen the lug nuts. The first one came off pretty easily, but the second one would not budge. I yelled at him, “Will you please just help now?”

Again, he replied, “I am helping you, baby. What would you do if I wasn’t here?” I was thinking, *I don’t know. Maybe call someone who would actually help me!* He then said, “You need to use your strongest muscle. Jump on the tire iron and break the lug nut free.”

At this point, I was certain my dad had completely lost his mind! There he stood, all 6’3” of him in his dirty old cowboy boots, smoking a cigarette on the side of the road. Meanwhile, little ninety-seven-pound me in my fancy business suit and torn pantyhose, with chipped nails, and tears streaming down my face, was jumping on the tire iron. I can only imagine what the people driving by must have thought.

Well, I can tell you that I changed that tire that day, all by myself! I watched him get in his truck and head home. I sat there for a minute to wipe my tears and compose myself. I was still so mad! But also I was a little bit proud, maybe a lot proud. If you had told me at the time that my dad had just given me one of the greatest gifts he would ever give me, I would have laughed. But the reality is, he did bless

me that day, in ways I didn't fully understand until I was much older.

What my dad did that day was to boost my confidence and strip away my fear. When I first pulled into that parking lot with my flat tire, I was scared. *What am I going to do? What happens if my parents aren't home?*

But after that day, I was never afraid of getting a flat tire again. I knew that I could handle it myself. I might get dirty and break a nail or two, but I could do it. I knew that I could handle it. He taught me a much larger lesson that day, too. The help we receive from someone can appear in different forms. Sometimes what seems like the obvious way to help someone is actually the thing that keeps them down, causing them to dismiss their own abilities. You can sometimes help someone the most by not helping them at all.

He taught me that not everything is going to be fun. Sometimes you have to get dirty and do things you don't want to do to get back on the road. And if you're not willing to do those things, you may as well camp out on the side of the road with a flat tire. The answer to your problem is right there in the trunk, but you have to be willing to do the work.

I tell you this story to motivate you. Get dirty, feel uncomfortable, cry, scream if you have to, but do the work! Getting right with money is the only way for you to continue down your road to success. You

can only take your clients as far as you are willing to go yourself. So why not go all the way!

As you read this book, I am going to ask you to dig deep. Uncover some uncomfortable things about your past, and recognize the beliefs that are leaving you stuck on the side of the road. But I also promise that if you do the work, if you are willing to dive in and get dirty, you will surge ahead at warp speed.

Each chapter is going to help you move closer to your goals, to start attracting clients like never before, and to get really cozy with all aspects of money.

I hope to empower you through this journey the way that my dad empowered me that day. I want you to charge ahead with *no* fear around money. Perhaps you have believed until now that that “money stuff” is for men, and that women don’t think about it, want it, or demand it. Maybe you have believed that wanting money is somehow bad, or not in harmony with your religion.

Maybe the way you were brought up has you holding onto a money story that no longer serves – or possibly has never served – you. You may be drowning in debt, with what seems like no way out. Or you could be stuck in your spending habits, unable to imagine your life being another way. It doesn’t matter where you are today. What matters is that at the end of this book, you will be right with money. You will have uncovered the shit that is

keeping you down. You will learn about your sacred money archetype. You will learn to play to the strengths of your dominant archetypes, and to overcome the challenges that you have faced until now. I will encourage you to slowly leave a life of debt behind, and step into a life where you have everything you want. And you will owe no one! The freedom that you gain from that one chapter alone is worth it.

You are going to master the art of money conversations with your clients. You will feel like an unstoppable force when it comes to closing the deal. You will finally feel empowered to talk about money with your prospects, and you will approach each conversation with confidence and ease.

Most importantly, you will learn how to use the universal power of abundance to bless your life like never before. All I ask is that once you learn these secrets, and you start living your dream life, pay it forward. Money in the hands of good people does good things for the world. Expect to be blessed with the ability to go out and be a blessing in ways you never thought possible. And when you think of the ways you can give back, dream big!

What I will teach you works for everyone! It doesn't matter if you are already wealthy or if you're drowning in debt. You just have to believe that this is going to work for you! Abundance is for everyone. It is your birthright. You can do it! Don't get frus-

trated if it's not working for you right now. Just do the work and believe. These strategies have worked for women all over the world, and they will work for you, too!

Let's get that tire out of the trunk and start doing the work!



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## KNOW YOUR WHY

**A**s coaches, we know the importance of our clients knowing their *why*, right? We really drive it home. We get them to connect to all the things that would open up for them if they could get what they want.

So I ask you; what is your why? You picked up this book for a reason. It called to you for some reason. Deep down (or maybe it's even bubbled up to the surface), you know that it's time to start addressing some of your limiting beliefs around money. Maybe you know it's time to finally address your debt. Maybe you are ready to start earning and just don't understand why it isn't happening.

No matter why you were drawn to this book, now is the time to get really clear on why you want to continue on this journey. Now is the time to become

a pro at manifesting, earning, and keeping the money you earn, and empowering your clients to do so too.

To help you uncover your why, let's do a little dreaming. If you were really able to master money, what would open up for you? How would your life become better? Who else would be affected? Take a minute to jot down your answers, or at least mentally answer.

Envision yourself already being a master of money and having all that you desire. See yourself going through your day with ease and freedom. Picture yourself easily attracting the perfect clients and having them say yes to you, at whatever price point you ask. Believe that saying yes to you is the answer to some desire or prayer that they have put out into the Universe. Feel as your cheeks and lips began to stretch into a smile. Connect to the energy you get from having what it is that you desire. Turn the dial up on those amazing feelings. Now hold those feelings in your heart as we go through the steps to getting what you desire.

It is important to do this, to really connect to all that you will receive from the changes you are wanting to make. When you begin to change who you are, you are basically killing off some part of who you have been, up until now. You are killing your old identity and stepping into a totally new one. This may scare the shit out of you and cause you to go back to your old way of being. Because even if the

old way sucks, or is dangerous or bad, people will often stay there because it is comfortable.

The old saying goes, “If you're comfortable, you're not growing.” You would not have picked up this book if you weren't ready to grow in some way. Being willing to face the fears that may come up for you as we walk this walk – and being willing to be uncomfortable and scared at times – is the answer. I promise you, right on the other side of that fear is all the good stuff.

At times, I can be a bit of a YouTube, self-help junkie. I love watching Will Smith. One of my favorite stories that he tells, is of him going skydiving for the first time. He had gone out drinking with his friends and one them says, “Hey, let's go skydiving tomorrow.” All of his drunk tough-guy buddies say, “Yes, let's go. It'll be awesome.” So of course, he felt like he had to say yes too. He says he felt the rush and the energy of everyone getting excited to jump out of plane. What macho, cool guys they were going to be, and they would have an amazing story to share forever. That night when he went home, he remembers thinking, *They weren't serious, we were just drunk, right?* When he woke up in the morning and checked his phone, there where no texts saying they were calling it off. In fact, there were texts of excitement and planning and arrival times.

This is when his anxiety and panic started to kick

in. *Wait, they were serious? We are actually going to jump out of a plane?* His mind begins to go crazy with all of the horrible things that could happen. He is thinking, *Oh man, if I die, my wife is going to kill me. I have three kids. What in the world am I thinking?* The anxiety continues to build as he gets dressed, heads to the airport, and begins to board the plane. He then finds himself sitting on another man's lap, tethered to him at 10,000 feet in the air. The anticipation of jumping out of a perfectly good plane to possibly plummet to his death is almost too much to handle. And just when he is ready to back out, his jumping buddy says, "OK, let's go."

They stand up and head to the door, he is freaking out, but trying his best to act tough in front of his buddies. They get to the door and look out. He wants to cry like a little baby and sit back down, but the instructor says, "OK, are you ready?" He nods his head and they tell him, "OK, on the count of three, we jump." One, two, and the instructor pushes him out the door. Apparently on three, people grab the doors, so they never actually get to three. He says that after he stopped screaming and finally opened his eyes, it was the most amazing, spiritual, and blissful thing he had ever done. He says the air almost cradles you, like it's giving you a hug as you sail back to the earth.

Will shares with people that the lesson he learned that day was that the anxiety before the

moment he jumped from the plane was a complete waste of time and energy. Will says, “God places the very best things in life on the other side of terror. On the other side of your maximum fear are all the best things in life.”

I share this story to highlight the fact that you may be afraid to go on this journey, afraid to step out of your comfort zone. You may be afraid of becoming crystal clear on what is holding you back. It can be daunting, moving into uncharted territory. But I am here to tell you that the other side of that fear is where the bliss is! That is where your dreams and desires become a reality. Like I said before, if you’re not uncomfortable, you’re not growing.

So let’s build on the motivation to feel the fear and do it anyway. We will go through some of the ways that your relationship to money may be affecting other areas of your life. Let’s go through the Wheel of Life. Grab yourself a copy of one from my website, or just draw your own.

## HEALTH

How does money affect your health? Brainstorm a few ways that your relationship to money or your current financial situation may be affecting the decisions that you make around your health.

When I was practicing as a health coach, I saw this all the time! If you are a coach as well, you prob-

ably have too. How many of your potential clients have said, “No” to you because they couldn’t afford you (or so they believed). I lost to many clients because I hadn’t yet learned how to effectively coach prospective clients through their money blocks. They would go through an entire discovery session with me, and tell me how they were “a ten” on the scale of how badly they were ready to fix the problem right now. Opening up to me that they had been unhealthy for years. Passionately, they would declare that they were finally ready to do something about it! Their feelings of misery had become unbearable. When I offered them the solution to their problems, and the path to becoming healthy and happy, they would freeze and say, “Oh, I can’t afford that.” Since this happened at every stage of my offerings for a three-month program, the actual money was not the issue, but I digress.

Their relationship to money prevented them from taking the step to get healthy. I would hear so many people say things like:

- I can’t join a gym because it costs too much.
- Organic food is just too expensive.
- I can’t go to the doctor because I can’t afford health insurance.
- I try to spare my insulin because it costs so much!

- I know my stress level is killing me, but I need to work all the time. If I don't work this hard, we don't eat.
- I know my blood pressure is through the roof, and I need to do something about it, but I just don't have the time or the money.

I could go on and on. I bet if you sat down and brainstormed you could come up with a list that is just like mine – full of the excuses you've heard around money and getting healthy. I knew that if these people would invest in me and my coaching program, they would get healthier, happier, and have less stress. They would not need blood pressure medication, or drugs for Type 2 diabetes. But, at that time, I didn't know how to coach on money objections, so people who I *knew* I could help didn't get that help.

