

## **A Miracle Solution**

Most of us recognize in the financial tool, "money," the clear and immediate answer of solving all of our problems in our lives. Even those people who think otherwise and do not live according to this perception, spend much of their time thinking about the subject, worries or solutions, and so forth.

Let's change focus for a moment and not discuss whether this dependence is correct. Rather, it is important for us to understand what the key is, the basics that enables us to invite and create physical abundance in our lives.

First, it is important to understand that a majority of people depend on the amount of money they have to define themselves socially. Such dependence effectively removes the individual's ability to achieve economic prosperity.

And how is this? Simply, the more dependent I am on something external to me, the more the "power" of that something rises on me. Then, both my behavior and my actions will stem from fear and survival.

For example, if I depend on a certain client for my livelihood, I will never be truly honest with him and say what is on my heart and certainly I will not dare to fire such a client. If my happiness depends on my wife, I will not dare act in a way that could make her angry or leave me. If I am financially dependent on my parents, I will not dare live my life as I am with full authenticity because of the fear of losing support.

In all of these examples, as well as our dependence on money, we can identify an experience of staying in place, reduction and fear, and it is not difficult to understand that reduction and fear are opposite things to independence and abundance. If I depend on the amount of money in my pocket to be "good enough," this dependence will create for me a fear of money, fear of deprivation and fear of anyone who might threaten my financial situation.

In each of these situations I create a clear barrier to the possibility of creating an economic abundance in my life.

It is no wonder that these perceptions of most people come in perfect economic correlation to the lack of money in their lives. Moreover, people who live in such an attitude, whether in one way or another (luck, idea or an invention this is extraordinary, etc.), will get a lot of money, will remain as frightened and restless as if they were in lack of stuff.

In order to win this vicious cycle, we must learn the "salesman's dilemma".

A salesperson who meets a customer and during the negotiation is calm and free from the need to be successful from the sale. The chances of such a salesperson to be successful in selling are far higher than the chances of a salesperson in need of a sale in order to maintain his place of work or in order to "finish the month."

The paradox is to free yourself from making money, before it is in our pocket...

It is a lot of self-work and determination, but the reward is great, literally.

How can we practice and change our approach?

1. Write on paper all your fears and concerns about money (I will not have a place to live, I will not be able to support my children, I will be a social outcast and so on).

2. Write down against every concern an opposite sentence (I am a talented person and I will always know how to make a living. I have loving parents which I can live in their home for a certain period of time if I need to. I am willing to wash dishes in two shifts in order to take care of my family, and the like.)

3. Write down later each line what you are about to change in your life (I am going to save each month a sum that will encourage calmness, I am going to go out to 4 business meetings in a week, beyond my current habits, etc.).