

Denise Hughes

Financial Consultant



Get a Grip on Your Finances

(once and for all)

- ✓ Ready to take control of your finances and your life?
- ✓ Ready to create a new story with money?
- ✓ Ready to experience financial peace, control, and confidence?
- ✓ Read on about the 3 biggest blocks to getting back on track financially & how to over-come them

Block #1: Money Fog

THE EXPERIENCE OF LIVING IN A MONEY FOG



Have you ever driven in fog so thick, (at night, head leaning forward into the windshield, eyes scrunched) could hardly see in front of you, and the dimmer lights weren't helping all that much?

Yes? Me too! The internal experience of not being able to see is down right scary. You could go off the road, hit a tree, miss your exit, and end up somewhere you didn't intend to be. Not to mention a pounding heart, "get me out of here" thoughts, and a nervous system that is pumping adrenaline a thousand gallons a minute.

Well guess what? This is the same experience people have when living in a money fog. Think about it.

You go along in life, not sure how much money you bring in each month (even if you have been receiving a regular paycheck for years), not sure where your money goes (you just know it leaves as quickly as it comes in) and you aren't sure what you spend it on.

Instead of hitting a tree, you could end up hitting a wall of debt. Instead of missing your exit, you could wake up one day in “I have nothing to show for it land,” with a big life transition called retirement around the corner.

Not to mention, that pumping adrenaline (from living paycheck to paycheck or over your means) has a negative effect on your body, (sleepless nights) mind, (worry renting out precious brain space) and spirit, (feelings of despair, stuck-ness, low energy).

Honestly, living in financial vagueness takes us right to our knees and places us in survival mode. This isn't a good place to live or thrive and wears us out quickly!

READY FOR A SHIFT INTO CLARITY?



So here is the great news. You don't have to live here. Nope, you sure don't. It is a choice to take off the fear blinders, open your eyes, and be willing to actually see how money is flowing in your life. Who knows, you might be surprised!

It might not be as bad as you think it is.

Clarity rules. Best decisions are made from this space. How else can you know your target earning number to make your life work? Not to

mention how you can sync up your money, values, priorities and really get clear on how you want to be living your life (like in dollars nourishing your deepest needs).

Living in a space of clarity helps you close the gaps between where you are and where you want to be. Creativity reigns here. Strategy likes to play here. Make sense? Hope so.

WHAT DOES IT TAKE TO LIVE IN CLARITY?

Two things. One is your willingness to look at your numbers, come face to face with them. Maybe give them a stare down or use a box of puffs tissues like I did when I first really looked at the pile of debt we had.

Talk to your numbers, have a conversation with them such as, “Wow, I had no idea how I was spending you. Today is a new day and some things are changing. Namely me, we are going to see what happens when I take my blinders off. You (money) might be going to new places. You will now be receiving direction from me, that’s right...no more go where you want to go...I will be consciously choosing your destination, savings being one destination.”

Bet you didn’t know that money likes to be told where to go! And guess what, that is your job to do as a grown up adult! Be the boss of your money (aka: owning your choices, taking control, you get it).

By the way, money likes to be paid attention to at least on a weekly basis. That means you having a money meeting once a week with your numbers!

Two, systems create flow and support clarity. Money likes systems. This means finding a Cash Flow System that allows you to do monthly and yearly Planning, Tracking, Analyzing.

YOUR CASH FLOW SYSTEM (aka spreadsheet, program):

- ✓ Needs to support you looking through the windshield as well as the rearview mirror at your finances. This allows you to navigate course corrections through the month without getting way off your plan.
- ✓ Needs to operate as does the lens of a camera. It needs to give you macro (close up details) as well as a wide angle view (bigger picture) of your finances on a monthly and annual basis.
- ✓ Needs to give you monthly snap-shots of your income, expenses, debt, savings, investments and your goals.

Having a structure that supports clarity is foundational. Your numbers don't have a voice and the only way they can speak to you is through a visual system that allows you to easily see what is going on. Make sense?

Block #2: Blindsided by Your Emotional Portfolio

THE POWER OF YOUR EMOTIONAL PORTFOLIO



Do you know your emotional portfolio creates your financial portfolio? No worries, most ivy league grads don't know this either (I know, they are my clients).