If you have ever sacrificed your health because of lack of money, I would love for you to journal on that. Do you know anyone who has? How does health play into your “why?” Is it a big motivator?

## RELATIONSHIPS

The next sliver on the wheel of life is relationships. How would having a better relationship with money or attracting more money into your life help you

with your relationships? Think about it. Money is the number one reason couples argue, so it is no surprise that money is the number one reason for divorce in America.

Money and stress often go hand-in-hand. Financial issues don't discriminate. They can unravel marriages between wealthy couples, as well as couples in major debt. One of the main reasons that couples fight about money is because they have opposite money archetypes. One is an Accumulator and loves to save money, while the other is a Celebrity and loves to enjoy the things money can buy. I will go into the archetypes in detail in the next chapter.

I am not saying that having opposing archetypes will always lead to divorce. It won't. Lots of people are in successful marriages and have differing habits when it comes to money. Understanding these archetypes, being able to discuss them, and accepting the other person for who they are is the key. There are strengths and challenges to every money archetype. Being able to play to the strengths of two seemingly opposite archetypes can actually make for a powerhouse, as far as money is concerned. Unfortunately, many people focus on the negative, and argue over the challenges that are unique to each one. Does money affect your marriage? Is the effect positive or negative?

Are you staying in an unhealthy relationship out

of fear around money? Do you know someone who is? Wow! That is a big one! Too many women stay in bad or even abusive relationships, because they don't feel empowered around money. Either they don't feel like they can earn enough to support themselves and their kids, or they are just baffled by the whole thing. They don't know how to pay bills, buy a car, invest, or in some cases, even how to open a checking account. They chose to allow the man to keep them in the dark on all of these things, having him handle them. Women can feel trapped and like they "need" him. So they stay even when things are really bad.

As you begin to uncover your own money blocks and feel more empowered around money, think of the clients you will be able to empower around money as well. You may think you are just helping them to lose weight, or get healthier, but you may actually be leading them to an exit plan. I encourage you to always have at least one session about money with all your clients. It can work tremendous magic in so many areas of their lives.

I could write an entire chapter about money and marriage, but for now, I just want to shed light on how money may be affecting your contentment in your relationships.

Before I move on, I want to point out that this also includes extended family and friends. Do you borrow money from your parents? Siblings? Do they borrow money from you? Do you harbor resentment

because of it? Do you avoid certain family members because you can't stand to hear about their money troubles again?

## CAREER

Do you stay in a soul-sucking job rather than going all-in on a career that fills your cup to overflowing? Do you stay out of fear that you won't make enough money if you leave the stable job behind? I have been in the coaching world for years now, and I see so many amazing people go through this struggle. They want to make a difference in the world, to have a huge impact. They want to nurture individuals' lives, and help heal the collective as well. But they falter, and the fear that stops them is almost always a fear of money.

And it's not just coaches. It's artists, musicians, writers, teachers, et cetera. I just want to yell, "Go for it, that desire was put in your heart for a reason." You wouldn't be called to do this, or be given this talent, if you weren't meant to be on this path.

Manifesting is an amazing thing, but it takes practice and time to learn. I will start to lay the groundwork here, but it's a life-long learning curve. For now, just recognize how money is holding you back from happiness in your career.

Maybe you don't have a job that you feel stuck in. Maybe instead, you feel un-empowered to charge

enough to make a living. Perhaps you're having a hard time finding clients. These issues are common. The good news is, the things that are holding you back are imagined.

Once you learn that the price you charge is much more about the client and their transformation than was ever about you and your desirability, is when you start to break free.

I hate it when people, and business coaches in particular, tell you to "charge your worth." This just rubs me wrong. At one point in my career, I charged \$600 for a twelve-week program, then \$997, then \$1497, and so on. I didn't become a more worthy soul, I just started to uncover more of my money blocks. I started to address them, and update them to beliefs that better suited me. I gained more confidence with each client I took. None of that has anything to do with my worthiness.

If you use the steps that I teach here, you will be more empowered to have a higher start point. But either way, I want you to always be in alignment with what feels right for you and your true self. If you aren't ready to charge thousands of dollars for your services yet, don't. If it doesn't feel right to you yet, you won't be able to bring your everything to your client anyway. Just make sure that it is not a money block that is holding you back.

Continue going through the wheel of life and

uncover how money may be causing each area to be a little flat. What about:

- Family?
- Personal Care?
- Spirituality?
- Finances?

Do this on your own. Dig deep and connect to why you want to continue working through your relationship with money. Who else will be affected? When you have a really juicy “why,” write it down, switch it around, and state it as if you have already achieved whatever it is that you want. Journal, imagining it is one year from now, and you are living the life you want. Go into detail of how each sliver of the wheel of life is better now. Let your self step into that reality, even if it’s just for a little while.

Say out loud: “I am at least one step ahead of my ideal client. I am enough. I know enough. And they need me to step fully into my power!”

## DISCOVER YOUR SACRED MONEY ARCHETYPE

### HOW DO WE DEFINE AN ARCHETYPE?

**P**lato's *eidos*, or ideas, were pure mental forms that were imprinted in the soul before it was born into the world. Some philosophers also translate the archetype as "essence," in order to avoid confusion with respect to Plato's conceptualization of Forms.

Jungian archetypes are defined as universal, archaic symbols and images that derive from the collective unconscious, as proposed by Carl Jung. They are the psychic counterpart of instinct. However, it is common for the term archetype to be used interchangeably to refer to both archetypes-as-such and archetypal images.

There are lots of different definitions of an archetype but for my purposes in this book, I like to refer

to them as instructions from the Universe. Or a set of many characteristics of one individual that can be summed up in one word. For example, if I say that guy was a real jerk, you already have an idea of what he must have acted like. You know how most jerks behave, so your idea of who he is may not be precise, but you are probably pretty close. Some of the attributes of a jerk will apply to him, and some won't. But you already know he is more like a "jerk" than a "saint." So as I go into the concepts of your Sacred Money Archetype, remember that although not all will apply to you exactly, you will most likely relate to a good majority of the characteristics that are associated with your top archetype, the most dominant one.

To find out what your most dominant archetype is, you can go to my website: [www.bettybarnett.com](http://www.bettybarnett.com), and take the quiz. I highly recommend you do that, so you will get the most out of this chapter.

Remember, there are eight sacred money archetypes that we will be learning about:

- The Ruler
- The Accumulator
- The Connector
- The Alchemist
- The Maverick
- The Celebrity
- The Nurturer

- The Romantic

Each archetype shares certain thoughts, perspectives, strengths, and challenges. Each archetype also has different strengths, challenges, and inner motivation. So if you are a Ruler, you will share those same things with others who have Ruler as their primary archetype.

My mentor and the creator of the Sacred Money Archetypes, Kendall SummerHawk says, “Archetypes represent patterns of behaviors or ideas that are part of our “collective unconscious.” I believe that as human beings throughout our planet, we are all part of the same fabric and we’re connected, like threads woven together into this fabric.” If you are interested in becoming certified to teach the archetypes, I recommend her programs. You can find them at [www.kendallsummerhawk.com](http://www.kendallsummerhawk.com).

Getting to know our archetypes helps us to understand our patterns and behaviors. They show us who we are, so that we can become aware of our subconscious behaviors, and change them. They are incredible insight tools. They help us know where we can grow and create the abundant, happy life that we want.

It’s possible that until now, you didn’t know that every opportunity that comes into your world is being filtered or seen through the lens of your primary archetypes. The Universe, and your daily

life, are full of opportunities. The ones you choose to give energy to are often seen through the perspective of your top three archetypes.

For example, a Nurturer and a Ruler will see the same opportunity very differently. They will make different choices surrounding that opportunity because of their top archetype.

Knowing your money archetype gives you a tool that helps empower your strengths. This allows you to consciously handle your challenges instead of living your life in the unconscious state that you may have lived in until now. You can begin to make big shifts in your personal and business life.

As I go through the archetypes, get a good understanding of what your main one is, but also consider what it would be like to think, behave, and believe like the others. Notice how your potential clients are going to be a variety of all these. Having this knowledge will help you to speak their language. Use this understanding to empower your clients not to simply say “yes” to you, but to recognize where their dominant behaviors may be sabotaging their life.

## THE RULER

The Ruler is the inner empire-builder. They illuminate the desire to achieve. The Ruler has an inner fire or drive that enables them to create. That drive makes them an unstoppable, passionate force. It has

a big impact on others, and gives rise to significant income. For the Ruler, money is often their measurement of achievement and success. The Ruler loves to strive and to challenge themselves, to push their own limits, and they are often seen as a leader because of this. They are naturally ambitious and stubbornly determined. But this drive and ambition can cause them to feel dissatisfied with where they are, no matter what their past success have been. Because of this, they often feel an inner restlessness and can be very hard on themselves. Rulers can be conservative when it comes to spending money, but there's a part of them that – while not necessarily motivated to be as showy as the Celebrity – will spend money on things that show their status. The challenge can be to find harmony in their life instead of letting their career dominate all of their time and attention. They can greatly benefit from learning to enjoy life in the moment.

## THE ACCUMULATOR

The Accumulator is an inner banker. They illuminate respect and appreciation. They have a great relationship with money, and outwardly it can look like a match made in heaven. They typically live well under their means and are highly attentive to managing their money. The Accumulator saves just for the sake of saving and is naturally frugal. The Accumulator

can often be secretive with money, and can be quick to judge others for their spending habits. Inwardly, the Accumulator is often driven by fear, and can quickly feel at risk for not having enough money, despite having plenty of resources. Spending even small amounts of money can cause the Accumulator to feel stressed, anxious, or guilty. They say it is their personal responsibility to make certain that they take care of themselves financially. They do not trust anyone else with their financial security. The Accumulator's challenge is to allow themselves to expand how they see themselves, and what they can accomplish instead of keeping their world so controlled. By doing this, they open the door for creating greater wealth and a richer life.

