

*Secrets of
Successful High Earners*

**GOING TO THE
NEXT LEVEL IN YOUR LIFE**

Workbook

Barbara Stanny

Leading authority on
women and money

www.barbarastanny.com

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NEXT LEVEL IN YOUR LIFE**

Sample

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Welcome from Barbara Stanny

I want to extend my personal welcome to you. Today is designed to be a very powerful event. Today you'll begin a process that can literally change your life forever—in ways you may never expect. I hear this from the thousands of women who have been through my workshops and benefited from the strategies and exercises you will experience today. This is the day you will finally achieve mastery over your ability to make money.

In his remarkable little book, *Mastery*, George Leonard defined mastery as “that mysterious process where the difficult, even impossible, becomes progressively easier, more pleasurable with practice.”

That's precisely the process you are about to begin. Granted, if making money has been a lifelong struggle, you may wonder how in heaven's name it will ever be easy, let alone pleasurable.

But Leonard assures us this outcome is attainable to all, not just the super smart or the early starters. “It is available to anyone,” he says, “who is willing to get on the path and stay on it.”

This workbook is meant to get you on that path, and help you stay on it. What you are about to learn comes from workshops I began giving while researching my book, *Secrets of Six-figure Women*. Though today is a shortened version of that two-day workshop, it is meant to start a process that will continue long after you leave.

If you want to experience my complete workshop, you can read my latest book, *Overcoming Underearning®: A Five-Step Plan to a Richer Life*, or sign up for a two-day intensive I offer several times a year. Plus I have a CD: *Guided Exercises for Overcoming Underearning*.

Visit www.barbarastanny.com for more information.

Your workshop facilitator will do his or her best to make sure you leave this workshop with a full understanding of the five secrets to successful high earning. In addition, you'll create a personal road map that will take you to the next level in earnings. But don't be surprised if the impact of these secrets goes far beyond money. Former workshop graduates reported that the most common results of the workshop were—in this order—significant weight loss, better financial habits, more leisure time, improved health, increased optimism, and enhanced relationships.

What This is Really All About

When you get right down to it, this workbook isn't about money at all. Not really. Money is simply a metaphor we'll use for claiming your power. A powerful woman is someone who knows who she is and can express that in the world. Money is a potent tool for living life on your own terms. Conversely, there's no better way to limit your power than by lowering your earning potential.

I believe your soul, your higher self, your inner wisdom has put this workbook in your hands. The part of you that wants to become more of who you are, live the life you were meant to live, and make a difference in the world. This is really what this work is all about.

*Money is congealed energy,
and releasing it releases life's possibilities.
—Joseph Campbell*

A few words about doing the exercises in the workbook:

- Don't try to find "the perfect answer." There's no such thing.
- Don't think too much either. It's best to write the first thought that comes to mind.
- Your initial response is not as important as what the questions trigger later. That's why it would be helpful to buy a journal to continue recording your thoughts in the days and weeks that follow. Your most valuable insights may come when you're driving home, falling asleep or taking a shower.
- After the workshop, call a friend to discuss your findings and feelings. Discussion leads to further insight.

It's easy to forget valuable insights. As you go through this workbook, when ideas pop up, jot them down—there are lots of space for notes.

Now let's zero in on your situation with a quiz.

Secret Five: Respect & Appreciate Money

Financial Independence does not come from what you make... it comes from what you do with what you make.

Just because you make a lot of money, doesn't mean you'll _____

Conversely, you don't need a lot of money to _____

Financial independence requires you to respect and appreciate money by _____

Example

Jane earns \$500,000 per year but only manages to save and invest \$2,000 a year. At that rate, at the end of 10 years with 8% growth, she'll have \$29,389 in her retirement account.

Sue earns \$75,000 per year but manages to save and invest \$10,000 a year. At that rate, at the end of 10 years with 8% growth, she'll have \$146,945 in her retirement account. That's a whopping gain over Jane of \$117,556!

Get Excited About Compounding Interest Tables

If you've never plugged figures into a compounding interest chart, find one online and you will quickly learn to appreciate how even small changes to your spending and investing habits can produce huge dividends.

Four Rules for Respecting & Appreciating Money

1. _____

The big secret to achieving higher earnings is to stop _____

2. _____

3. _____

4. _____

Giving generously without following the first three steps is an act of self-sabotage. Not only do you jeopardize your future security, but you greatly diminish the impact you can make with your money.