Our emotional portfolio consists of our money beliefs (mostly unconscious), attitudes, practices (ways of being with money), and our feelings about money. Think of your emotional portfolio as your unique money blueprint.

Early programming creates a unique money blueprint for each of us. We are influenced most by “what we observed” and “our personal experience” with money, in our family growing up.

Early programming greatly influences the filter from which we view money and is responsible for our current money picture (unless we've done our work to clean up limiting beliefs, unhealthy money habits, and negative feeling states about money).

Many of us don't want money in the same room with us. We treat it as if it is dirty or has some magical powers over us, influencing our personalities in dark ways (especially if we have more of it).

Some of us think we shouldn't have to deal with money, that our partners should "take care of the money" while we take care of other things.

We bring distancing behaviors to money (avoidance, neglect, ignoring). When you ignore, avoid and neglect friends, what happens? They go away. So will your money. It doesn't like to hang out in places where it is not invited in (namely your bank account).

Many of us haven't learned basic money management skills from our parents or in our school systems. I wish I had a class in "how to make money work in marriage," prior to getting married. How about you? What would you have liked to learn so your life would be less stressful when it comes to money?

Here is the bottom line. If your finances aren't where you want them to be, there is great likely hood you are blind-sided by early programming creating your current money picture.

Ready for some examples of negative beliefs creating not so good (paycheck to paycheck or chronic debt) financial pictures (uncovered by my private clients)?

I'm better when I'm broke. It feels like a relief, a familiar place. I feel more creative and mindful about money when I'm broke.

I work hard and deserve to treat myself, to get what I want when I want it. Besides, you can't take it with you.

Spending money makes me feel high, giddy with excitement, like it is Christmas. I feel deprived if I see something I want and can't buy it.

Being a good parent means placing my kids education and their wants before my needs. Really? (by not placing your needs 1st, aren't you setting yourself up in the long run to be taken care of by your kids? every parent's worst nightmare?)

I feel guilty that I have more money than other people. It makes me uncomfortable.

UNDERSTANDING YOUR MONEY BLUEPRINT



In order to create and maintain wealth, you need to be-friend money. Not in a king Midas type of way. In a way where you bring maturity to it...qualities of stewardship, respect, attention, conscious-

ness, wisdom, caring, protection, frequent “how are you doing” communication.

One of the first assessments I give my private clients is an in-depth exploration that uncovers their core money beliefs (to see where their core money blocks are, so we can work on over-coming them). Here is a sampling of that assessment. See if answering these give you clues to some money beliefs you have that are getting in your way.

Fill in the blank:

My biggest fear about money is:

Money equals:

People with money are:

I would have more money if:

Questions:

What patterns or conflicts have you observed happening in your life with money?

What did you learn from each of your parents about money?

Describe the vision you desire for your financial future. What is getting in the way of you living this vision now?

Block #3: Financial Practices

THE IMPORTANCE OF FINANCIAL PRACTICES

I like to think of managing money in the same way I practice yoga. The



more commitment, consciousness, and discipline I bring to my yoga mat, the better I get. So it is with money.

Creating financial practices that support wealth and peace of mind, are a process, not an event. This is important to remember.

Very few people create the time and space required to manage money in their life. We take more time for less important things, like surfing the

internet, watching TV or giving into the time loss of our own distractions.

The thing is, money demands our attention whether we realize it or not. When you don't create time and space in your life to manage your money, "money" will still demand your attention in a negative way.

It will occupy your brain space in the form of worry and obsessions. It will rob you of sleep, peace of mind and create negative mood states. Over time, financial stress begins to affect the health of your body, mind and spirit. Trust me, I know from personal experience. So, take control and begin healthy habits. Create time in your life for money.

HEALTHY WEALTH BUILDING PRACTICES

Check "YES" or "NO" to each statement. Statements answered with a "YES," support healthy financial practices. If you answered a statement with a "NO," turn it around with a new behavior and create a healthy financial practice.