## THE CONNECTOR

The Connector is an inner relationship creator. They illuminate faith and optimism. The Connector has faith that money will always be available. This keeps them mostly free of financial stress. The Connector has an innocent quality. On the positive side, this allows them to live their life free of money concerns. The downside to this innocent bliss is that they can easily be taken advantage of. They are often in situations where they blindly entrust the handling of financial details to others, or in situations where they rely on someone else to support them. Money is

something the Connector does not think much about. Inside, they can harbor feelings of inadequacy or disempowerment. The Connector's ultimate empowerment with money comes most easily when they focus on transforming personal relationships into partnerships that bring new opportunities, business, and clients to them. If they stay focused on getting appropriately compensated, and take on more of their own financial responsibilities, they can create wealth and prosperity. This focus also sustains a healthy sense of self-respect and self-worth.

#### THE ALCHEMIST

The Alchemist is an inner idealist. They illuminate positive change. The Alchemist is fascinating. They have a love-hate relationship with money. They often speak with the disdain against money, or against the unfairness that exists in the world, where some people have so much more than others. The Alchemist is amazing at creating ideas that can transform people's lives, and transform the world at large. Even in business, their motivation is usually altruistic in nature, and they are frequently attracted to unconventional or alternative ways of making money. Because of this, they can be powerful champions of others. The Alchemist is proficient at helping others see new possibilities and a fresh light. They can often be impatient, even annoyed or angry,

that they have to deal with money. That resentment can be a powerful block to the Alchemist making the impact that they are passionate about. Because of the duality of their nature, the Alchemist can often find themselves in situations where they are dependent on others for money, rather than creating their own financial independence. This again can cause a love-hate feeling about the situation. The challenge for the Alchemist is to direct their tremendous energy towards monetizing ideas, finding a positive way to connect with the good that money can do in the world. This will help the Alchemist transform their amazing ideas into financial success that has purpose and personal meaning.

## THE MAVERICK

The Maverick is an inner rebel with a cause. They illuminate the idea that risk is essential. The Maverick is highly creative with money. They love to turn it into a game that they want to win. They have a natural ability to understand and feel comfortable with complex money transactions, and are often looking to gain the financial advantage in a situation. Because of the willingness and comfort they feel when taking risks, they can find themselves in precarious money situations. They are enticed by scenarios that others would shy away from. The Maverick often experiences extreme financial highs

and lows. But when they're down, they don't typically stay there long. They pay great attention to money and can be excellent at reading contracts and looking for clever ways to turn a situation or opportunity to their advantage. They are financial thrill-seekers. They often lead a flamboyant lifestyle, while at the same time creating a lot of secrecy when it comes to money. The Maverick's challenge is that their excitement from winning big at the money game can often take them to the point of financial difficulties. Creating financial stability typically only happens if there is excitement attached to the way they earn money.

## THE CELEBRITY

The Celebrity is an inner big shot. They illuminate impact in recognition. The Celebrity is often a charismatic personality, and that makes them a magnet for attracting amazing people and experiences. Something to keep in mind with the celebrity archetype – especially with women – is that they often have been keeping their star power hidden or under wraps. But once they discover what their true nature is – step back, because they are going to take center stage in a brilliant way! The Celebrity loves to create a lot of attention for themselves and for others. They also deeply appreciate the doors that money can open, and they love to turn on the bling.

The Celebrity can often be a natural-born leader. Their challenge is that while they are often amazing at creating money or attracting it into their life, they can default to spending every penny that comes in – sometimes more! It is not uncommon for Celebrities to have someone in their life who helps foot the bills for their generous lifestyle.

While outwardly they often appear confident, inwardly they may be compensating for having felt criticized, ignored, or left out in their younger years. The key for the Celebrity is to regularly feel appreciation and acceptance in other ways besides spending money.

## THE NURTURER

The Nurturer is an inner sponsor. They illuminate caring and compassion. The Nurturer's desire to be of service often inspires them to be selfishly generous. If someone has a need, then they are there to help out, even at the expense of their own time, energy, or financial stability. For this reason, the Nurturer can often create enabling relationships. They may struggle with trying to create boundaries. When it comes to themselves, Nurturers are often careful, even frugal, with money and are often great at saving money. This, along with their generous nature, can cause them to default to turning themselves into a bank if someone important to them has

a need. It's not uncommon for Nurturers to create debt due to giving money to others. Or to give their time and attention to the needs of others to such an extent that the compassionate Nurturer has nothing left to give to their own life, career, or business. While the Nurturer may outwardly appear kind and supportive, inwardly they can harbor anger and resentment due to feeling taken advantage of or not feeling respect from others, and ultimately, they miss out on creating their own self-respect. The Nurturer's challenge is to discover how to create boundaries and to believe that by creating boundaries, they are empowering others in ways that are priceless.

## THE ROMANTIC

The Romantic is an inner hedonist. They illuminate enjoying the pleasures of life. The Romantic lives life in the moment, often spending money on material enjoyments such as food, clothes, toys, experiences, and more – anything that creates feelings of gratification or sensory pleasure. For the Romantic, money is not often at the top of their mind, or it is seen as a distraction from what life is really about for them. The thought of not buying something can cause feelings of resentment or defiance, which often ricochets into spending to avoid facing their financial truth. They often spend beyond their means, telling themselves, "I deserve it!" When a Romantic is motivated

to save money, it's usually only when there is something specific that they want to buy. Once the specific amount they need is saved and spent, they're starting over. Romantics typically live above their means, and often tells themselves that they are not good with money, which leads to inwardly feeling helpless or not powerful. The challenge for the Romantic is to avoid creating a feast-or-famine lifestyle, as these wildly different emotions don't give them the ultimate of what they want in life, which is pleasure and enjoyment. Coaching the Romantic to find pleasure in their life while creating a more secure financial future will help them feel as if they're having it all.

I had the opportunity to interview another money coach who was using the archetypes in her business, and what I learned from her was miraculous. When she learned the archetypes and starting doing the work to uncover her blocks and challenges, her life became everything she had ever imagined. Mia was over \$100,000 in debt when she started down this journey, and had absolutely no problem with that. As a Romantic, Celebrity and Ruler she just didn't want to think about money at all. She felt like as long as she could make the payments then it didn't really matter, but deep down she wasn't happy. When she learned that most Romantics and Celebrities have a shadow side that reacts from a place of not feeling like enough. She started to see how she was buying

things impulsively and that over the years, it had actually turned into a compulsion. Always trying to fill a hole inside with things, trainings, and gifts for other people.

She also learned how to wear each archetype like a jacket, tapping into their energies and then making decisions from that place. Doing that deeper work with her coach helped her figure out why she had made the choices she has made for so long. She was now able to distance the ego from it a little bit, by looking at the decisions through the lens of the archetype. This allowed her to upgrade not only her financial and business situation, but her marriage as well. Within a year of learning this new way of being, she was able to pay off almost all of that debt. She now has a thriving business and it is no longer controlled by a compulsion to buy things. She is content and grateful for all she already has.

This is my wish for you, as well. I want you to learn all about the archetypes and start to use that knowledge to live your happiest and best life. If you would like to learn even more about the archetypes or how you can use them specifically in your life, you can join my bootcamps or personal coaching programs.



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## STOP THINKING MONEY IS BAD

**N**ow that you have learned a little bit about your Sacred Money Archetypes (SMA), let's exercise your wealth-building, abundance-manifesting muscle a little bit further. To really get good at creating and keeping money in your life, you must first understand why you might have struggled until now. Getting a better understanding of what your money beliefs are and where they came from is the key, the secret sauce, to freeing yourself and beginning to manifest.

We all have beliefs surrounding money, but most of us don't ever really look at them. We just go about life behaving and making choices through the lens of our SMA and the beliefs we grew up with around money. We subconsciously keep repeating patterns learned from an early age, usually before five years old. It is true that we learn what we lived.

For example, if you were raised in a modest family, that had just enough and not much extra, you probably find yourself still today being content with just enough. Never being able to break that barrier into a life of having more. Problems, bills, or expenses seem to arise out of nowhere, right when you begin to think you're getting ahead. Just when you are on the verge of have more than enough.

Or if you grew up with very little, and rarely got the things you wanted as a kid, you might find yourself spending everything you earn on the things you want now. Telling yourself something like, "I deserve this, because I never got it as a kid." Or maybe you are dead-set on giving your kids more than you had growing up, so you spend all that you make buying things for them. Trying your best to give them a different life. This, in itself, is not bad or wrong. I just point it out in hopes of getting you to consider what the underlying motivation of your spending habits is.

Everyone has some set of beliefs around money. It doesn't matter if you grew up with nothing or with everything. The amount of money that you grew up with doesn't really make a difference. We were all making money mean something. We were learning and conceptualizing how money was going to show up for us.

I had a client who grew up very wealthy. She had everything she asked for. Her dad would buy her

anything that she wanted and often brought home gifts to show his love. He worked all the time and almost never spend any quality time with her. Because of this, she grew up hating money.

She blamed money and her dad's relentless need to earn more of it for feeling unloved as a child. She was determined to give her kids time instead of things. The belief that earning lots of money at any cost was detrimental to her as a child was what left her struggling as an adult. She was unconsciously stopping herself from being wealthy, due to not wanting to be like her father. She was creating a reality for herself where she could never get ahead, yet she had never made the connection between the two.

Through our work together, she was able to see how she had been pushing opportunities away for years. I was able to help her hold space for the fact that she could have an excess of money and still give her kids time and love. That it was possible to handle life and money differently than her father did, and not have to hate money to achieve it. Once she made the connection between the story that she grew up with and the beliefs she formed because of it, she was able to create a new story for herself. She started to prosper while still showering her kids with the love they deserved.

You can see that having or not having is not the issue. The meaning that you are putting on your

money situation is what drives your beliefs. If you are ready to earn more and be able to serve more, let's uncover some of your beliefs.

Here is a short list of some sentence starters around money beliefs. Finish each sentence and then reflect on them. Which ones surprised you the most? Which ones follow you around to this day?

- My experience around wealthy people has been...
- People who live their life in service of others are...
- The religion that I grew up with taught me to see money as...
- Talking about money was...
- Talking to my spouse or kids about money is...
- Rich people are...
- Money is...
- Money creates...
- Money causes...
- Spending money is...
- Saving money is...
- When I think about what living with lots of money would be like, I...

Look at your answers and reflect without judgment. Just curiosity. Which of these beliefs are no longer serving you? Did any others come to mind?

You have the option to make conscious and deliberate choices around what your financial life looks like. Your current financial situation is a representation of the *old* you – your old beliefs about money. You are shifting and transforming that as of *now*, so you can achieve the level of success you are dreaming of.

