

Don't Worry, Make Money

Spiritual & Practical Ways to Create Abundance & More Fun in Your Life
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The trick to success sounds very simplistic, because it is very simple: Just begin. Take a single step, followed by another, and then another. Don't look too far out into the future, and don't look too far back either. Stay centered in the present moment as best you can.

The ability to honestly and quietly reflect on ones' life is one of the most powerful tools for personal growth. Reflection means to bring to life the truth of what's really going on. Reflection allows you to see your own contribution to a problem, the ways you might improve, and the blind spots in your thinking. It helps you eliminate any tendency you might have to blame others for your mistakes, make excuses that don't serve you, and break free of old habits. –Pg. 15

Pay Yourself First: It's critical to realize that you won't stop worrying simply because your income rises. There are plenty of people with enormous incomes who worry all the time. You need to stop worrying, first, and then you'll do what it takes to create the abundance you deserve. –Pg. 18

Successful people with full lives must face the same frustrations, hurdles, and fears as everyone else. The difference is in the way they handle their fear. Rather than feeling defeated or immobilized by their fears and worries, successful people conquer them. –Pg. 19

The alternative to dealing head on with problems is to clear your mind instead of filling it with painful, confusing details. Quit down, reflect, and listen. Allow your wisdom, that softer part of your thinking, to surface. More often than not, seemingly out of nowhere, you will have an insight, an answer to your problem. –Pg. 22

Don't Worry About the Market –Invest in It: I believe that one of the closest things to a worry-free, wealth-building strategy is to invest, long term, in the stock market, preferably through your company 401K or, if you're self employed, your SEP.

Become Less Reactive and More Responsive: In business and in life, we have two essential psychological modes that we are in most of the time: reactive and responsive. The reactive mode is the one that feels stressful. In it, we feel pressured and are quick to judge. We lose perspective and take things personally. We're annoyed, bothered, and frustrated. The responsive mode, on the other hand, is our most relaxed state of mind. Being responsive suggests that we have our bearings. We see the bigger picture and take things less personally. Rather than being rigid and stubborn, we are flexible and calm. In the responsive mode, we are at our best. We bring out the best in others and solve problems gracefully. When an opportunity comes our way, our mind is open. Once you are aware of these two drastically different modes of being, you will begin to notice which one you are in. You'll also notice the predictability of your behavior and feelings when you are in each mode. You'll observe yourself being irrational and negative in your reactive mode and calm and wise in your responsive state of mind. –Pg. 33

A responsive state of mind is fertile ground for success. When your mind is clear and relaxed, you pave an open channel for abundance and joy. There is a direct and clear relationship between how much time you spend in a responsive state of mind and your own level of success. –Pg. 34

The Wake behind the boat has no power over the boat! Our past has no power other than the power we give it. One of the most dynamic changes you can make in your life is to make the commitment to drop all negative references to your past, to begin living now. –Pg. 38

Passion for life and for our work is a critical element of success and abundance. Passion is a virtually unstoppable, attitudinal force that generates energy, creativity, and productivity. When you love what you do, it's difficult not to succeed. Your enthusiasm is obvious to everyone around you and contagious. –Pg. 43

Fear is a powerful, highly destructive force that prevents many of us from pursuing our dreams. –Pg. 43

When you do what's truly necessary and important, the rest seems to fall into place. Take a moment, each day, to reevaluate your priorities. Make sure you spend your time doing that which is going to create success and abundance in your life. –Pg. 54

Make living your life with absolute integrity and kindness your first priority. Put others first, whenever possible. Be genuinely interested in the lives of other people. Look them in the eye and really focus on what they're saying. Care about them as individuals. Ask them about their families. Listen, listen, listen. Stand out from the crowd. Be the one to thank your customers and the people with whom you work. Send a card or thoughtful note, even flowers if it's appropriate. Make people remember you in a positive light. –Pg. 58

In every mistake there is the potential for growth. Inherent in every problem there is solution. When you take the process too seriously, however, you interfere with your ability to see answers. The next time you make a mistake, instead of dealing with it in your usual way, chuckle at yourself instead. You will be surprised at how quickly and easily you are able to resolve the issue. –Pg. 66

Keep in Mind That Circumstances Don't Make a Person, They Reveal Him: What came first—the attitude or the success? The answer, in virtually all cases, is that the winning, positive attitude came first, followed by a lifetime of abundance. –Pg. 75

Think Big! The implications of thinking big are widespread and impressive. Thinking big is a magic door opener that broadens your perspective and allows you to see new opportunities. It also makes large profits more probable. –Pg. 81

In every business there are things we must deal with. There are things we can change, that we have some power to control. There are other things that are absolutely beyond our control. Yet how often do we spend our time and energy doing absolutely nothing about the things we do have some control over, while whining and complaining about those things we can't do anything about? Often, because we have our priorities twisted in the wrong

direction, we end up chasing our tails and wasting time. Once we change gears, put these factors into proper perspective, and focus only on those things that we have some capacity to control, it's easy to get back on track. –Pg. 89

Develop Relationships With People Before You Need Something From Them. So many of us wait until we desperately need something from someone, before we take the time to get to know them. In truth, this is probably the absolute worst time to do so. If you need something from someone and they know it, they may be on guard, even defensive, trying to determine if you are sincere. The truth is, people are so much more pleasant when you don't need anything from them. –Pg. 91

Don't Panic. In business, people panic about practically everything –missed deadlines, orders not received comments by others, fear of mistakes, negative trends. You name it and someone has panicked about it. Yet I've never seen even a single instance where the panic actually helped to solve that problem. Panic tends to bring out the worst in everyone. It makes others (and you) feel tense and fearful. It increases the likelihood of mistakes, missed opportunities, and miscommunication. By avoiding the panic, you won't waste time, anxiety, and energy trying to solve what probably doesn't need solving. In the absence of worry, answers will emerge. Instead of a head full of concerns, you'll create a head full of solutions. –Pg. 98

