

E33 – 3 ways to overcome a scarcity money mindset and step into more abundance in business.

Welcome to the Empowered Edupreneurs Podcast. My name is Michelle Smit, and I am an ex-teacher turned online business coach for Edupreneurs, the owner of Digiteach and a six-figure entrepreneur. I am in love with empowering educators just like you to create freedom filled online businesses and lives they love.

If you are looking to up-level your skills, your finances, your mindset, and change the trajectory of your life as an educator and business, then you are in the right place. Think of this podcast as your weekly dose of business and mindset development to help unlock the infinite potential within you. To play bigger with your life and go after your dreams.

We are going to have so much fun together. So, thank you so much for pushing play today. Now let's dive in.

Hello, hello and welcome back to my podcast. As always, I am so thrilled to have you join me today as I dive into another very important topic. Which is all about overcoming a scarcity money mindset and stepping into more abundance in your business. I did a podcast survey, you probably remember, and I looked at the results.

I had a lot of good responses. And I had a lot of people saying that they wanted more episodes on money mindset. And so here we are. In this episode, I'm going to be talking about my journey of moving from scarcity to more abundance in my business and how that has reflected in my reality.

And I'm going to give you three actionable ways for you to overcome scarcity and step into more abundance in your business. Because at the end of the day, if we want to grow businesses and if we want to make money and if we want to empower ourselves, then we absolutely need to work on our

money stuff. If we do not consciously work on our money stuff, then we are going to sabotage ourselves from creating money.

We're going to sabotage from keep sabotage ourselves from keeping money. We're going to hold onto our money too tightly, so we're not going to be able to invest in our business. And we all know that businesses do need money to grow. That is part of growing your business, is investing time and money into it.

And if you are rooted in lack and fear and scarcity and all of that stuff, it's going to be very challenging for you to have safety in investing and safety in knowing that that investment is coming back and you're just not going to have a very trustworthy experience with money. And that's going to reflect in your business.

It's going to reflect in your reality because what you believe to be true does come true. The stories you tell yourself literally reflect back to you. Life is literally a mirror. Reflecting back everything we believe to be true. And if you keep believing to be true that there is not enough money and there are not enough students and it's so hard for me to make money, and it's so difficult to keep money and money just goes so quickly and it's like if those are the beliefs that you are operating from, that is going to be an extra challenge.

And even if you have all the strategy in the world and you're doing all the things right, if you're operating from a place of pure scarcity and fear and lack. That is going to be very challenging, and your results are going to not be the best that they could, and probably those results will just reflect back to you. Right?

So, it's an important conversation to have. I think it's really important as educators and as teaching business owners that we have this conversation and we have it over and over again and we keep talking about money and we keep just opening that discourse and that dialogue around money and wealth consciousness, and the shame and the fear and the guilt and all of those feels that come with money.

We can open that conversation up, we can start creating awareness. We can start healing, we can start reframing and we can start shifting our. Our blocks, our beliefs, everything we can really start breaking free from, from the crap, the conditioning, all the nonsense that is keeping us trapped and disempowered.

So, I love talking about this. I'm always going to talk about money. I think the more we talk about it and the more we're honest about it in our own journeys, even as business owners. And showing the real journey of it, like there's a lot of stuff online of, I've got this seven-figure business, six figure business, and all this stuff.

But everyone's had to go through this money mindset work. Everyone who's got a business that's making cash money has had to do this work. And I promise you, a lot of people have a scarcity mindset. A lot of people are rooted in fear and scarcity and also people with a lot of money still have a scarcity mindset.

They're unable to enjoy their money. They're unable to spend their money. I see that as well. And so, it is important. We do not want to create the suffering for us. We want to build businesses that are freeing us and creating that like fulfillment, that meaning that freedom.

And giving us the opportunity to create amazing money, and also to be able to spend that money on all the things that you love that are important to you, and to spend it without shame and guilt and all of that. So let me just share with you my journey of moving from scarcity to more abundance in my business and how it's reflected in my life and in my business and my reality.

