

AWARENESS, UNDERSTANDING AND RECONDITIONING (MONEY MINDSET SERIES I)

A. Awareness Questionnaire

Rate each of the following statements against your personal beliefs:

1 – Strongly agree.

2 – Agree

3 – Neutral

4 – Disagree

5 – Strongly disagree.

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|----|--|---|---|---|---|---|
| 1 | Money is the root of all evil. | 1 | 2 | 3 | 4 | 5 |
| 2 | It's more enlightened to be poor than rich. | 1 | 2 | 3 | 4 | 5 |
| 3 | Rich people probably had done something bad or dishonest to get their money. | 1 | 2 | 3 | 4 | 5 |
| 4 | Having a lot of money will make me less spiritual or pure. | 1 | 2 | 3 | 4 | 5 |
| 5 | I have to work really, really hard to get rich. | 1 | 2 | 3 | 4 | 5 |
| 6 | Having a lot of money requires taking up big responsibilities. | 1 | 2 | 3 | 4 | 5 |
| 7 | I don't feel 'good enough' to have a lot of money. | 1 | 2 | 3 | 4 | 5 |
| 8 | Realistically, chances are I'll never be rich. | 1 | 2 | 3 | 4 | 5 |
| 9 | Getting rich is a matter of luck or fate. | 1 | 2 | 3 | 4 | 5 |
| 10 | Striving for wealth won't allow much time for anything else in life. | 1 | 2 | 3 | 4 | 5 |

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- 11 To be rich, you have to use people and take advantage of them. 1 2 3 4 5
- 12 If I get rich, everyone will want something from me. 1 2 3 4 5
- 13 If I get rich, my friends will distant themselves from me. 1 2 3 4 5
- 14 Having too much money means you're greedy. 1 2 3 4 5
- 15 I'm not very good in the area of money and finances. 1 2 3 4 5
- 16 You need to be really smart to manage money well. 1 2 3 4 5
- 17 If I get a lot of money, I will lose them someday. 1 2 3 4 5
- 18 If I really strive for wealth and don't succeed, I'll feel like a failure. 1 2 3 4 5
- 19 I have the potential for wealth; all I need is a lucky break. 1 2 3 4 5
- 20 This isn't the right time for me to start 'going for it' financially. 1 2 3 4 5
- 21 I don't really want to be wealthy. 1 2 3 4 5
- 22 You can't strive for wealth and be happy and fulfilled at the same time. 1 2 3 4 5
- 23 Money can cause a lot of problems. 1 2 3 4 5
- 24 It's not right to make more money than my parents. 1 2 3 4 5

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|----|---|---|---|---|---|---|
| 25 | You can't get rich by doing exactly what you love. | 1 | 2 | 3 | 4 | 5 |
| 26 | Trying to earn money is a hassle and a struggle. | 1 | 2 | 3 | 4 | 5 |
| 27 | It takes money to make money. | 1 | 2 | 3 | 4 | 5 |
| 28 | Having more money equals to more happiness. | 1 | 2 | 3 | 4 | 5 |
| 29 | Striving for wealth can cause stress and health problems. | 1 | 2 | 3 | 4 | 5 |
| 30 | I love my family, so I should work really hard to provide for them. | 1 | 2 | 3 | 4 | 5 |
| 31 | A husband and father must buy all the things the family desires to be considered a good husband/father. | 1 | 2 | 3 | 4 | 5 |
| 32 | I'm too young to get rich. | 1 | 2 | 3 | 4 | 5 |
| 33 | I'm too old to get rich. | 1 | 2 | 3 | 4 | 5 |
| 34 | It's more difficult for a woman to get rich. | 1 | 2 | 3 | 4 | 5 |
| 35 | A woman should not have more money than her husband. | 1 | 2 | 3 | 4 | 5 |
| 36 | I don't like selling or promotion. | 1 | 2 | 3 | 4 | 5 |
| 37 | Asking for more money for a product or services I provide is insincere. | 1 | 2 | 3 | 4 | 5 |
| 38 | I wish I never have to deal with money. | 1 | 2 | 3 | 4 | 5 |