I often see people give up their power around money. Many of us do this out of fear. We're afraid of conflict around money conversations, we're afraid of facing responsibility, we're afraid of what others will think of us, afraid of looking like a failure, afraid of disempowering someone, and so many other things!

I don't want you to fall into the trap of fear, so let's look underneath the surface and see what might be happening in your relationship with money, or where fear might be dominating your actions. A great way to uncover your fears around money is to allow yourself to experience what it would be like to have an abundance of it. Let's try a little exercise. Take out a piece of paper and a pen. Now write down the most money you could ever imagine charging for your services.

You got it? Did you write it down? The visual here is very important. OK good, now I want you to double it.

What is the first reaction you had when you saw that number? My clients have had all sorts of reac-

tions to this exercise. Let me give you a few examples and see if you resonate with any of them:

- Money changes people, and I am afraid of becoming someone I don't recognize or even like.
- I have a belief that only people with a vast amount of knowledge deserve to charge that amount of money.
- If my prospective client could afford that much money, why hire me instead of a more experienced coach?
- Who am I to charge that much? I don't feel like I am enough.
- I place great value on my faith and try to emulate humility, therefore I fear being judged as greedy for wanting to be wealthy.
- I want to help all kinds of people, not just people with lots of money. It feels wrong to charge that much.

What came up for you? Did you resonate with any of those? Are you surprised by what fears might be underneath your current prices? Now that you know what you might be afraid of, does that fear still serve you? Ask yourself if you are ready to face that fear and make a different choice. Tonight when you journal, I suggest that you do a brain dump on all of

the ways that fear of having money might be stopping you. Then reflect on what you would like to be experiencing instead.

It's important to not just uncover the fears and beliefs we have about money, but also to understand where those beliefs came from. So I ask you, what was the money story that you grew up with? How is it affecting you today?

For myself, I grew up with two totally different money stories. From age zero to nine, I lived with my mother, father, and siblings. My mother was a stay-at-home mom, while my dad worked a modest job. He was a good provider, making sure all of our needs were met and we even got a few extras here and there.

We lived in a modest house in a good neighborhood. I was happy, loved, and content. My mother grew up on a dairy farm in Stephenville, Texas and met my father while attending college there. She was a wonderful, kind, intelligent, and loving woman. I feel so blessed to have had her as a mother.

Tragically, when I was nine years old, she passed away from heart complications. She was way too young and will forever be missed. (This was one of my biggest motivating factors in becoming a health coach.)

My dad remarried less than a year later to another wonderful woman, although she was very different from my mother. She came from a wealthy

family, having grown up in Orange County, California. After choosing not to get married or have children, she soared to the top of her profession and spent her time enjoying the finer things in life. She enjoyed traveling, diamonds, and entertaining. She was an amazing cook and my dad often teased her, saying he married her for her spatula. When she joined our family, it opened up my world to a totally different way of being and doing. We moved across town to a more affluent neighborhood, with better schools and new opportunities. She taught me proper etiquette, how to socialize in any company, and instilled in me the idea that I could achieve anything I wanted. It took me many years to really appreciate all that she brought into my life, but once I did, I was eternally grateful to her.

Being raised by two very different women and two very different money circumstances created many of the habits that I have around money still today. On the one hand, I love the finer things in life and want to have them, but on the other hand, I deny myself and fear spending too much. I have a need to always prepare for the worst and feel much more comfortable if I have money in savings.

My dad prided himself on saving and investing, and he spoke to me often about it, instilling in me the importance of doing so. I am grateful for his intention, but as an adult I often felt guilty or bad for spending money on myself. I could hear him in my

head, telling me to save that money instead of spending it. I also had my stepmother in my mind, reminding me to enjoy life. There was a constant tug-of-war going on. I felt like I was dishonoring my dad when I gave in to spending, especially if I bought something at full price with no coupon or discount.

It is our job to try and find the positive intention for the money story that we were taught as kids, and separate it from the method that was used to teach it.

For example, my dad wanting me to save and invest is a positive thing, but the method that he used to teach that lesson was to lecture me every time I brought something home from the store. The meaning that my young mind put on this was that my needs were not as important as saving, and that people who did spend on themselves were somehow doing something bad.

When you look back at your money story, do you share any of the values that you grew up with? Which ones are worth keeping and which ones would you like to update? If you were to create a new money story or legacy today, what would it be?

Mine is: I can believe in abundance and allow money to flow to me easily without fear. I can *save* and *spend*, both are OK.

## HOW THIS RELATES TO THE SACRED MONEY ARCHETYPES

Each archetype has different characteristics, strengths, and weaknesses. We are made up of all eight of the archetypes, but the ones that become our primary or dominate ones come from the things that happened to us growing up. Different circumstances highlight and activate one or more of the characteristics in the archetype. As you experience more and more similar messaging, it begins to solidify that primary archetype.

For example, my mother being so loving, attentive, and kind to me as a child caused me to value those *attributes*. I began to believe that in order to be a good mother, you needed to put others' needs in front of your own, the way that my mother did. These experiences as a child activated the characteristics in the Nurturer archetype. When you add in my dad's constant reminders on the importance of saving, getting a good deal, and taking money very seriously, it activated the Accumulator archetype in me. So my top two archetypes are Nurturer and Accumulator.

## CAN YOU CONNECT YOUR MONEY STORY TO YOUR DOMINATE SMA?

The beautiful thing about the work you just did is that by understanding and reflecting on what your beliefs around money are and where they came from, you can empower yourself to achieve like never before.

Sometimes it is difficult to look deeper into ourselves. But if we remember and connect back to the fact that our true self has everything in it that we need to succeed, and it was sent here to do good work, it becomes a little easier. It's our job to uncover the human stuff and clear it from the path of our true self.

The more you declutter the path, the easier it will be to live a life in full alignment. You will be able to tap into powers of the Universe, powers that are waiting to help us along this journey. The Universe, God, Creator – whatever you prefer, wants us to fulfill our desires. It wants us to be happy and to enjoy every single day that is given. The work you did in this chapter is life-changing.

You are taking control of your future from this day forward. You are conscious now of how the past has been running the show, and you have told it to go sit in the backseat where it belongs. You not only uncovered your old money story, but you have formed a new, more empowering one. You should

also feel more empowered to help your clients uncover for themselves what has been holding them back.

Oprah Winfrey says, “Real success, lasting, rewarding, soul filling success is sustained when we can embrace the greater energy within us. And that is the energy of love, which is also the energy of inspiration, energy of creation, generosity and joy.”

Take this new money power statement you created for yourself and start manifesting!

## UNLEASH YOUR SUPERPOWERS

**N**ow that you have stopped thinking that money is bad, how about we start to attract more of it into your life? But how do we do that?

First thing's first, the Energy of Attraction or Law of Attraction is about so much more than just getting the things you want or having more money. It's about aligning with your true self and your deepest desires. It's about aligning with your innate desires, the ones that give your life meaning at the truest level. The level where you feel at one with the Source of all energy. The same Source that keeps the planets aligned, the earth rotating, and the sun rising everyday. The same Source that puts everything in a little seed to have it grow completely and perfectly into the giant tree it desired to be. This Source has also placed in you the desire to be your happiest,

most content, and most successful self. We just have to learn to be quiet, listen, and then empower those deepest desires to come into fruition.

When you truly align with that part of yourself and embrace it, you will discover a whole new way of being in the world. You will begin to recognize that the Universe is returning to you the energy you put out. You get to choose the energy that you want coming back to you, by being aware of the energy that you put out. Do you want to dispatch anger, which is just masked fear, joy which is just love, abundant thoughts, or thoughts of lack?

Wayne Dyer says, “You don’t attract to you what you want; you attract *who you are!*” When you change your energy and your intention, you change your path and consequently your whole world. As coaches, we already know that our beliefs create our thoughts, and that our thoughts dictate our actions. But I want you to see the piece before that. Accept that our deepest desires and intentions create our thoughts and actions, which ultimately create our experiences.

We use the Energy of Attraction all the time! We just don’t recognize it as such. Let’s say you go to a restaurant and ask the waitress for a glass of water, which she later brings you. You just connected to your desire for water and it appeared before you. From the moment we wake up in the morning, we are moving towards what we desire. Even if it’s just

to hurry up and use the restroom or make our cup of coffee. We are moving towards what we desire. The idea here is to start to be aware of how we desire something, and then it manifests. And to connect and align with our deepest desires – the ones that give our lives meaning, fulfill us, and flow outward to impact others for good.

In the last chapter, we discussed how our beliefs around money have been showing up in our lives. We have examined the many ways that these beliefs have worked to hold us back. For many people, they feel guilty for desiring more of the things they want, or for wanting more than what they consider to be their fair share. They believe that if they want to be rich or successful, it might change them or make them a bad person. Oftentimes people will feel selfish, self-centered, or vain for chasing their desires. It is *not* selfish, self-centered, or vain! OK, good. We got that settled.

You were born to step into your purpose and fulfill your destiny, but first you must understand that in order to do that, you have to fuel your desires. If you are reading this book, I suspect that one of your deepest desires is to help others. Connect back to when you first decided to become a coach. Why did you want this? Do you feel like somewhere deep down you were put here to help others, to do good in the world? Have you suffered through something that you now feel called to help

others with? Whatever your reason is, I bet it started with a desire from your true self.

So why not be as successful at it as we can be? Before I did the deeper work on my money beliefs, I felt so bad for wanting to be a *rich*, successful coach. That if I was doing this for the “right” reasons, I wouldn’t want money for it. What kind of bullshit is that? Do doctors think they should do what they do for free? Or for very little? No, they are factoring in all the years they spend to get their degree, and all the time they spend away from their families (or not even having families), the sleepless nights, and the emotional toll of what they do day in and day out when they consider what they get paid. Not everyone is cut out for that line of work, and they should be paid well for it – as should you for what you do. All I am saying here is that doctors go into their profession oftentimes because they feel called to help people too. They were given a skill set that makes them perfect for performing their duties. Maybe a doctor once saved their life and they want to give back, who knows. But they get paid well to do what they do, and they are at peace with that.

You were also called to help people and were given a specific skill set. So why don’t we quantify the money in your bank account by how many people you’ve helped. Don’t you want to help lots of people? Yes! You would need lots of money in your bank account, right? Listening to your true self helps

the world. Having a successful, thriving business helps the world, so stop getting in your own way! Believe that the Universe is abundant and wants you to have all your desires fulfilled. That money in the hands of good people does so much good in the world.