Because I'll be honest, like I have had to walk this path. I've had to walk this journey and I continue to walk this journey. I haven't got it all figured out. You might think I have it all figured out, but I definitely don't. It's like a work in progress. This kind of work is always a work in progress.

I don't think we are ever fully going to be healed of our many blocks and our many traumas and our default ways of being. I think it's always going to be a work in progress. So, I've been in

business for about five years now. So, I'll be really transparent. I've always struggled with fear around money, and what I have found is that this is generationally ingrained into me, like literally.

My mom had fear and anxiety around money. She was kind of rooted in scarcity. Her mom had fear and anxiety around money, and she was rooted in scarcity. And so, this is really generational. Okay? This has been passed down. And that's just what happens, right? And so, I have had to really create awareness around this way of being and this being like my default way of being.

And I've had to really look at my beliefs and my thoughts around money and really go back to the source of where this all comes from. And I truly believe that one of the reasons that I've been able to go from zero in business to building a six-figure business, a hundred K a year minimum for years now.

Is because not only did I learn the skills to do it right, you need the skills, but I actually am very actively worked on my relationship with money, and I reprogrammed my beliefs, thoughts and feelings around money. I did a lot of healing stuff with money. I did forgiveness work with money. I was really shining a light on where these stories came from and why they were there, and essentially, I've had to heal, and I've had to do a lot of forgiveness work to release these parts of me that are rooted in fear and lack.

And I've had to very actively, very consciously look for abundance and find evidence of abundance. And money and support around me consistently. Now, let me just put this into some context for you.

I'll go back in my time, and I'll be transparent and share a little bit of my childhood. I come from a great family, love my family to death. I'm very, very blessed. And we were above the middle class. We were in the higher-class demographic in South Africa we had money. Okay?

We, we were in like the 0.1% of people who had that kind of money In South Africa, when I look back on my childhood. And we were well off, we lived in a massive house until I was about six. I

remember living in a big, massive house on like a huge property. Me and my siblings all went to a top private school, one of the better schools in South Africa, extremely high school fees.

My parents really wanted us to have the best education and we went there. We went overseas, we travelled a lot. And at no point in my life did I feel like my needs weren't met. I was absolutely blessed with so much goodness of my childhood when I look at it. And I was a third child, so I was the last child in the family.

And sometimes you think by that point you're sharing, and you can't have what you want, maybe. But I don't remember that. Like, I remember having what I wanted. I even remember feeling spoiled. At no point did I feel abandoned in that way or that we didn't have money up until I was about six.

I remember that. But then around the time I turned six, from what I remember, six or seven. My dad got very sick and was unable to be the main provider for the family. He was the breadwinner, so to speak. My mom worked as well. She was a physiotherapist and had her own business very, very very ambitious in her own way.

But at that point, my dad was the main breadwinner. He got very sick. And his medical bills and his hospital bills were so high that he was really just unable to be that main breadwinner. And also, the bills were just really high that we ended up having to sell our very big house and we had to downscale and live a bit more moderately.

And we had to be more aware of our money situation, we had to make a change in how we were spending money and all of that stuff. And I remember that. And so, with that transition came this element of fear, I believe. And anxiety around money. And even though when I look back, we lived such a wildly privileged life.

Like we still, when we downscaled, we still had a big house. If you look on European standards, our house was like a mansion compared to like houses in the Netherlands. We had a big house, we had an amazing pool. We had all the things, all three of us, the

siblings finished school at a private school. We then all went to a top university.

So, despite the immense challenge of having a sick father and like there was challenges with money for, I think most of my life. Because of his illness and various things with work. At no point did I feel that I wasn't given what I needed. I mean, my family gave me what I needed and more.