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|----|--|---|---|---|---|---|
| 39 | I don't enjoy managing money. | 1 | 2 | 3 | 4 | 5 |
| 40 | Investing is gambling. | 1 | 2 | 3 | 4 | 5 |
| 41 | I don't need to manage my money because I hardly have any. | 1 | 2 | 3 | 4 | 5 |
| 42 | I'm not educated enough to have more wealth. | 1 | 2 | 3 | 4 | 5 |
| 43 | Most of the good opportunities are gone. | 1 | 2 | 3 | 4 | 5 |
| 44 | Given my past, it would be difficult for me to get rich. | 1 | 2 | 3 | 4 | 5 |
| 45 | Even if it means spending all my money, it is important to look successful by wearing branded goods and driving posh cars. | 1 | 2 | 3 | 4 | 5 |
| 46 | Money corrupts artistic and creative endeavors. | 1 | 2 | 3 | 4 | 5 |
| 47 | It is not right for me to be rich while others have nothing. | 1 | 2 | 3 | 4 | 5 |
| 48 | Financial security comes from having a good job and a steady paycheck. | 1 | 2 | 3 | 4 | 5 |
| 49 | If you are not born rich, chances are you will never be rich. | 1 | 2 | 3 | 4 | 5 |
| 50 | Rich people aren't happy. | 1 | 2 | 3 | 4 | 5 |
| 51 | If success comes easy, it's not as worthwhile. | 1 | 2 | 3 | 4 | 5 |
| 52 | I'm too busy to put time and energy into learning about | 1 | 2 | 3 | 4 | 5 |

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money.

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|----|---|---|---|---|---|---|
| 53 | I have some resentment towards extremely wealthy people. | 1 | 2 | 3 | 4 | 5 |
| 54 | I'm a good giver, but not a good receiver. | 1 | 2 | 3 | 4 | 5 |
| 55 | Other people's opinions of me are important. | 1 | 2 | 3 | 4 | 5 |
| 56 | It's more secure to get paid a flat salary than to be paid on a commission basis. | 1 | 2 | 3 | 4 | 5 |
| 57 | If you're rich in love, health and happiness, you don't need money. | 1 | 2 | 3 | 4 | 5 |
| 58 | I can make it on my own. I don't need help from others. | 1 | 2 | 3 | 4 | 5 |
| 59 | If I ask for help, people will think that I'm weak. | 1 | 2 | 3 | 4 | 5 |
| 60 | The only reason to work is to make money. | 1 | 2 | 3 | 4 | 5 |
| 61 | Once I have a lot of money, I'll finally feel secure. | 1 | 2 | 3 | 4 | 5 |
| 62 | By being rich, I'll prove myself. | 1 | 2 | 3 | 4 | 5 |
| 63 | Only the rich need to manage their money. | 1 | 2 | 3 | 4 | 5 |
| 64 | God will make me rich, poor or middle-class. | 1 | 2 | 3 | 4 | 5 |
| 65 | The investment world is complicated and hard to understand. | 1 | 2 | 3 | 4 | 5 |
| 66 | If I work really hard and put all my efforts into my job, I | 1 | 2 | 3 | 4 | 5 |

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will definitely be promoted and rich one day.

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|----|--|---|---|---|---|---|
| 67 | Investments are for people who have a lot of money. | 1 | 2 | 3 | 4 | 5 |
| 68 | People will not respect me if I am (or appear to be) not rich. | 1 | 2 | 3 | 4 | 5 |
| 69 | Most investments, other than the bank, are too risky. | 1 | 2 | 3 | 4 | 5 |
| 70 | Money isn't really that important. | 1 | 2 | 3 | 4 | 5 |

Mark 2 or 3 of the beliefs, fears or statements that you rated as 'Strongly Agree', or carry the most emotional impact for you.

1)

2)

3)

B. Understanding Your Belief Sources Exercise

Verbal Repetitions – Write down everything about money, wealth and rich people you've heard as a child:



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Parents – describe your parents' money habits and how they had handled money when you were growing up and the impact it has on your money mindset. Also describe who you might be more similar to or opposite to and in what ways.

Emotional Incidents – describe an emotional incident that happened when you were young and involving money. Write down the impact this event has on your money mindset and its impact on your life so far:

C. Purpose For Money Exercise

List 7 – 10 specific things that you would do if you were really rich.

S/NO	Things You Would Do	How You Would Feel By Doing This Thing
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		



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D. Reconditioning Exercise

Based on the 3 money mindsets identified in Section A, list down how these mindsets are aligned/not aligned to your money purpose.

1)

2)

3)

For each non-supporting money mindset, write down a new supporting mindset that is aligned with your purpose for money.

1)

2)

3)