Meditate for a moment. Imagine all the people you want to help. Now imagine your bank account ticking up as you help each of those people. Think about how you would pay it back to the Universe in other ways. Consider all the people you can help through your coaching practice. Visualize them being happier and more productive people. See all the lives that *they* will change because you helped them. This is an incredible circle of love, grace, kindness, respect, cooperation, collaboration, and harmony for the Universe, and that's how the Law of Attraction works.

So the first rule to mastering the art of desire is to be judgment free! The Energy of Attraction is neutral; you can attract positive or negative results. You want to make every desire positive. You want your highest desire to help you grow and evolve. Once you stop judging your desires, you can see more clearly that you are designed to fulfill intentions. It becomes OK to ask for what you want.

Go back to your *why*. What it is that you want? Is it a worthy goal that comes from an inner intention? If so, then get comfortable with attracting it into

your life. We only run into trouble with the Law of Attraction when negativity is attached to a desire. That's when intentions can run into trouble. They can become misguided or harmful, obsessive or desperate, frustrated and unfulfilled. If you are wanting something and you aren't seeing it come to you, then go back and check in with your true self again. Maybe you are attaching negativity to it, or it's not really in alignment with what your deepest desire is.

#### HOW TO CONNECT TO YOUR TRUE SELF

The easiest way to connect to that inner self is through meditation. Or more simply, just sitting in silence. Meditation doesn't have to be hard. There isn't a right way or a wrong way to do it. Don't be afraid to try it. You can start out slow. Find a good guided meditation to start with if you'd like to. There are so many free apps now. Or just download some meditation music to your phone, set a timer, and sit quietly. At first, it will seem impossible to get your mind to shut up. Words will flood your thoughts. It's OK, that's normal. Trust me, in between all those thoughts will be little glimpses of silence, and within those insignificant glimpses is where your true self lies. The more and more you do it, the better you will get at it, and the longer those little glimpses will be. Just do it!

## WAYS TO START ATTRACTING ABUNDANCE

One of the easiest but most powerful ways you can start attracting abundance into your life is to know what you already have and to be grateful for it. Gratitude is the single most powerful tool that we have. It actually opens up a path for grace to flow. Many religions define grace as “an expression of Divine Love.” By tapping into our gratitude, we are actually tapping into grace. Grace and gratitude change our perception. It is like the secret understanding that shifts your awareness. You stop rejecting and defending, and start accepting and appreciating.

We already talked about releasing the judgment around our desires and accepting that it's OK to desire more in our life, but we must also take time to be grateful for what we already have. For the desires that have already been fulfilled. What we appreciate appreciates. If you are using time and energy to think about all the clients you don't have, or the money you're lacking, the Universe will be happy to give you more lacking. Where you chose to focus the energy you send out into the world, is where you will get more of it.

Take time to be grateful for what you already have, no matter how little it may be. That is what will start to expand, grow, and come back to you.

Let's take your business as an example, whatever it may be. If you selling a service, let's think about

your favorite client. Picture that person in your head. What do you love most about them? Which one of their attributes contributed most to your happiness in your business? Now picture having hundreds or thousands of this client. Wouldn't that be wonderful? Well, the Universe wants to give you that, but first, let it know that you're grateful for the one it already sent you. When you activate gratitude by giving it your attention and intention, you create a whole new energy flow. By doing it repetitively, you can actually start to create new neural pathways in your brain. When you focus on what's going right in your life and what you are grateful for, your entire world starts to change. The Universe starts giving you more of those things.

It isn't always easy, though. When you are going through shit or are in a down time in your life, it is hard to see the bright side. It can be hard to find things that are going well or right. It can be hard to find things that you're grateful for, but trust me, it is possible, even in the darkest of times. If you can do this, you will get more and more good things to be grateful for.

I also describe it to my clients like this: we are training our brain to take a new path. Just the way you could train your body to take a different path when you're hiking up a mountain. Yes, it is easier to go left at the cross road, because left is where you have always gone. That path is cleared of any obsta-

cles. There are no bushes, weeds, or branches in your way. It is clearly marked and beaten down. It seems appealing to continue to go left. It's what you already know. You know what to expect, good or bad. You already know that you can survive that path.

This metaphoric path is your negative thoughts. What I am asking you to do is to go right. Chose a path that may not seem like a path at all. There may be trees, weeds, and bushes in your way. You might have to bring a machete with you. You will have to struggle and fight to stay on this new path. It will feel hard and tiresome at times. But I promise if you can continue to do this everyday, the new path will get easier and easier, and the old path will start to grow over. The weeds, trees, and bushes will start to grow over as you continue to pack down the new path (your positive grateful thought).

Each time you chose gratitude and become more present in that feeling, you will feel more open, more generous and connected. You will feel more aware, alive and happy. Then in turn, the Universe will give you more and more to be grateful for.

## PRACTICAL WAYS TO PUT THIS INTO PRACTICE

Journal! Yep, once again, good ol' journaling. Set a timer on your phone everyday, or every night before you go to bed, and write down at least three things

that you are grateful for. Write down new things everyday. If you are really ready to attract wealth to yourself, then take it a step further and brainstorm a list of all of the things you're grateful for that day and the things that you are wanting to attract, as if you already have them. Be grateful for the things that you're currently attracting to your deepest self. Own them as if they are already here, because along some alternate timeline, you do already have them!

#### TO ATTRACT MORE MONEY

Use my money-tracking tool. You can find this on my website as a free download. Track every penny that comes to you everyday. Even track the free stuff that may be attracted to you. Like the other day, I needed to get my tires aligned. I took my car in to a place near my house and even though I didn't buy my tires there, they aligned the car for free. This is the same as me getting an extra fifty dollars, because it saved me fifty dollars.

Note that this exercise is not the same as an accounting practice. You are not tracking your expenses as well for this one – just the money that is being attracted to you. This is a simple way to appreciate money and attract more of it. Sometimes my clients will notice lots of days with zeros on them. Just seeing this on paper encourages them to limit those zeros and replace them with dollar signs. If

you aren't aware of where and when your money is coming to you, it is harder to get more of it. This is a practice I still do everyday. And trust me, as you start to have more and more days with numbers/big numbers on them, it get easier but it is just as important. If you stop appreciating what you have just because you have a lot of it, the Universe will think, "OK she's good; that's enough abundance for her."



## STOP COMPARING AND DESPAIRING

**T**o be a health coach, you have to be skinny, right? My instructors and other mentors kept reassuring me that this simply wasn't true. That my skills as a coach had absolutely nothing to do with my pants size. I knew in my heart that I was an amazing coach once I had my clients in a session.

I was sure that I was offering them the upmost value. I knew that I was capable of helping them transform their lives. Just like I am sure that you are amazing at helping your clients. So why was it that I still felt somewhat like a fraud? When I would stand up at networking events and share with people how I was going to help them lose weight and get healthy, I would imagine that they were all looking at me thinking, "Well, if that's true, why don't you help yourself lose weight?" The fear of them thinking that

didn't stop me from sharing my message, but I would feel bad inside because of it.

I would scroll through Facebook and see other coaches who were earning much more than me, or charging so much more than I was. I would start to doubt myself and my mission. It feels yucky to compare yourself to others. So why do we do it? Here are my two cents on the matter. I couldn't see it then, but I see it clearly now. I was feeling uncomfortable because I wasn't in alignment with my true self and true desires. I was given a skill set and characteristics that make me an amazing coach, but I was coaching on the wrong thing. I have to add that I am so grateful for having a starting point. Health coaching let me coach. Marketing weight loss brought me clients. Awesome clients that I loved working with. With every client I earned, I gained more confidence in my ability to help others. With every client, I got more confident in what I was charging, and in the ever-dreaded money conversation.

I started to slowly overcome my own money blocks and get a little bit better at manifesting. I would attract clients who, without fail, needed coaching on the very things that I was avoiding in myself.

THANKS UNIVERSE, I SEE HOW YOU DID THAT. WELL PLAYED.

Health coaching gave me tools to rely on, like scripts, worksheets, meal plans, and detoxes. These made my job so much easier. I didn't have to reinvent the wheel. I could just tune in to the wisdom of those who came before me. Those who had already worked out the bugs and figured out what worked best and got the best results.

This is a huge benefit for anyone starting out in a new job, and I highly recommend it. Ask the experts for help! Learn from those who are already successful at what you are wanting to do. Lean on them until you feel confident enough to add in your own magic. And you have your own magic – trust me, you do. Somewhere in the goodness you get from others, you find your secret sauce. You don't have to invent the hamburger, just bling it up a little with your special ingredients.

I was slowly chugging along, trying to do the best that I could with the tools I had, and I am grateful for those years. They taught me so much. This book is my gift to you, to help you push the fast-forward button.

## TRYING TO DO IT ALL

I was chugging along slowly because of a deep-rooted belief that I should be able to run my business completely debt-free!! Being an Accumulator, saving and denying myself come easily. Investing in myself and my business are almost painful (well, at least they were, before I identified my archetypes and started learning how to use them to my advantage).

Accumulators love to save and rarely find themselves in debt. Add that to my daily obsession – listening to Dave Ramsey and Christy Wright – and you get a real true fear of having any debt at all. Because of this, I found myself comparing my business to these other coaches with their email lists, blog posts, beautiful websites, webinars with links and funnels – I could go on and on. I would fall into the trap of comparing and despairing. How do they just know how to do all of that stuff? How can they be so good at everything?

My money belief back then was that everyone “did” money the way that I “did” money. I couldn’t even see the giant picture I was missing. *They weren’t good at it all. They hired people to help them.*

Holy shit! Once I got that, my whole world opened up, and so did my business.

So I ask you: Who are you comparing yourself to? What is it that you admire about them? What are they doing that you wish you were doing? See if you

can look at yourself with no judgement for just a moment.

What is it in you that causes you to despair over what they are doing or having? Really just sit with it for a moment, with no judgment about yourself or your answer.

Then use your answer to clear away yet another block! The more we declutter our minds, the more we allow the abundance to seep in.

For myself, the reason I was feeling so lousy about not being as successful as those other health coaches was the fact that my true self *didn't want to be a health coach*. I wanted to be a money coach!

Drop the mic.

If I look back, I can see that I coached every single one of my health/weight loss clients about money at some point. I loved doing the money sessions. I would get giddy before them. I couldn't wait to share this mind-blowing transformational stuff with them. If they could just get a little bit better with their money mindset, I could clearly see all the doors that would open up for them. It made me beyond happy to think about and do.