Know the Secret of Silence. Have you ever noticed that when you are quiet and still, calm and silent, you know exactly what to do? Being silent doesn't shut down your mind; it activates a deeper type of intelligence. –Pg. 103

It's amazing what happens when you act as if you love what you do. The positive energy helps not only you but everyone around you. It's contagious. A positive attitude brings forth creativity and aliveness in your work. –Pg. 137

There's an old motto in business; Give someone a reputation to live up to and watch them shine. It's really true. Most people, given the right environment, are hard-working, talented, creative, and productive. –Pg. 139

When you believe in someone and when that person knows that you believe in her, magical things can happen. From this point on, see if you can expect great things from people. Do your part by creating the ideal working conditions. Be kind, patient, and supportive. Then, sit back and watch what happens. Pg. 140

Charge What You Are Worth. Undercharging for professional services create some serious, often unrealized problems. Perhaps the most serious of these is that undercharging keeps your schedule falsely overbooked, thus prohibiting you from having the time and energy to engage in other activities that may work to your greatest advantage –activities that could help create the abundance you desire. –Pg. 143

I have found that because of fear and worry, many people under price their services and/or products. Unfortunately, this can set you up for failure by creating unnecessary demands on

your time and energy –making you look and feel very busy but with little of this energy going toward the creation of abundance. My suggestion is to charge what you are truly worth. This realistic yet confident pricing strategy keeps you freed from resentment and pointed toward your dreams. –Pg. 144

Go Ahead and Do It. I've found that, remarkably every time I'm really frightened to do something I need to do, and I go ahead and do it anyway, that it almost always turns out okay. It passes. In other words, somehow, despite my worry, I do get through it. I always come out the other end. I always survive. What's more, it's almost always never as difficult as I make it to be. In fact, it's usually far easier. –Pg. 157

There's a lesson here for all of us: We're stronger than our fears and more competent than our worries. The next time you find yourself worrying, step back for a moment and reflect on past worries. Doesn't it seem all too familiar? Is it possible that you're merely repeating a mental exercise? Do you think the worry is going to help? Aren't you going to do whatever you're worried about anyway? What's the point of the worry? I think these are really important questions. And I believe that if you take the time to reflect on them, you'll agree that if you "feel the fear and do it anyway," all will be well. –Pg. 158

Think About Purple Snowflakes. I'll bet you read that sentence twice. Of course, that's the whole idea –to get your attention. I've found that many people are a little timid, even frightened, to stand out, to do things a little differently. They worry about what people are going to think, or what they are going to say, or that their efforts will be perceived as foolish, or that they won't really work. In marketing, however, the whole idea is to get someone, or a group of people, to take a look at what you're selling, asking for, or offering. The notion of purple snowflakes is a metaphor for standing out in the crowd. In our world of incredible competition and sheer volume; it's more important than ever to stand apart. –Pg. 169

Obviously, not every purple snowflake is going to be so well received. But instead of giving up, and without becoming obnoxious about it, see if you can create another purple snowflake. Drop your fears about how your snowflakes will be received. –Pg. 170

Dive In. If you're going to do something important, the best time to start is right now. Not later, tomorrow, next week, next month, or next year. Right now. The best strategy is to "dive in". I know there's always an important reason to put off doing today what you are planning or hoping to do tomorrow. In fact, there are usually many good reasons to wait. Despite these good reasons, however, I urge you to get started now. The pure and simple fact is that the individuals who start now, who dive in, have a far better track record and enjoy much greater degrees of success than those who wait. They also tend to be more engaged in their lives and have a lot more fun. –Pg. 177

You don't have to do everything in one day to succeed, but you do have to get started. Just getting off the ground, getting started, is, for most people, the most difficult part. Once you do, the rest will usually fall into place. –Pg. 178

Consider the Wisdom of Optimism. It should come as no surprise to you that pessimists experience far more disappointments than optimists. The reason is simple: They are looking

for failure. They want verification that they are correct in their negative assumptions. One of the best laws of success is that your energy follows your attention. This is true for every person on earth, optimists and pessimists alike, and whether you like it or not. If your energy is primarily negative; if you are looking for flaws, problems, and verification that life is essentially bad, that's where the bulk of your energy will lie. Your ability to manifest abundance will be severely limited because your energy will be directed, focused, and grounded in negativity and limitation. We create what we see and what we expect to see. If we enter into a situation with negative expectations, we will tend to create negative results. -Pg. 186

Hold on Tightly, Let go Lightly. "Hold on tightly, let go lightly" is a motto that encourages you to obtain the optimal balance between productivity and inner peace. "Hold On" suggests that you want to work hard, stick with things, give it your best shot, however, suggests that you shouldn't hold on too long, and that when it is time to give in, give up, or let go, that you do so gracefully. Hold on tightly, let go lightly covers two very important aspects of success: the achievement of goals and the joy of happiness. -Pg. 187

Philosophically, there are two very different ways to become rich: (1) make more money, and (2) have fewer wants. IN reality, there is a middle ground. I have found that the easiest way to assure an abundant life is to go ahead and make more money –and have a blast doing so – but avoid believing that, along with every pay increase, you must also raise your standard of living. -Pg. 203

Making money is often easier than keeping it. The more you make, the more things you see that you want. The problem with material desire is that, unless you are extremely cautious, it is insatiable. -Pg. 203

If you can manage to keep your desires in check, to live at or beneath your means, you'll discover a different type of abundance –peace. You'll be able to stay clam and relaxed. To me, this is among the greatest gifts in a lifetime. -Pg. 204

"Life is what's happening while we're busy making other plans." -Pg. 209