

## ARE YOU MONEY ATTRACTANT, MONEY NEUTRAL OR MONEY REPELLANT?

Many people have belief systems that effectively programme themselves to be poor (or middle class which is the same thing isn't it?). Immediately we might say 'Oh No, not me!', but let's look closer at our inbred belief systems.

Growing up and even now, what have you learned from friends, family, school etc? Do you have good experiences with money or rich people? Are they associated with scarcity or abundance? Do you resent rich people or success? Do you look for opportunities or believe there is only a limited supply of money and opportunity to go around?

What about the clichés that we all grow up with and sometime it seems New Zealander's have a propensity to lop off the tall poppy:

- Money is the 'root of all evil'
- Money doesn't grow on trees
- Money won't make you happy
- Money isn't important
- The rich get richer and the poor get poorer

John Key, Leader of the Opposition, is a good example of this last one not being true. Unfortunately, statistics would have us believe that most people are money repellent because their brain accepts negative statements more readily than positive ones. Look at the news media; what sells? – bad news! Could this also be why roughly only 10% of the population are able to fully fund their retirements without taking a drop in lifestyle? These money repellent mind sets, tend to bolster individuals capacity to justify their own less than healthy financial predicament.

'Money is the root of all evil' is one of the most misquoted sayings. It comes from the bible and is simply 'The love of money is the root of all evil'. Sort of like Scrooge McDuck sitting on his pile of gold and throwing it all about in joyful glee. Most people who accumulate money, do so, because they have a dream, a big dream. Further than that, they crystallise that dream by breaking it down into written achievable goals. The fact that they may not achieve the final end dream or goal is not as material to them as the fact that they achieve far more than they would ever have done had they not had a dream, a goal, set firmly in their sights. This is the difference between drifting (for fear of being better than you are) and succeeding.

Money is only a replacement for the increasingly ineffective ancient barter system and is purely a means to an end – the result of industrious endeavour. So rather than be money repellent, put on a smile and set a few written goals. You will be surprised at where that will lead you.

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