

Exercise 1: Free Association

Below you have several sentence-completion exercises.

To really get the most out of them, simply read each sentence out loud, and quickly fill in the blank with whatever word or words pop into your mind. Don't think, don't filter, don't delay. Just read the sentence fragment out loud and fill in the blank to complete the sentence. GO!

Money is _____.

Money is _____.

Money is _____.

Money is _____.

Money is _____.

Rich people are _____.

Rich people are _____.

Rich people are _____.

Rich people are _____.

Rich people are _____.

When I'm in line to buy something, I feel _____.

When I'm in line to buy something, I feel _____.

When I'm in line to buy something, I feel _____.

When I'm in line to buy something, I feel _____.

When I'm in line to buy something, I feel _____.

Step 1: Identify Your Current W.O.S.

When my spouse or significant other is in line to buy something. I feel

When my spouse or significant other is in line to buy something. I feel

When my spouse or significant other is in line to buy something. I feel

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When my spouse or significant other is in line to buy something. I feel

Now review your answers. How many associations were positive? How many were negative? How many were neutral? What did your answers reveal about your convictions and givens in the area of wealth and money?

Exercise 3: Reviewing Your Habitual Language Patterns

We reveal our internal thinking patterns and belief systems through the language we habitually use, especially the language we use in our own minds as we think about the world around us. The challenge is not that most of us aren't aware of what our habitual language patterns are, nor what they might teach us about our current W.O.S.

This exercise is designed to help you start to become aware of your current habitual language patterns.

Part A

Are you more likely to say you "must" do something or that you "want to" do something?

Are you more likely to say you "should" do something or that you "get to" do something?

Are you more likely to say you "have to" do something or that you "choose to" do something?

Part B

What do you hear yourself saying when the subject of money comes up in conversation?

What are the most frequent expressions or sayings you use when you talk about rich people?

Exercise 4: Taking Stock of What Your Current Wealth Results Are and Where the Trend is Heading

Perhaps one of the most accurate indicators of what your current W.O.S. is set for in financial terms is to look closely at your current financial results and which way your wealth is trending.

Looking honestly at your current wealth results, what do you think your current W.O.S. is programmed for in terms of annual income? How about in terms of net worth? Where is the trend heading, and how fast is it moving there?

What do you think this reveals about your current W.O.S.—being totally honest?

BIG DREAM CARD!

Step 1:

In the spaces provided below, write down your most moving dream in each of the seven areas. Make sure your Big Dream is clear so that when you share it with other people, they will instantly see what you want to have happen and can support you in your dream.

Health Dream _____

Financial Dream _____

Relationship Dream _____

Self-Development Dream _____

Adventure Dream _____

Spiritual/Being Dream _____

Sharing/Legacy Dream _____

BIG DREAM CARD!

Step 2:

After each Big Dream, write down one, specific, action step you can take in the next 72 hours to further along this dream. This action step needs to be something that is totally within your control and behaviorally based. This means that if Diane and David were right there by your side they could watch you do this specific action step and know you had completed it.

Health Dream Next Step _____

Financial Dream Next Step _____

Relationship Dream Next Step _____

Self-Development Dream Next Step _____

Adventure Dream Next Step _____

Spiritual/Being Dream Next Step _____

Sharing/Legacy Dream Next Step _____

BIG DREAM CARD!

Step 3:

Mastermind with at least one other person you respect and trust on how you can make your seven Big Dreams actually happen. What skills will you need to build? What areas will you need to learn about? Who can help you make this dream happen? How can you connect with them? Together, create a working draft of an action plan for each of your seven Big Dreams. Recognize that it doesn't matter if your action plans aren't perfect; what matters is that you get started, and adjust your plan along the way. Feedback is the magic ingredient that helps turn impossible dream into tangible reality.

Three Potential People
to Mastermind with:

Phone Number

Date

(by which you will contact
them)

MAUI

NET WORTH WORKSHEET

Assets

Cash on hand and in bank \$ _____

Savings Accounts \$ _____

IRA and Other Retirement \$ _____

Life Insurance \$ _____
(cash surrender value only)

Businesses \$ _____
(conservative equity if business is sold)

Stocks & Bonds \$ _____

Real Estate \$ _____

Collectibles \$ _____

Other Assets \$ _____

Total Assets \$ _____

Liabilities

Accounts Payable \$ _____

Notes Payable to Banks & Others \$ _____

Installment Accounts \$ _____

Monthly Payments \$ _____

Loan on Life Insurance \$ _____

Mortgages on Real Estate \$ _____

Unpaid Taxes \$ _____

Other Liabilities \$ _____

Total Liabilities \$ _____

Total Assets \$ _____

Less: Total Liabilities \$ _____

NET WORTH \$ _____