I was tracking down financial advisors and teaming up with them to host workshops around the money mindset and getting rich!

People would even question – why is the health coach teaching us about money? But I didn't care. I didn't worry that they may be judging me or ques-

tioning me! I knew that I had something important to share and it felt good to share it.

Compare this to when I would stand up and talk about weight loss. I had so many self-doubts inside and I let them get to me.

When you are being true to your true self, nothing will stop you! So, do the belief clearing you need to do. Ask yourself if you are truly in the niche that you want to be in. Or are you relying on tools that you have because it's easier and not as scary?

The reason that it took me so long to jump into the money thing was that I was thinking if I dove full-blown into the money thing, I would be leaving all my scripts, and done-for-you material behind. I would have to rely solely on my own special sauce. Or invest in myself again, and get another certification. This fear is what held me back for so many years.

But once I tapped into what I really wanted, what I truly desired, I took action. I did spend the money to go back to school to become a certified money coach. I got new tools, tips, and tricks to lean on, but I able to bring all the goodness of my prior trainings, as well. None of my education has ever been a waste.

You have been given this dream and everything you need to make it come true. It is all inside of you already. If you could just get quiet and listen to your heart's desire for a few minutes each day, what would it say to you?

Where are you letting the fear rob you of your dream? What do you need to know or feel to start saying yes to yourself?

I would love to tell you the story of a coach who has inspired me. Wendy is a dear friend, and one of the most talented coaches that I have ever met. The questions just flow from her so effortlessly. She seems to have this magical power to know exactly where to take her clients. Like she was given some secret road map that will lead her clients to the most profound breakthroughs in every single session. It is so inspiring to watch. She started out as a health coach and enjoyed that work, but something inside was telling her that she needed to coach women around their relationships. More specifically, she needed to help women who were in, or recently out of, relationships with narcissists. She knew how important that work would be and how her unique perspective could help countless women. She developed a program called “Fearful to Fearless,” helping women to connect to their inner wisdom and learn to love and empower themselves.

She listened to her true self, and pushed through the fear of sharing her own story, stepping into the fact that she is an expert in this field. That was when she stopped comparing and despairing, and started to shine. The clients and the money flowed to her easily.

## STEPS TO STOP COMPARING AND START THRIVING

What is your true self wanting to do with your career? Did you sit quietly with it and find out? Once you do, let's start to take empowered action.

Now that you are clearer about the path you really want to follow, I want to assure you that bliss lies just on the other side of the fear you are feeling. You will stop looking at everyone else and despairing. You will know you are in alignment and that the Universe will take care of you. That little dream or desire was put in your heart for a reason, and you already have everything in that little seed to make your dreams come true, and the Universe will amplify that in ways that you can't even imagine yet.

Start taking small, intentional actions to work towards that dream. Even if you need to stick with your current job or niche in the immediate. Put up pictures of what your dream is and what it looks like. Write it down. Read it daily. Remind yourself that you are enough, you know enough, and you have everything you need to get started. Trust that the Universe wouldn't lead you down that path if you didn't already have all that you need to be successful.

Stay focused on your dream and on the garden you are cultivating. Remember that every time you peek over the fence to look at someone else's garden, to admire their roses or yummy veggies. Weeds

begin to grow in your garden. Remember her garden started with seeds, just like yours. Maybe she planted hers a few seasons ago, maybe she bought her plants as seedlings. If you water your garden and give it the love and attention it needs, one day people will be looking over the fence in awe of your roses.

Let's focus on what makes you remarkable today! And you *are* remarkable. What are three things that you value about yourself, your mission, and your current business?

Read that list again. You have so much to be thankful for already. Now repeat that daily. Trust me, you have so much goodness inside of you that you can find three things you value about yourself every single day.

## DON'T BE AFRAID TO INVEST IN YOUR BUSINESS

Remember that you are great at what you do! You have the education and the life knowledge to be amazing. You have to trust that and focus on your strengths.

Let's make a list of what you love doing, and the energy level you are at when you're doing those things. The trick to manifesting is to always be aware of your energy and the emotions that you have.

If you love helping a client in personal ways, you need to find a way to do more of that. If you love writing blog posts, then we need to see how you can monetize that, maybe as a side gig. Write for yourself, and then maybe offer to write for other people in your field.

Once you connect to what fills you up, then you can start to be more conscious of it and start manifesting more of that to you.

If you are not good at web design, funnels, Facebook or Instagram ads, writing blogs, podcasts, or accounting, then you need to find a way to hire people who are amazing at those things.

I was doing my best to run a debt-free business, and I was investing everything I made back into it. If I got a client, I would hire someone to do my website. When I got the next client, I hired someone to help me create funnels to my fourteen- and twenty-one-day detoxes. After I filled those positions, I hired someone to help me create an email campaign. This was very slow-going, but it worked for me.

After starting this book, I decided that I needed to seriously fast-track my business. I took out a small loan, and I hired the people that I needed, so I could grow at the level I was ready to manifest. I couldn't have done that if I had not been constantly looking at my relationship to money. Now, I am ready to be rich. I am ready to have a million-dollar

coaching, speaking, and writing business. I have done the necessary clutter-clearing, and I am starting to take action.

As you go through this book and start to do the work, don't forget to adjust your dreams accordingly. When you are filled with money blocks, sometimes it's hard to dream big, because some part of you is still pushing money – and the things it can buy you – away. But with every block you clear away, you adjust your desire. You will start to recognize that you can manifest all that you want into your life.



## LET'S TALK ABOUT DEBT

**L**et's go back to the archetypes that we discussed in Chapter 5. There are a few archetypes very prone to having debt. A few rarely, if ever, acquire debt. If you are an Accumulator, Alchemist, or Ruler, you can probably skip this chapter. But if you want to use these tools to help your clients or family members, then read on.

To the Celebrities, Romantics, Nurturers, and Connectors – this chapter is for you. If you don't yet know what your top archetype is, then I encourage you to go to my website [www.bettybarnett.com](http://www.bettybarnett.com) and take the free assessment.

## CELEBRITIES

If you are in debt, you have probably heard all of the traditional ways of getting out of it. But you most

likely have never given these much thought. That's because people who have this archetype as their number one usually value their status above financial security. You may enjoy the things that money can buy, and enjoy spending money on things that enhance your image, like designer brands, entertainment, and bling. You probably have a deep belief that there will always be debt, so why worry about it. If manifesting is already easy for you and you have no trouble making money, then why not have debt, right? Well, what if I told you that you might be experiencing a compulsive need to spend and be in the spotlight because you are afraid of others seeing your vulnerability? It can be difficult to let people love you for who you are, the real you, imperfections and all. But if you can do this, it is immensely healing.

Here is one of the tools that I used with my health coaching clients: I instructed them to ask themselves before they ate, "Am I hungry?" If the answer was no, then I would have them ask themselves, "What am I really needing fulfilled right now?"

The same goes for money. You can ask yourself, "Do I really need to buy this thing right now?" What need in me am I trying to fill with this purchase?" Shedding a little light on the need underneath the spending can be incredibly healing. The first step is to love yourself. I know that sounds cheesy, trust me

I know, but it really is the key to your financial security and abundance. Know in your heart that the thing you want, or feel the need to buy, is not the thing that is finally going to make you feel loved. The only way that you can fill that need is by slowly accepting yourself for who you are and loving that person. If you need help doing this, please reach out to me or another coach.

Once you understand the root of the overspending and the need to be seen, you can use it to shine like never before. To be in the spotlight in a whole new way that stems from complete acceptance of who you truly are! You're a magnificent being who will take on the world. With your unwavering belief that there is always more and that uncanny ability to manifest wealth (if you can actually hold onto the wealth you create), you can set up your entire future to always be as fabulous as you want it to be, without you having to work so hard.

## ROMANTICS

Reducing debt can be a hard one for you, most likely because you avoid making any changes to your money behavior, even when you know it might benefit you. You love to buy things just to feel the gratification and sensory pleasure of it, because, well, "you deserve it." Does that sound like you? If so, then you probably hate to be told no and you

really dislike being a slave to money. You might even shrug off your money habits by telling yourself something like, "I'm not good with money," hoping that gives you a pass on having to change anything. You are also a very generous person and love to share what you have with others, wanting them to enjoy the good life too. That is a great trait to have! And Romantics make great coaches because you can help bring out people's ideas of loving and enjoying life!

If you dig deep into what might be motivating overspending, you may find that you spend to cover up or avoid feelings of emptiness and an absence of love, or a lack of feeling valued. And when you think about or consider *not* buying the things you want, it brings up feelings of resistance or defiance.

Yes, life is to be enjoyed, but not if the expense of that enjoyment distracts you from creating wholeness and self-worth from the inside out. Why not focus your considerable energy on creating meaning and worth in your life, beyond what money can buy?

## MAVERICK

OK, I see you! You are the inner rebel and probably hate that I am even suggesting that you do something my way. You have probably already decided how to do this your way, and don't really need all these tools. Maybe a few sound OK, but only if they

can have your spin on them, right? Maverick is my number three archetype, and I get it, I really do. You are willing to take big risks with money. You're willing to take risks most people won't, because you can see that the payoff can be incredible!

Other people's fears can annoy you. They can also motivate you to do "it" even bigger. You probably don't cave at the opinions of others, which can be a great thing. Where you may run into trouble is extreme highs and lows. If you can use your charisma and flamboyant nature to your advantage, great! Just make room for finding some more practical ways of creating lasting income for yourself, and try to balance out that urge to always take big risks. Depending on where you are in your cycle, you may need to deal with some debt, or you might be ready to invest in yourself and your business, instead of something that is riskier.

## NURTURER

Yep, this is my number two archetype, and the number one archetype that I see in my clients. That is because most of my clients are moms, and this archetype seems to be very dominant with mothers. I can say that the challenges associated with Nurturers were my driving force in my twenties. Since then I have gotten most of them under control, but I haven't "cured" myself completely, and I don't think I ever will. I can

see how some of these traits are “bad,” but I also think that they make up who I am and what makes me such a good coach! If this archetype is anywhere in your top three, you will most likely resonate with that as well.