So, I'm very, very grateful for that. But I do remember there being stress around money. And I do remember going to the grocery store and wanting to buy whatever I wanted, and I was putting things in the grocery cart. And then I remember my mom saying, no. She took it out. And she's like, you can't just buy whatever you want now.

We can't do that anymore. We've got to watch what we spend. And so that was a memory that stuck with me. And then I went to a private school with like insanely rich kids around me. And honestly, our family was wealthy, but some of these families were on another level. And so, there was a bit of comparisonitis that I felt at school as a teenager. And there were moments of shame or embarrassment or, I'm not good enough and all of that.

But in retrospect, that was a very unusual scenario as most of South Africa lives under the poverty line. So, it actually wasn't a normal thing that wealth wasn't really normal, and we were totally fine. Like in retrospect, we were actually in the 0.1% of people, so we were fine. But anyways, what happened is I developed a fearful relationship with money.

That just became my default pattern, and I became very untrustworthy of money, so I didn't trust money to stay with me. I didn't feel like I could make money. I lacked the self-confidence to be able to make money. I didn't feel like I could keep money. I always felt rooted in not enoughness, which is ultimately scarcity, not enoughness is scarcity.

Like I had this innate fear that bad things would come and happen, that would wipe away all the money. And if you look

back on my history and my childhood, that's kind of what happened to some extent. Obviously, we were fine, and everything was fine, but essentially, we had a lot of money. And then, an illness happened.

My dad got sick. And then our money situation changed and there was anxiety and there was stress, and it was very challenging in a lot of ways, as you can imagine. So that is a pattern that happened as a child. And so that's ingrained into me that you can never have enough.

And basically, I wanted to save every penny, and I didn't want to spend money on anything. Like I never wanted to spend money. I would literally go and buy second-hand clothes, the cheapest clothes I could ever find. I hardly ever bought clothes because I didn't feel comfortable spending money on myself. I would wear my shoes right till there were holes in them.

I was a backpacker, so I looked a bit like I didn't really have the nicest clothes and whatever, whatever. I just was like a backpacker, and I was like a traveller and a free spirit, and I was just like, whatever. I don't care about designer anything, which I don't still don't really care about, but essentially, I didn't feel comfortable spending money. But I started my business, and I realized that in order to grow business, you have to be willing to invest.

You have to invest time, and you have to invest some money. And that's what the business needed to grow like I needed to get an all-in-one software to run my business through, and that was going to be about 70 or \$80 a month every month. I had to pay for that and there were things that I needed to pay for.

And so, I knew I needed to work on this fear around money, and I knew I needed to create safety and spending money because I knew I was going to have to invest in my business. And I had the plan to invest some money into Facebook ads on my first launch I had. And at this point guys, I didn't have a lot of money.

I moved to the Netherlands to be with Mike, and I spent all my money to do it, so I was a little bit borderline on the broke side to be honest. But luckily for me, my boyfriend Mike at the time, he had and still has no real anxiety around money, and he never really worries about money.

So, it was quite refreshing. He enjoys spending it. And he's good at saving. It's not like he's reckless. And he's always just been so stable and chilled around money. He's just rooted in this wealthy money mindset. No matter what his bank account shows, he's typically rooted in more wealth than lack.

So that has been very healing for me. And of course, that's been really helpful for me in the business because when I was panicking about money, he was like, I don't see what the problem is. Like, everything's fine. He kept on having to be like, everything is fine. You've got a roof over your head.

Nothing bad is happening. Like this is just how it goes. You just invest money. We see what happens. To give some context, he's a trader. So, what he does is all about risk. He's got a high-risk appetite. He knows how to manage risk. And so that's kind of helpful when you're starting a business, right?

You need that kind of person around you. So, I feel like that's been very much part of my journey of improving my money mindset. His mindset has brushed off on me. I've kind of become more like him in the way that I think about money. I don't really think about money, how I used to.

