

Transcript of Video: The Money Myth

© 2017 Arianna Gray

In this video you're going to get the mindset that sets the helping professionals who are thriving with money apart from those who are struggling with money.

Hi, I'm Arianna Gray, creator of the Counselor Burnout Cure: Simple Secrets for Blocking Burnout

Virtually every counselor or helping professional I've ever talked to has struggled with charging money for their services. And many struggle a LOT. I am constantly meeting counselors struggling to make their bills, convinced they don't have enough money to do self-care, take vacations, take classes, or pursue their passions. But I have ALSO met helping professionals who DO have the money to do all those things, and they GO DO THEM.

Take the example of John and Judy (ok, not their real names, but stay with me). John and Judy are both in private practice as therapists. They both got into the work to help people and make a difference in the world.

But John is constantly at the office at all hours, struggling with insurance companies, seeing clients for low or no fee, and getting more and more resentful. He's started to think he doesn't even want to BE a counselors anymore, but is daunted by the thought of taking out another student loan to go back to school and get a whole new career. He feels trapped, and hopeless.

Judy, on the other hand, loves her work. She sees clients on a schedule that works well for her, puts on workshops several times a year, travels to trainings to increase her skills and get new certifications. She is involved with her friends and neighbors, takes vacations, is doing her art on a regular basis, and FEELS like she's part of a community of helping professionals who are really making a difference.

What's the difference? Two people in the same field, two totally different experiences of money?

What I've learned as I've talked to them is that the difference is what they BELIEVE about money. Both report initially having the same beliefs about money, but the people who now make good money did something different: They changed their THINKING about money. And that was when their bank account—and their life—started to change.

So what's the difference in the thinking?

The people who are making good money became aware of the story—the cultural Myth—of helping professionals. That Myth says that it is virtuous (and spiritual) to work long hours for little pay, and it is anything from selfish and unspiritual, to downright dirty and evil, to be paid well and prosper financially.

But the people who are making the money to live a life they love have questioned that Myth. They have looked into their own beliefs about money and their OWN value, and what they have been TAUGHT about those things from their family, their community, their church, and their peers.

What they have found is that this Myth devalues THEM. And it devalues the gifts that they have to bring into the world. And by devaluing them and their gifts it devalues the very work that they were doing to make a difference in the world. It means they didn't value their own Purpose in life! It is a myth that prizes scarcity and suffering and sets the Helping Professional up to fail. And believing that they are not worthy of abundance is the exact opposite of what they were trying to teach their clients.

Now it's not that they had knowingly agreed to these views before, they had just integrated them as they grew up. Like we all do.

But here's the problem with with this Myth: If you DON'T make enough money to be comfortable in your life you're going to be STRESSED out, BURN out, and leave the field. And then you won't be living your Purpose: you won't be able to bring your gifts into the world, and you won't be helping ANYone anymore.

Even if you stay in the field, you will eventually become bitter, resentful, and take that out on everyone around you, including your clients. AND you're contributing to your own belief in scarcity: that there is not "Enough" in the world, and that you are going to get the dregs, rather than seeing the world as abundant, and conducting yourself in ways that allows that abundance to flow to you (and models that for the people you serve).

Unconsciously following this Myth is contributing to an old belief that says that good people suffer, and bad people have all the fun. And that is DEFINITELY not empowering our clients to live thriving, abundant lives! And isn't that the POINT of BEING a Helping Professional? To empower people to THRIVE? How can you be empowering THEM to thrive, when YOU'RE not thriving?

The people I talk with who are NOT struggling with money any more have a different story. They have CHANGED their story. **They have decided (and that's an important word) to VALUE themselves and the gifts they are IN this world to give, and to see money as an exchange of values (not something dirty) that supports them in this sacred work.** They have chosen to interact with life and money from a mindset of abundance, and not scarcity.

And what if we took that even further? What if we decide that bringing spirituality to money and business success is part of our PURPOSE and the evolution of the species? What if you noticed that Spiritual and Happy people with money can change the world, and ARE—and you JOINED them?

Think of your favorite charity. Now imagine YOU writing them a check for \$10,000. What would THAT feel like? Selfish? Evil? NO! It feels Great! And it's part of living in an ABUNDANT world. And you making more money, you VALUING YOU and reflecting that in your pay, makes that possible!

So whether that means you increase your rates, stop taking insurance, or ask for that raise, once you believe that you DESERVE to be making a wonderful living, you will begin to ACT in ways that bring that into your life. And more importantly, when you open yourself up to the possibility that you can have an abundant life, your own intuition will begin to show you the ways to make that happen.

And you will inspire everyone around you to do the same!

When you have the mental—and financial—abundance to follow your intuition and your gifts, then you really CAN make the difference that you are HERE to make in the world.

So I invite you to look at how you view money. And if you're struggling with money, in any way, consider CHOOSING a new story. VALUE the gifts you have to bring to the world and CHOOSE a story of Abundance and Thriving, financially and in all ways. Then get ready for a whole new world!

If you're watching this video anywhere other than AriannaGray.com come on over and opt-in to get more FREE Simple Secrets for Blocking Burnout as well as the inside track to upcoming **Inspiration and Renewal events** for our Tribe of counselors and helping professionals. Remember: You ARE making a difference.