If this is your number one archetype, you have a natural generosity that just flows from you without you even realizing it. You might even find it hard to set financial boundaries with the people that you care about, because so much of your self-worth comes from compassion, giving, and “being there” for others. You might even find yourself being taken advantage of financially by others or secretly feeling resentful because what you give is not reciprocated. You are probably really great at saving money for yourself and telling yourself, “no” when it comes to buying things. But you will hand over the farm if someone asks you to. Nurturers don’t usually go into debt for themselves, but they have been known to carry debt due to helping others. This can also show up in the way that you price your programs.

People in the world at large need some kind of support, yet giving can take many forms, and helping can take many forms. If you view others as powerful, even in their hour of need, you can create the possibility of helping in ways that are priceless beyond money. Why not apply your compassionate and caring nature to empower others, without giving financial support?

## GETTING OUT OF DEBT

OK, I am going to assume that you have absorbed everything you have learned about your archetype. You have seen that it may have been running the show up until now. But now you're ready to take complete control of your finances, your ability to earn, and your ability to save. You are ready to get out of debt!

Merriam-Webster's definition of debt is: Sin, trespass (forgive us our debts) or Something owed (obligation). A state of being under obligation to pay or repay someone or something in return for something received: a state of owing (deeply in debt to creditors).

Do you like being in debt to others? Do you like the way it feels when you get your credit card statement? Or do you do your best to avoid even thinking about it? Can you, for even a second, imagine your life without debt? For some people it is more of a need to love themselves enough and feel deserving enough to have a debt-free life? Who else in your life would be affected if you no longer owed anyone? What if you were grateful for what you already had and no longer had the compulsion to buy unnecessary things?

When you decide, that's it! I am done with debt! I want the freedom of being debt free will bring my

life, and the emotions to free myself from that cycle. Then we can get busy taking action.

I am a money mindset coach and not a financial advisor. That is not my area of expertise, but I can point you in the direction of the right people. I am a huge huge fan of Dave Ramsey and his “Baby Steps.” They are proven to work, and he has helped millions of people free themselves from debt and become unbelievably wealthy! He believes that you start with the lowest amount owed and pay off that debt first, feel the energy of that success, and then apply the money you were paying towards that debt to the next one, and repeat. This is genius! You can find him at [www.daveramsey.com](http://www.daveramsey.com).

I would also like to share with you another concept, another way of paying off debt. This is from Adam and Courtney Baker. They start with the debt that has the most emotional charge behind it. For example, if you owe your mom \$2000 for a stupid mistake that you made a year ago, and every time you talk to her she makes some sort of snide remark about it, then that debt holds a much higher charge than the amount you owe to Dillard’s for the shoes that you absolutely love. Even though the shoe debt is less, it is better to start with the money owed to Mom because that one is going to relieve the emotional drain associated with the debt. See where I am going with this? The more quickly you can get rid of those higher-emotion debts, the better. You

can learn more about their technique at [www.manvsdebt.com](http://www.manvsdebt.com). I really love this technique, especially for the Celebrities and the Romantics, because they believe in addressing the emotional piece first.

If you can knock this piece out of the park, then your ability to manifest, earn, and keep your wealth will be unlimited! Free yourself from owing anyone, and you will truly begin to love yourself like never before!



DON'T FALL INTO THE SABOTAGE  
TRAP

**H**ey, how are you doing? Have you uncovered some of your money blocks? Are you beginning to see how they were showing up in your life and your business? Are you beginning to control your thoughts and beliefs? That's wonderful! You are exactly where so many of my clients and bootcamp participants find themselves at this point in their transformation. This is where it starts to feel good, and you find yourself thinking differently, perceiving your world and your reality differently. By now you should begin to see how incredibly powerful your thoughts really are. You are probably even starting to change your habits around money. If Chapter 9 resonated with you, I hope you are taking empowered action to start addressing debt and setting yourself free from being beholden to others.

You might even be flexing that manifesting muscle. I hope that clients are showing up for you in droves. I hope that opportunities and people who can help you in your business start calling or reaching out. You are probably starting to see for yourself the magical equation of clear belief/manifest money, and it is beautiful when you can stop, appreciate, and repeat that. It really is that easy!

While there are so many good things happening for you at this stage of your transformation, this is also the time that sabotage shows up. And this sneaky little guy will show up in the most obscure ways. For example, you pay off one credit card, you start to think you're doing great, and all of sudden, you get a flat tire or your brakes go out, and you find yourself right back in debt. Or you go to invite a potential client to work with you, and spit out your old price instead of the new one that you were sure you were ready to charge. You'll ask yourself, "Why did I just do that?" Maybe you forget to pay a bill and now all of sudden you have extra late fees. So why does this happen?

Well, one reason is because some part of you wanted it to happen. Some part of you is desiring to stay where it feels comfortable. As we begin to transform, our feelings of love, safety, and belonging get challenged. If we don't know that that is what is happening, then we can't do anything to stop it. Recognizing sabotage for what it is, is one of the

most empowering gifts that I can offer you. When it shows itself, we can do something about it, but only if we acknowledge it for what it is. I will share with you a few different scenarios that may arise for you and what to do about them if they do.

### THE FIRST IS “SAFETY” IS BEING CHALLENGED

Why does fear of safety show up as sabotage? It’s because the primitive part of our brain, what I like to call the “Critter Brain” gets activated to make that sure we don’t die. I know that sounds crazy. How can becoming rich, getting out of debt, or having a successful career cause you to die? It most likely won’t, but your Critter Brain doesn’t know this. All it knows is that you are acting differently, and it doesn’t know if it can survive the different reality. It knows that even if it’s miserable, it can survive its current reality. It has evidence that up until now, you have awakened every morning, so it’s cool with things staying the way they are.

### THE SECOND IS “LOVE”

This often shows up as desiring acceptance. You may find yourself doing things that are not in alignment with your new money and manifesting goals. If you are afraid of disappointing friends or letting others

down, this is likely what is going on with you. Let me give you an example.

One of my clients (a Celebrity/Romantic archetype) was wanting to stop spending so much money. Susan and her husband earn a considerable income, but they would find themselves broke at the end of every month. She would tell me that she just didn't understand how this kept happening over and over. Up until our time working together, the belief that was running her show was "there will always be more." Once we uncovered that, she could clearly see how she just spent and spent because "why not, there will always be more."

With that understanding, she started changing her behavior. She connected to her why and what she was truly desiring, which was to finally own her own home. She could clearly see what she wanted in this dream home for her and her family. She could see her daughters playing in the pool in the backyard and then coming upstairs to their own bedrooms. She might even have a separate bedroom as a playroom. She decided, that's it! I know we make enough money for this to happen, we just have to change our spending habits and save more. Once she started using the money-tracking tool, she was shocked at how much was actually coming in. Doing things differently was easy in the beginning, but then sabotage started showing up. She would be at the store with her girls and they would start to ask for "the

things,” whatever “the things” were that day. Susan would find herself giving in and buying whatever it was that they wanted. It was just way too hard to say no. When she went back to her own money story, she connected the dots and could clearly see that she was using buying things as a way of showing love. The next part of her healing and updating her money story was recognizing that she wasn’t just using buying things to show love, she was actually afraid that her daughters wouldn’t love her if she didn’t continue to buy them all the little things.

Sabotage was showing up in her not saving money and buying things for her daughters even though it wasn’t in alignment with her money goals, because she was afraid of disappointing them and losing their love. Wow, how powerful!

Let’s take a deeper look at how this might be showing up in your life. Sabotage can show up from one of two directions.

1. The behaviors of your friends, coworkers, colleagues, and family
2. Your own inner rebellion

Sometimes other people who watch you venture into this healthier, richer, and more abundant lifestyle may make comments about it, or they may rebel against you.

You may notice that some people who are close

to you feel threatened when you embark on this kind of journey. They may even tempt you with going shopping or out to eat. They may invade your time when you know that you should be working on your business.

Maybe they talk badly about people who have lots of money or who are very successful. You may begin to hear their own limiting beliefs about money, like “money is the root of all evil.” You begin to feel guilty for wanting more because they actually feel threatened by your success (it is *not* your fault that they feel bad), and sabotage your own money goals in order to be accepted by them. Such reactions boil down to fear.

## FEAR OF NOT BEING LOVED

Others – who may not have the courage to take such a bold step – may unconsciously hope that you fail on your money journey. Your success may be uncomfortably challenging for them. When you take a step toward valuing yourself more and striving towards your goals, your relationships are forced to shift. Your inner rebellion is often based on your own fear of change or of taking responsibility for your life and your relationship to money.

Ask yourself – what if you no longer could hide behind excuses for not becoming what you want, for not listening to and following what your true self is

desiring? What if you couldn't use that excuse anymore? What would you need to let go of?

To help you figure this out, let's go a little deeper. Remember back to what your goal was from Chapter 1? Why is getting right with your money so important? What are all the good reasons for achieving this goal? If I use Susan's story above as an example, some of the good reasons for getting her spending under control were that she could save for a down payment for a home, or could plan for her girls' college education.

The real transformation takes place when you ask yourself "What are the 'bad' results of getting what you want?" Or, "Who might be negatively affected if you change, and get the results you want?"

For Susan, it was that she would have to tell her girls "no" more often than she had before. She was worried that they would feel like she didn't love them, or that she was mad at them. She had to recognize that she was actually afraid that they wouldn't love her.

It is possible that you might find yourself pushing clients away, not charging enough, or spending your time doing other things, rather than working on your business. Or you might just stay in your current money pattern because it has a positive outcome for you.

Your current money situation is actually a key part of how you bond with said person or people. So

it makes complete sense that staying in your current situation is benefiting you at the core of your story. You are actually afraid of growing apart from, or no longer belonging with someone, who is really important to you.

Brainstorm some ways that you can continue to have this relationship and have your success. Or brainstorm whether the relationship is actually a healthy one. Is it time to grow out of it and into a new, more empowering one?

Let's return to the example of Susan. To continue working towards her goal while still showing and getting love from her girls, Susan involved them in the money journey. They made a vision board of what they wanted in their new house. The girls got to put color swatches on it for their rooms, they looked up pool toys they wanted to play with, and started dreaming with their parents of this future blessing. She was then able to remind them of what they were all working towards when they would ask for "the things" at the store. For the first time, it actually felt good to tell them "no" because she knew that *that* was actually an act of love. She found other ways of showing love. These ways were far better than buying things for them. She would tell them, "No, we can't get the toy that you want right now, because we are saving for our dream home. But when we get back to the house, I will play with you, with the toys that you already have at home."

They started to enjoy the things that they already owned, instead of needing more things in order to feel loved.