And I've done a lot of work on it. I remember in 2020, I think I started my business in 2018, but by 2020 is when I really started doing the money work. I started really looking at my beliefs and I started actively reframing the stories I was telling and finding evidence for more empowering stories and beliefs that were in favour of me growing my business and getting what I want and creating the life that I wanted.

And 2020 when I started doing that work is also when we hit the first six-figure year. That was the first year we hit a hundred

thousand dollars in the business. I really do believe that that is very much connected to the way that I was healing my stuff with money and how I was improving my relationship with money.

And I believe that, that plus the skills and the confidence and all of that all came together to create the results that I wanted. And that's amazing. And that's what I would love for you as well. So, I believe we all need to do the work. I mean, even Mike, my partner, he's not perfect. They are many blocks that he would have to work on.

I think we all have them, and I think it's really important that we create awareness and healing and forgiveness, and so that we can move forward and step into a new story and step into abundance and step into whatever it is that we desire. So, I did a bunch of things, obviously.

I didn't just do three things that solve all my problems, but I'm going to share with you three ways that you can help overcome your money scarcity and step into more abundance in your life and in your business. And these are things that I think people talk about them. Some of them are quite simple, but they work okay. They've spoken about consistently everywhere because they just work, okay?

The first thing that I'm going to share with you is that I realized abundance and lack is just a matter of perspective to a great extent. Now, I'm talking from a privileged point of view. So, I'm not talking from someone who's on the street, who's homeless, who doesn't actually have any money.

That is not where I'm talking from, and that is not my lived experience. I cannot talk from that. What I'm talking from is my experience and my kind of upbringing or upper middle-class upbringing. And what I believe is to be true in my business and how I've kind of looked at money and my perspective around money. So, I see it as a matter of perspective, right?

I see it as a story that you tell yourself that is from. A particular perspective with a particular lens. It's like the glass half empty

versus half full scenario. You see, you can see that glass in two very different ways. You can see it as half empty, or you can see it as half full.

Which story or perspective is going to empower you and serve you more? And the thing that we want to do is we want to choose the story that empowers us more. We want to repeatedly choose the story that empowers us more. So, imagine this scenario: you're sitting at your desk, you're stressing out over unpaid bills.

Maybe your revenue has dipped. Or you've had a rejection in someone said no to you, whatever the sales are down. It's super easy to get caught up in feelings of scarcity and fear, and then it's a slippery slope downwards, okay? However, you can also just choose a different perspective in the situation.

Like every single situation, every single thing that happens to us has multiple ways of looking at it, multiple perspectives. So, what you can do is you can rather take a moment to reflect on the resources you do have or the progress that you have made. And the opportunities that maybe lie ahead because of this rejection or these, these whatever things that are happening in your business.

For example, you've found a really valuable partnership or collaboration with someone that's going to help you grow your business. Or you've maybe received amazing feedback from clients on how they changed their life. And you want to just acknowledge this good, and you want to express gratitude for these successes.

So, if you can redirect yourself and look at the positive of the shit, basically you've got like a superpower if you can look at crappy things happening and sort of extract the positiveness out of it or the lessons out of it. And so, sort of attract the abundant story out of it, or the story that is more empowering out of it.

That's important. And then remember, what you focus on expands. So, if you keep focusing on the positive and the good rather than the bad, you're going to find that the good kind of

builds that momentum, and it expands. For another example, maybe you have a sales call with someone who isn't really your ideal customer, but you're on a call and you offer a package to them, and then they say, no.

So, they say no to you. After that call you either can go down a rabbit hole of there is no money and money never comes in and like I'm not good enough and all of that stuff. There's never enough money. All of that lack. Or you can reframe it with rejection as redirection.

That's one I love to use rejection as redirection. This person was meant to say no to you. That was just how it was meant to go. Because there is someone out there who is much more aligned, a much more aligned client who's going to come and say yes to you. And you cannot be working with people who aren't the right fit because that's going to be a headache for you.