HEALTHY FINANCIAL PRACTICES	YES	NO
(Good Basic Housekeeping)		
I open my mail daily and sort my bills from junk mail	<input type="checkbox"/>	<input type="checkbox"/>
I pay my bills with gratitude for services I have received by honoring their due date	<input type="checkbox"/>	<input type="checkbox"/>
I have an organized financial filing system that makes me proud	<input type="checkbox"/>	<input type="checkbox"/>
I have a special space in my home where I manage my finances	<input type="checkbox"/>	<input type="checkbox"/>
I am current with payments on all bills and debts	<input type="checkbox"/>	<input type="checkbox"/>

**HEALTHY FINANCIAL PRACTICES
(Good Basic Housekeeping)**

YES NO

I use one method to pay my bills, automated or manual.
If I pay electronically, I hold the reigns to when money is
taken out of my account

I know my credit score and it is _____

I keep a meticulously clean purse or wallet with cash,
coins and plastic each in their own compartment

I know at any given time the exact “real” balance in my
checking account

I create a cash flow plan every month, plan my spending
& stick to it

I track & analyze cash flow in order to stay conscious to
choices I make

I keep at least \$100 on my person just in case I need it

I am aware of my net and gross monthly pay and any
deductions that are taken out of my paycheck

I am free of any credit card debt

I keep a cushion of \$500-\$1000 in my checking account

Money flows in my life in this order: Earn, Save, Spend, Give

HEALTHY FINANCIAL PRACTICES
(Saving Practices)

YES **NO**

I fully fund my periodic savings (non-monthly expenses)

I have an emergency savings to cover 6 months of living expenses

I fully fund my retirement account each year

I track the annual rate of return on my investments

I know how much money I need saved to retire

I am good at delaying gratification

I know the difference between saving and investing

I review all savings | investment balances each month

(Earning Practices)

I earn to my full potential and know my market value

I earn enough to live within my means, save for retirement, and have fun

When I get a raise I sock that money in the bank rather than increase my lifestyle expenses

I am comfortable asking for a raise or promotion that supports my level of contribution and performance

I am as good of a receiver as I am a giver

HEALTHY FINANCIAL PRACTICES
(Spending Practices)

YES **NO**

- It is comfortable for me to ask for money that is due back to me
- I shop with a list and purchase just what I need
- I stay away from shopping if I am feeling blue, depressed, angry, hungry, lonely or tired
- I spend guilt free with no after effects of regret or remorse
- I use cash, check or an ATM debit visa card when I make purchases
- I practice funding my “needs” over my “wants,” & know the difference
- I save up for big purchases rather than go into debt
- When I spend, I ask myself if the expense gives me fulfillment, satisfaction and value in proportion to the money I just spent
- My dollars nourish my deepest values and priorities

(Giving Practices)

- I believe in giving back to things that make a difference in my life
- I am happy for another’s abundance and don’t compare myself to others
- If I was out of work, I would be comfortable telling family & friends I wouldn’t be gifting over the holiday
- I practice daily gratitude & feel joy for all I have been given in my life

HEALTHY FINANCIAL PRACTICES

YES

NO

(Giving Practices)

I understand the difference between healthy giving, enabling, and rescuing

I easily choose what I want to give, to whom, when and how much

I don't feel pressured by other's expectations any time of the year

When it comes to money, I feel control, peace and confidence

(Mind-Set Practices)

I am good at balancing short and long term goals, funding both over time

I can easily set priorities and base my spending accordingly

I realize money can't buy me happiness. Finding joy is an inside job

I am good at seeing unhealthy financial patterns I have and taking action to over-come them

I feel competent to create the financial life I desire

I consider myself a good steward in how I handle my life resources

I set financial goals for myself yearly and meet them

I have the power to live the life of my dreams while living within my means

Thank you for your interest in learning more about “*How To Get a Grip On Your Finances.*” I hope you had many light bulb insightful moments going through the exercises and received clues about some of your blocks (we all have them).

If your finances aren’t working for you, give me a call. The initial twenty minute interview is free. We can see if we are a fit for one another! I look forward to hearing from you.

650.592.8239

denisehughes@comcast.net

www.denisehughes.org



*Blessings,
Denise*

(P.S. Remember, no problem can be solved from the same level of consciousness that created it. Albert Einstein)