

# THINKING YOUR WAY TO RICHES

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## **THINKING YOUR WAY TO RICHES**

It sounds daft to say that the way you think can make you either rich or poor yet, to a very large degree, it is perfectly true.

'Aim for the stars and reach for the rooftops' is just one commonly voiced saying that almost sums up the right attitude.

I am sure that 90% of people live just beyond their means. It doesn't matter what they earn, they always need just that little bit extra. It amazes me that a person who only has themselves to cater for is just as badly off as some friends down the road to me who need J800 per month for a mortgage AND they have three children.

In building up my business, I used psychological stepping stones.

I knew that I couldn't make the business work in just one year so I set myself specific aims. To start with, it was just a matter of getting work so I aimed to do just that. I realised that my redundancy money wouldn't last forever so I aimed to get enough work to make at least half a weeks wage. I managed to do that for a few months so I stepped up the amount that I needed.

By gradually enlarging the amount that I needed, I stepped up my takings in little bursts.

A few mistakes made me realise that just earning enough to live on wasn't anywhere near enough. So, in my private accounts, I put in extra payments that didn't really exist. The idea was to con myself into believing that I needed more than I really did. It worked.

Although I knew that I had more money than I really did have, I still had that sense of urgency to find even more.

Another little psychological trick which I found extremely helpful was to pay all my bills as soon as possible. This meant that when I was in any financial trouble, I could always leave a bill a little longer before paying it.

Earning more money is not the only way to become richer. Another way is to spend LESS. Living within your means is just the same as being rich. Always wanting more and more only leads to misery.

It seems to be human nature to always want to work less, have less problems and have more money. It is only a little twist of the mind that can help us to want to work just a little more, handle just a few more problems and accept that we have enough money.

If you can develop that attitude, then you are RICH.

Working with the right attitude is very rewarding. Problems are a part of everyday life and finding answers is very satisfying. Except in a very few circumstances, living within your means isn't really as hard as many people make out and it certainly leads to greater peace of mind.