It's going to be a headache for them. And that no is not a bad thing. It's just either a no, not for now. Or it's just, no, this isn't right for me. And both of those things are okay and they're good because if you have everyone saying yes, you're going to be working with people who not a good fit and it's not going to work. And that's going to create more pain.

Them saying no is relieving you of that pain. Because you felt intuitively that that wasn't the perfect fit. It was not your ideal client, and you're creating space for a really aligned client to say yes to you later. And the lesson of going through rejection in your business with grace and understanding is the lesson that you need to learn to step into your powerful business self.

So going through that, no is what you need to go through. You actually just need to go through the nose. You need to experience them. You need to pitch, you need to go on sales calls, and you need people to say no to you because that lesson in itself of rejection and learning how to take that rejection with grace and understanding is the lesson you need in order to become a successful business owner.

So, do you see how there are always different ways to perceive something happening? One is rooted in lack, and fear and not enoughness, and a rabbit hole of guilt and shame and really crappy emotions. And the other is rooted in empowerment, in power, in strength, and in abundance. So always ask yourself, what is the story that I'm telling about this situation?

And is this story serving me and giving me power? Or is it taking my power away? Always opt for the story that gives you power. Choose the story that gives you power. Reframe it so it can give you power. And if you can't do that immediately, that is totally fine. Give yourself a day to feel crap and then get up back on the horse.

And reframe it and move through it with grace and choose the thing that's going to put you in the powerful place instead of the dark and disempowered place, right? So, there are ways you can consciously focus on abundance and focus on positives rather than negatives and reframe and things like that.

So, number one. Everyone says this but start a gratitude journal. Jot down at least three things every day, and if you don't like journaling, then just do it in your head before you go to sleep. Get into the habit of saying just before you're sleeping in bed in your head, what are three things that you are grateful for, for that day or before you start work, maybe you've got a diary.

I do this in my diary. I have a diary that literally has a little section that says, what are you grateful for today? And I write three things that I'm grateful for. Or at least one thing that I'm grateful for, and I do this in the beginning of the morning. So, whatever that looks like for you, make it work for you, but practice this gratitude.

It will help you shift your mindset from scarcity to abundance consistently. And that's what you need to be doing. This isn't like a once off thing or I just do it once. This is like, I do this habitually. This is a consistent practice for me. This is what I'm doing daily to keep myself rooted in abundance.

And I'm telling you, this is a very underrated practice. So, if you think it's not effective, I'm telling you it is very effective. Because what you focus on grows and it doesn't need to be a long-winded gratitude thing. You can just write one thing your grateful for, or three things before you go to sleep.

Find whatever works for you and start implementing it, okay? It's simple, it's actionable, it's easy, and it works. Number two, whenever you encounter a financial setback or a challenge or some crappy thing that happens to you in your business or in your life, to some extent say in your business.

Give yourself some time to feel the pain of it because I don't believe you should gaslight your emotions. You're allowed to feel crap if something crappy happens to you. So, give yourself a day or two to just cry, feel it out, let the emotions come out of you. You don't have to be immediately reframing the experience.

If that's not feeling good to you. You actually need to feel the pain of whatever it is that's going through. So that's important. Let yourself feel the pain. But after a couple of days, however long it is, you want to start pulling yourself out of that hole, and you want to start reframing that experience.

And you want to ask yourself what valuable lessons or opportunities can arise from this situation? What have I learned from this situation and how has that made me a better business owner? How have I learned? What skill have I learned in this experience? What have I learned about myself in this experience?

And you're going to find that you learn a lot of stuff through these hardships. These hardships are the things that actually make you grow the most. It's strange, but the hardest things in our lives are the things that help us develop our resilience, and they help us to just grow exponentially. So that we can become the person that we desire to become.

And that's an important thing. So, then you look at the experience and you reframe that experience, and you choose the story that is rooted in power for you. Whatever that looks like, choose the story

that is rooted in power. And as I said, you're allowed to feel crappy for a period of time. You're allowed to wallow for a period of time.

