

MINDFUL PROCESS TO PROPEL YOU TO LASTING SUCCESS

Ready to Claim Your Money Motives?

Motive is a need or desire that causes us to act.

Each motive below has a positive influence in your prosperity, as well as some that may create challenge areas (named rascals when they make money mischief).

Prosperity means a thriving condition. Think of your Motivated Asset Pattern (MAP) as your Prosperity Personality because it applies to your success both internally (your well-being) and externally (your wealth).

The Money Motive Spectrum:

1 On the spectrum below, circle your first impression of which 2-3 motives are top desires in your money life (it doesn't mean the others are unimportant to you, but that the top ones are more often a priority to you).



The Money Motive List:

2 Using the list below, think about your primary desires when making Spending and Investing decisions. Put an “S” next to the one that most dominates your Spending decisions, and an “I” for your dominant desire with Investing. Your choice may be two different motives, or the same one for both spending and investing.

- _____ **GROWTH** – Motivation is ability to thrive.
- _____ **CONTROL** – Motivation is power to regulate or restrain.
- _____ **SECURITY** – Motivation is certainty and freedom from worry.
- _____ **VIRTUE** – Motivation is moral excellence.
- _____ **SIMPLICITY** – Motivation is uncomplicated clarity.
- _____ **PEACE** – Motivation is calm and freedom from conflict.
- _____ **SPONTANEITY** – Motivation is freedom from constraint.
- _____ **PRESTIGE** – Motivation is social esteem or distinction.

Money Motives

Attentive & Aware of what drives actions, given core motives

Three primary decision processes comprise your unique Motivated Asset Pattern (MAP):

Motivation • Avoid • Drive

Claim and Tame Your Motives:

3 Check the motives below that you selected from the previous exercises. Rate each from 1-5 (low-high) for their degree of dominance in your typical financial style. Connect any “avoid or drive” actions that may apply to you and to what extent you’d like to modify them for your wealth and well-being.

_____ **GROWTH – Motivation is** desire for ability to thrive, has tendency to **Avoid** Low returns... which **Drives** profit orientation and growth investing *stashed* in stocks (*Stasher rascal*)

_____ **CONTROL – Motivation is** desire for power to regulate or restrain, has tendency to **Avoid** Chaos... which **Drives** consistent savings, precise recordkeeping, and preference for *cash* (*Casher rascal*)

_____ **SECURITY – Motivation is** desire for certainty and freedom from worry, has tendency to **Avoid** Loss... which **Drives** cautious contemplation, limiting choices, *ashen* from worrying (*Asher rascal*)

_____ **VIRTUE – Motivation is** desire for moral excellence, has tendency to **Avoid** Greed... which **Drives** charitable inclinations & modest lifestyles that *bash* materialism (*Basher rascal*)

_____ **SIMPLICITY – Motivation is** desire for uncomplicated clarity, has tendency to **Avoid** Details... which **Drives** streamlined methods, procrastination, or *dashing* through tasks (*Dasher rascal*)

_____ **PEACE – Motivation is** desire for calm and freedom from conflict, has tendency to **Avoid** Conflict... which **Drives** cooperative compliance & inconsistent, *clashing* choices (*Clasher rascal*)

_____ **SPONTANEITY – Motivation is** desire for freedom from constraint, has tendency to **Avoid** Discipline... which **Drives** creative ideas & impulsive or *rash* decisions (*Rasher rascal*)

_____ **PRESTIGE – Motivation is** desire for social esteem or distinction, has tendency to **Avoid** Mediocrity... which **Drives** achievement orientation & affluent, sometimes *flashy* lifestyles (*Flasher rascal*)

MOTIVES

Prestige • Spontaneity • Peace • Simplicity • Virtue • Security • Control • Growth

SPEND ◀

▶ SAVE

Flasher • Rasher • Clasher • Dasher • Basher • Asher • Casher • Stasher

RASCALS

★ Money rascals are named for the type of mischief they sometimes make in financial decisions. ★

For more information refer to book *The Power in Your Money Personality*.