The lesson: be on the lookout for sabotage, and don't fall into its trap. Be kind to yourself when it does show up, and with gentle curiosity and compassion for yourself, ask, "What am I really afraid of losing right now? Am I experiencing a fear of losing love, safety, or belonging?"



## THE IMPORTANCE OF PLEASURE

**W**hat does pleasure have to do with anything? Well, it actually has a lot to do with your success. Manifesting your goals is governed by your perception of pleasure, more than you may know. Pleasure is what drives our habit loops. Habits are the actions that we take on a daily basis that determine our quality of life. Our habits are built on what feels most pleasurable to us, and we tend to choose what feels most pleasurable.

For example, it feels really good to buy a new pair of shoes, even if it causes more unwanted debt. If saying no to your children when they ask for things feels uncomfortable or bad, then you are less likely to do it. If their faces light up when you say “yes,” you will want to continue down that path. So if you are committed to changing your relationship with

money and/or getting out of debt, then we need to make the new habits feel better than the old ones in your mind.

But how the heck do we do that? One way is to do a mental rehearsal. You can walk yourself through making the new choice in your mind. See yourself reaping the rewards of that new choice. Imagine how amazing it feels to start achieving your goals. See who else in your life benefits from this new habit and this new way of being.

Let's use the example of charging a potential new client double what you may have charged in the past. You are comfortable saying your old price out loud. It feels good and nonthreatening. Maybe before reading this book, you had the limiting belief that you weren't good enough to charge that much. Or that people who charge that much aren't spiritual people. Staying at your current rate made you feel good, because you were honoring that belief. *But* we have done a lot of that belief work together over these last few chapters. Now it's time to step into your new, more empowering belief – like that money in the hands of spiritual people helps the world exponentially.

With your new belief about money, and why it's OK for you to have more of it, let's walk through what it would look like for you to ask for more money.

After you read this, close your eyes. Sit quietly for

a few minutes and see yourself stepping into that new knowing and believing. See your potential client sitting across from you, desperately wanting the transformation that you know you can help her to achieve. Picture her in your mind as someone who has saved up for months to finally hire the coach of her dreams. That coach is you. See how amazing it will be, stepping into your full potential. And to allow her to step into her full potential and start getting the transformation that she wants.

Know in your heart that you absolutely can help this person. Saying yes to you and investing in you is the beginning of the transformation that she can't wait to have. I want you to feel in your heart that it is OK to charge this amount of money, and that it is OK for you to have it. Connect to how great it would be if you were finally OK with collecting money for your services. What would you do with that extra money? Would it help your family? Would you pay down debt or save for something important? The most important part here is for you to really connect to how good it feels to choose this different way of being. After you see yourself asking, her saying yes, and you collecting that fee, enjoy it for just a few minutes – really soak up how good it feels! Then go through same exercise with a different potential client. Keep doing this until it feels better than the old rate. Until you know without a doubt that this is what you're ready for. Our mind is so powerful, and

just visualizing something can be just as transformative as actually doing it.

## LIVE LIKE A ROCK STAR

OK, OK, you don't have to live like a rock star, but it does help to start doing little things for yourself now, things that you want to have once you become a master at manifesting. One of my favorite things to do is to rent from AirBnB. You get to stay in houses that maybe right now you could never afford. I usually do this when I go out of town. In some cases, it can be less expensive than renting a hotel, but you could totally do this in your own town for a few nights.

This is a fantastic way to stretch your manifesting muscles. Stay in what would be a dream house for you. Take a shower in that shower, drink coffee in that kitchen, swim in that infinity pool, feel that luxurious towel as you dry off, and sleep in that king-size bed with far too many pillows.

While you're doing this, dream of what life would be like if this were yours. Allow your mind the opportunity to expand what it believes to be possible. See how doing these normal, day-to-day activities are not bad or greedy. That you don't have to be a drunken, drug-addicted rock star to have these things. You could have these things, *and* still be a good person!

If the AirBnB idea doesn't resonate with you, that's OK. Maybe you need to take it a little bit slower. What is something that you want in your house? Something where just having it would make your life so much easier or happier, but you have never allowed yourself to get it. Maybe it's a fancy new pressure cooker that would allow you to make dinner in half the time, but you thought it was too expensive.

I challenge you to do whatever it takes to acquire that damn pressure cooker, and to enjoy the shit out of it. Look up recipes, join Facebook groups where everyone shares their tips and tricks, make some new pressure cooker friends. In this small way, live as if you have enough money to buy all the things you want. Enjoying what money can buy is the most powerful tool you have to show the Universe that you want and are ready for more money!

For me, it was my tournament-style foosball table. I had wanted a foosball table for decades, but the cost is about \$1,700, and I just couldn't wrap my mind around spending that kind of money, even though we had spent \$1,700 on lots of other things over the years. I dreamt of having this table and being able to practice whenever I wanted. I knew that it would help me win a title and championship jacket. About a year ago, I stopped acting like an Accumulator and put on my Celebrity cloak, and bought the table. I love that thing so much. It brings

me joy! And honestly, I don't think we even missed the \$1,700. I did practice on it, and I finally won my first title and championship jacket. When you get clear on what you want and how good it will feel to have it, it is so much easier for the Universe to bring it to you.

All the work that we have been doing up until this point only works if you find pleasure in your new way of thinking and doing. So find pleasure in having a thriving business!

## THE POWER OF GROUPS

*“If you have the opportunity to be a part of Betty's Money Mindset Bootcamp, do it! If you're thinking about it, it's for you. I was on the fence about doing it because I had several big commitments at the same time. But I decided to jump in anyway. I am so grateful I did. I got more out of those five weeks than I had expected, or hoped for!*

*I was really surprised at the change in my money mindset in such a short period of time. Deeply held beliefs were challenged and changed. If you join, and you put in the work, and if you allow Betty to coach you, you will walk away better for it. This is what I needed and only wish I had done it many years ago. Cheers to your wealth! My best to you!”*

— SHERI MATTHEWS

The above testimony is from one of my first boot campers. That first Beta group was the most fun and educational for us all. I was just getting my feet wet running groups and teaching on money instead of health. It was new and exciting for me and the participants. I charged a much lower fee than I do now because, well, it was a beta group and that's what you should do. I got feedback from the ladies weekly about what *aha's* they had had, if they liked the lessons or visualizations, and what they liked best about the personal sessions that I offered on that first go-round. I got lots on nonverbal input, too. We did the group sessions on Fridays over Zoom, so I could see if the lesson was resonating or not (and a few did not). This information was invaluable. I loved watching the ladies learn from each other. It was so great when someone would share what was coming up for them and the other ladies in the group would get this, "Holy shit, you mean you feel that way too?" look on their faces.

I could see how healing it was knowing they were not alone. The ladies would jump in and encourage each other. They sent virtual hugs and high fives when someone had a huge break-through, or had manifested something amazing. This safe, encouraging environment that I created filled my soul with so much joy.

I knew that I was truly in alignment with what my true self desired. I was watching as the Universe provided exactly the right people to encourage me to stay on this path. As the testimonials poured in from the ladies, it was almost hard to read them. They had all changed in the time that we spent together. They walked away with a new, healthier relationship, and with more money. They were starting to manifest more of what they wanted in their life. They used the tools that they learned about the energy of attraction. I will forever be grateful to that first group of women.

I encourage you to start your own groups. Don't be afraid of them not being perfect. Don't let the fear keep you stuck in low earning. I wish that I had learned the power of groups during my first year of coaching. I wish that I would have had a low-priced group offering and a high-priced personal offering, but that wasn't what I was taught.

I would like to encourage you to do that now. If you want to have more time and thrive as a coach, start a group! Just go for it. Each time you will learn a little more, until you perfect it and move on to a new unperfected group.

I hope that you use the tools that you learned in this book to start a new relationship with money. I hope that you have let go of some of your most limiting beliefs, and replaced them with new, more empowering ones.

The tools are here for you to use. But if you got stuck on the “first layer” and need help going a little deeper, that’s OK. We all do! I still hire my own personal and business coaches today. There is nothing more powerful, in my mind, than having a trained professional to take you further than you would have ever gone on your own.

My coach can help me step back and see the bigger picture. I can help you do the same. I have helped numbers of women create their dream lives, and I can do the same for you. When you join my bootcamps, go on retreats, or work with me personally, you are saying “yes” to a transformation like no other.

Remember when we did the wheel of life with the twist of looking at it from the point of view of money? You saw in that exercise how money is affecting every area of your life. So when you do this deep work around money, you are inadvertently improving all those other areas as well. I encourage you to share this book with some friends. Start a money mindset group. Go through the chapters and the exercises together. Use these chapters with your clients. You can find more tools and tips for you and them by joining my Facebook group: <https://www.facebook.com/groups/yessing>.

Then when you’re ready to take it even further, you can join my bootcamp. You, too, can earn six-

figures or more as a coach. You can have the life and the business that you dream of. I can't wait to see you there.



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And thank you for reading this book, and making this journey with me. Let’s stay connected through Facebook, Instagram, and my online communities. I would love to hear your stories.

## ABOUT THE AUTHOR



Betty Barnett is the founder of Betty Barnett Coaching, a leading money mindset and transformational coaching company that specializes in helping entrepreneurs and working professionals identify the root of their money attraction issues, and create new habits and methods. Armed with these new tools, her clients are open to receive and establish consistent practices for permanent results. She is a master health and wellness coach and a keynote speaker on

the connection between wellness and financial abundance. At her “Yessing Your Heart's Desire” retreats, women get clear on what they want and how to achieve it. Her Sacred Money Archetype approach empowers the awareness and deconstruction of old money habits and leads clients to live in consistent abundance. An Albuquerque native, Betty now lives in El Paso with her family.

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## THANK YOU

Since you've finished reading this book, I know that you are on the path to thriving as a coach and manifesting the life you want like a master! I would love to continue to support you on this path. Please join my Facebook collective of other like-minded women and share your triumphs with us all, so we can cheer you on! We are a community of supportive, encouraging, and fun women who would love to welcome you. You can join us at <https://www.facebook.com/groups/yessing>.

As a thank you, I have created a video series that will encourage you to keep moving forward. Don't forget to also take the Sacred Money Archetype quiz! Find them both at [www.bettybarnett.com](http://www.bettybarnett.com). I am passionate about keeping coaches coaching, and I appreciate you.

Thank you,  
Betty