Give yourself a day or two. Cry it out, but then bring yourself back to a grounded place and look at stuff and reframe the story. And honestly, I do this all the time. I literally did this like a week ago. I had something happen. It was a crappy thing that happened in my business. I was very upset for about three days.

I like cried and I felt really like hit hard by it. And now I'm like a week or whatever away from it. I'm getting a bit more perspective. I'm seeing things a little bit clearer and I'm starting to reframe what's happening. So that's really important. It's how I've run my business essentially, because bad things will happen and it's really important for us to firstly acknowledge that.

And know that we have a choice in how we react and respond to those situations, and that choice is ours. So, we can choose to opt in for the abundance and the powerful story and perspective, the one that serves us, or we can choose to go for the very negative, very disempowering story. So just choose the story that is rooted in power.

And focus on all the good rather than all the bad. Now, the second thing to do is to actively challenge your limiting beliefs. So, limiting beliefs act as like invisible barriers that essentially hold us back from achieving our full potential, and we all have them. And in the realm of money, they often manifest as thoughts, like money is scarce.

I am not worthy of money. I am not good enough to make money. I'll never make that money. It's not possible for me to make that money. What I want is not possible. I'm not good enough. Money is like so limited. There's like no money. It's hard to make money, all of that stuff. So those are all beliefs that you are carrying, and those beliefs are incredibly disempowering if you are wired to believe those beliefs to be true.

You're going to create that reality in your business. You're going to literally perpetuate that which you think is true. So, you got to start changing what you believe to be true. So, start identifying your limiting beliefs around money. So, write them down, analyse them. Like really ask yourself, what is my belief around this?

Do I find money hard? Do I feel like I need to make work hard to make money? Like what are my beliefs around money? And then you want to ask where they come from. So, are these beliefs rooted in my childhood experiences, my upbringing, like my school education? My conditioning, my cultural like upbringing, like were there negative past events. Try pinpoint the event, try pinpoint the thing that gave you that belief. Like for example, in my childhood when I had that event of we had money and then we didn't have money, that was a thing that sort of ingrained in me.

Some scarcity and not enoughness. So, find what it is for you and look at your life and really look at what has given you the reason to believe these things. Maybe your parents work hard and they're always struggling, or they're fighting about money. Like what is it? And once you've created awareness around those events, or those people and those things that happen to you, you want to then do some forgiveness work.

So, you want to forgive the people or the event or the time or whatever it is, the teacher, whatever it is. You want to forgive them, so that you can release yourself. Now, forgiving someone or something, or an event happening in your life, just forgiving them, even just energetically is massive. You don't have to go to them and forgive them and say it to their face.

You can energetically forgive someone, and this is a massive thing because it allows you to free yourself from resentment, from anger, from blame, and it allows you to just let go of these beliefs or these parts of you more easily. And it allows you to start consciously replacing them with more empowering statements and stories that, that are more in service of you.

But if you are still sitting in resentment or anger about the thing, it's very difficult to heal. It's very difficult to really reframe and embody a new version of yourself, okay. So ultimately what we all want to be doing is healing the parts of us that are damaged from our upbringing, from our conditioning and healing often, often begins with forgiveness, often.

If you think about like addicts who have to go into rehab and stuff like that, a lot of the process of them healing is through forgiveness and going and asking for forgiveness, right? And the power of forgiveness is immense. So, you want to be forgiving these things, right? You want to do that work even though it's hard, it's incredibly important, and it's freeing, right?

It's liberating. And then you can even thank those parts of you for trying to keep you safe. So maybe you've got some beliefs that very ingrained in you. And you can literally say, thank you for trying to keep me safe. Thank you for looking after me and trying to protect me, but I'm consciously letting you, letting you go now.

I'm consciously releasing you. This is not something that I need anymore and thank you for that. But you no longer serve me. And even just energetically doing that is powerful. So, look at your limiting beliefs and the common money beliefs that you have. Write them out. Then ask yourself, where do these beliefs come from?

Why do I believe these stories to be true? Where do these stories come from? What situation or person gave me this experience? Look at your childhood. Look at your upbringing, that's where the stuff comes from, right? And then forgive those situations. Write a forgiveness list. I know it's difficult and I know it's hard, but it is very healing and it's very necessary for you.

Just liberating yourself from whatever it is that's kind of holding in heavy and holding you back. And you can literally just write, I forgive you on a piece of paper and that energetically makes, makes a difference. And then thank them for what they've given you so you can also thank the people or the situations for whatever they gave you, because there's always some good or

some lesson that can be extracted from the thing that is very valuable.

You can thank them for that lesson or thank them for that experience. You can thank your beliefs for keeping you safe and then you can energetically say, I'm no longer needing you, and I'm now letting you go. And then you can also write a list of empowering reframes or affirmations and mantras that feel good to you, that aren't like out of this world that feel like something you can believe in, that you can get behind, that feel nice for you.

I think that's quite unique for everyone. Choose those mantras and affirmations and actively just reframe, reframe, reframe. And it's just consistently choosing to reframe and choose the story, which is empowering. So, if you catch yourself thinking, oh, I'm not good with money, you always want to reframe to, I'm constantly improving my financial literacy and I'm learning to make smart money decisions, or I'm getting better.

Instead of saying I'm not good with money, you can just say, I'm getting better with money. That is a more powerful story to tell. Or money is so hard to come by. You can just say, money comes to me easily. And if you can't believe that, then what can you believe? Money feels easy. Or there is a lot of money in the world.

There's so much money in the world, which there is. I mean, I'm sure you can believe that to be true because there's so much money in the world, right? So, choose mantras and affirmations that you can get behind energetically that feel good to you and reframe. And that's it. So, you've going through this whole process of awareness, finding the thing, finding the story, forgiving the people, healing yourself thanking them and the situation, and then reframing.

So, you see how it's a whole process. But it's really, really powerful. And if you do this, and this is what I did, I promise you it is very, very, very powerful for your relationship with money to improve and for that to reflect in your business, okay? You might even find as soon as you start doing this work, you'll start seeing things moving in your business.

You'll start seeing doors opening up, sales coming in because energetically you are changing the story. And it's going to change in your reality. Now let's look at strategy number three. This is A common one, but basically, it's surrounding yourself with abundance. So, if you want to be more abundant, then you want to surround yourself with more abundance.

We absorb the mindset and the behaviours of those who we spend our most time with. So, if you're constantly surrounded by individuals who are rooted in heavy scarcity, maybe they're watching the news all the time and they're constantly complaining. And they're constantly whining about this and that, and the government and the bad things and everything is bad and there is no money in all of this.

It is incredibly difficult to break free from a scarcity mindset. When you're surrounded by that. It's so difficult because no matter what work you do, if you keep surrounding yourself with that as your main like experience of friends and family and people, and that's the conversation you're having.

That's going to be tough, right? This is why entrepreneurs are so selective about who they hang out with because they know the importance of surrounding themselves with ambitious people who have already achieved the level of success that they desire. And that is what you want to be doing.

So, if you are wanting to be making more money on your business, you want to be connecting with successful entrepreneurs, mentors, and like-minded individuals who embody what it is that you want. Who are literally rooted in an abundance mindset, or even if they haven't got it fully figured out, at least they're not rooted in pure scarcity and complaining.

They're actually taking action with their life and they're making shit happen. So, you want to surround yourself with individuals who have, who have transcended the scarcity thinking, who will inspire and motivate you to do the same. Who have beliefs that are very powerful, that are very empowering essentially, rooted in

abundance, and you want to start adopting and soaking up their beliefs like a sponge.

So honestly, this is one of the biggest things that I did in my business, is I started to pay to be in the room with these people. Now if you're wondering, oh my family's not like that and my friends aren't like that, and I don't have any access to anyone who's in business, who's making money and is successful.

You can pay to be in the room with these people. And that's what most people do. They just pay to be in the room. So, I have paid over and over again to be in the room of ambitious entrepreneurs basically. Entrepreneurs who are very much going after what they want, and their beliefs are just on fire with regards to what they believe is possible for them.

So, you can join a group coaching program, you can join a mastermind group. You can go on free online communities, but the free ones are not as good. I will say when you pay it helps. So, find the community of people that you want to surround yourself with and just pay to be in the room.

Honestly, that is going to have a massive return on your investment in who you are. You can also go and pay to be a networking event and conferences where entrepreneurs gather. You can start engaging in conversations with people and you can start really observing their mindset, their beliefs, just like how you're listening to my podcast right now.

You want to be soaking up as much of this content as possible. And you want to switch off the news. You want to not soak up the mainstream media that is rooted in scarcity. So just switch off the news, get out of the habit of getting caught up in all that nonsense. Stay in your own lane. Cultivate relationships with people who are embodying what it is you want.

Pay to be in the room. And just become a sponge. Become a sponge for this new way of being. This new way of thinking, this new energy of embodying, like just become that person and through surround yourself with people and sort of listening to this

kind of content and just managing where your energy's going and cutting out people who are very toxic, you're going to see a shift, okay.

So, this episode got a bit longer than I was intending to be. I always do this, I'm always like, okay, I'm going to do a short one today. It's going to be like 20 minutes, maybe even 15 minutes. And then I just go on a tangent. But I hope you enjoyed it. Let me know, send me a message on Instagram or Facebook or even an email.

Let me know how you found this, if it was helpful. I will create more content on money stuff. I think it's such an important conversation that I'm going to continue to have just to help as many educators and teaching business owners empower themselves to make more money. That is important. That is my mission, and that is what I'm here to do.

Also, just Fyi, I have an awesome new freebie. Like little bit unrelated, but I have a really awesome new freebie. I've been working on it for weeks. I haven't created a freebie for a very long time in my business. But I'm releasing it. It's out in the world and it's all about helping educators and teaching business owners turn their one-on-one classes into a scalable digital course.

It has been a labour of love and I have built it so it can help more teaching business owners move away from that trading your time for money cycle that I see so many of them in. It could be tutoring business owner's freelance teachers, online teachers, pretty much any educator who is teaching online in some capacity or trading their time for money.

Honestly, it could even be classroom teachers. But I built this in mind, especially for teaching business owners as well. So, if you are making money in your business through one-on-one teaching, that's awesome. But you can take your business to the next level by creating a scalable asset. That doesn't rely on trading your time.

And this is why I created the Scalable Digital course roadmap. It's totally free. I built it into six steps, to turning your one-on-one classes into a scalable offer online. It outlines the steps, it kind of outlines the journey, and it is really good for clarity. So, you can find that freebie underneath this episode in the show notes.

Definitely go grab it. It's totally free. And I think you're going to love it. Anyways, let me know how you found this episode. I hope it was helpful and it was one of the longer ones, but I hope you enjoyed it, and I will chat to you again soon.

Thanks so much for listening to today's episode. If you are a teaching business owner, freelance teacher, or online teacher, and you are interested in creating a digital course or group program to scale your income and impact without teaching more hours than I have just the thing for you. Grab my free scalable digital course roadmap and it will walk you through the six steps of turning your one-on-one classes into a scalable offer that frees you from the teacher burnout trap.

Creating scalable courses and programs have allowed me to 10 x my hourly rates, hit six figures in my business, and impact hundreds and hundreds of people around the world without having to be actively teaching all day. If this is what you desire. Grab my guide in the show notes and let me help you.

I appreciate you so much, and I can't wait to connect with you in the next episode. In the meantime, go create a business and life you love.