

Psychology Of The Selves

Understanding why money results are hard to change

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There's something wrong!

When it comes to ***making more money***, most people find it difficult, hard, confusing, not happening, and confusing... all which host a number of feeling related responses.



But making money is relatively easy and most people have been doing it all of their ***adult lives***.

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There's something wrong!

In simple terms, making money is an exchange process... a ***mental*** and ***behavioural*** process. And that's how most people make money. But, what about ***more money***?



It's also a ***mental*** and ***behavioural*** process that's just a bit different to the way most people make money.

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Problem!

And therein lies the **problem**. For all of their adult lives, people have been socially engineered to **make money** one way... and all that conditioning creates barriers to...



...**making money** in leveraged and entrepreneurial ways.

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Problem!

Unresolved **social engineering** promotes mental and behavioural processes... including ideas, beliefs, attitudes, skills and model of the world that continually default to the **money making** capacity...



...you've been
socially engineered
to use.

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This weekend

This weekend is designed to look at where **social engineering** causes mental, emotional and behavioural blockages to making more money.



I'll be sharing **content** and
context...

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Skills

...but actually moving past **social engineering** requires the development of new thinking and behaving **skills**.



This weekend examines different forms of relationships that prevent **more money** from happening.

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Heroes' Journey

An important perspective on the journey of **economic** and **personal** freedom, is that you're either the **hero** of your own story or a **casualty** of civilising society.



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Psychology

Psychology is the study of the psyche and how the **mind** and **emotions** work with each other. The reason why most people never experience **financial freedom**...



...is because their psyche and emotions have been **conditioned/socially engineered** to achieve the exact **opposite**.

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Psychology

While the act of making more money is relatively **easy**, the ability to overcome a lifetime of conditioning around money is the most difficult thing to achieve for most people.



When you have a ***lifetime of investment*** in being ***you***... its difficult to give up that investment.

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Many selves



We often think of "***ourselves***" as being one '***self***'. But the process of human socialisation gives birth to many '***selves***'.

Personality is not a single unit, it's a multiple of units, a combination of ***selves***. Each '***self***' has a particular role, and each '***self***' behaves differently in different situations.

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Hal and Sidra Stone



To understand the effects of conditioning, we can turn to the work of psychologists Hal and Sidra Stone and the ***psychology of the selves***.

Collectively, our ***selves*** control our thoughts, actions, emotions and behaviour. They determine how we see the world and either ***expand*** or ***limit*** what we do.

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Adaptation



Every minute of every day, our brain is **adapting** to its environment.

This means that different **selves** develop according to the environmental influences they receive. When it comes to money and relationships what environment has your brain adapted to?

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Vulnerability



Because we're all born **vulnerable** and defenceless we must depend on adults for all our needs.



This means we automatically **download** and **adapt** to who they are and how they engage their world.

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Protection

As we develop, we learn to live by **sets of rules** and "our selves" become **conditioned** to the rules of our environment in order to survive the **vulnerability** we're born with.



As infants, we learn that our emotional needs are better satisfied by **pleasing** adults rather than **displeasing** them.

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Disowned selves



Selves that receive **validation** are encouraged to strengthen and grow.

Selves that experience **invalidation**, become suppressed and **disowned**.

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Protection

In order to protect our vulnerability, we learn to armour our "**selves**" with sub-personalities such as the **protector**, the **controller**, the **pusher**, the **pleaser**, the **inner critic**, the **perfectionist**.



To survive the **disapproval** of others, we learn to **position for approval** at the expense of our individuality.

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Approval - disapproval

Through **reward** and **punishment**, **approval** and **disapproval**, we learn to fit within the behaviour streams of our economic and cultural environments.



Independence is shunned so we learn to do as everyone else is doing.

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Approval - disapproval

The more we **fit in** the less **vulnerable** we think we become. There's a perception of safety in being like everyone else. By **doing the right thing** and fitting in...



...our emotional needs attract the **approval** of others. Many selves never develop past this point.

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Approval



Over time, approval seeking sub-personalities allow you to blend into **normal**.

You become **conditioned** by all the **approval** mechanisms that operate within society.

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Disowned selves

During our formative years, **positive role models** for freedom and independence are not available, so these **selves** remain **undeveloped**.



Our money self learns from, and adapts to, its environment. For most people, it's an **earn, spend and borrow** environment.

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Disowned selves

Disowned selves fracture wholeness and this creates imbalances and blind spots in our lives. If left in place, these imbalances cause...



...“**mindset**” limitations, limiting beliefs, automatic behaviours and fractured inner dialogues.

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Dis-approval



Within the “**norm**”, sub-personalities that could develop more **freedom** and **independence** are **disapproved** of.

So the very sub-personalities that could help you enjoy more **money** and **freedom** become **disowned** and **buried** deep within your subconscious.

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Vulnerability

Vulnerability is not rewarded whereas conformity is. Some **selves** find that extroversion, being good at sport, critical thinking and debating attract **rewards**.



In order to protect from disapproval, the **protector/controller** makes sure that otherwise useful sub-personalities remain shunned.

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Illusion

The further from **vulnerability** you move, the more seemingly powerful you become. But this perceived power is an **illusion**.



In reality, the more you seek **approval** the less control you have.

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Your protective selves

The more **protective selves** you keep in place, the more **your view** of the world remains the "**right**" view...



... and the more you defend your inner world... your **story**.

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Vulnerable

The stronger your **primary selves** develop, the more **inflexible** and "**protected**" you become. This reduces your potential. Paradoxically, the more relaxed and **vulnerable** your ideas...



...beliefs and values can be during **money** and **learning** programmes, the more potential you have for growth.

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Fitting in

The more you '**fit in**', the more you lose access to your **individuality** and every form of relationship that develops after this, is affected by this **loss**.



What you bring to personal, professional and money **relationships**, is a combination of the **conditioned selves** that form your identity.

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The lack of freedom

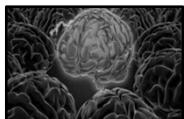
While you continue to seek the **approval** of others, you can never **free**.



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Sub-personalities



Your sub-personalities are not **static** or fixed and can be **developed** into mature versions of their potential.

Undeveloped, each sub-personality rests as **untapped** potential until its purposefully awakened, taught, amplified, strengthened by practice, and transferred as **skills** into real life situations.

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Multiple intelligences

Psychologist Howard Gardiner, maintains that each sub-personality is **independent** of the others. Each has its own strengths and weaknesses...

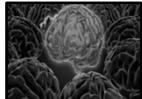


...and each **sub-personality** needs to be developed through an **unencumbered mind**.

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Innate genius



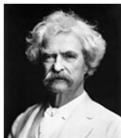
In order to develop into their mature expressions, each sub-personality needs **three factors** to be present.

1. A role model for that particular sub-personality.
2. A dedicated program of learning for that sub-personality.
3. A supportive **psycho/social** environment for that particular sub-personality.

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Augmented learning

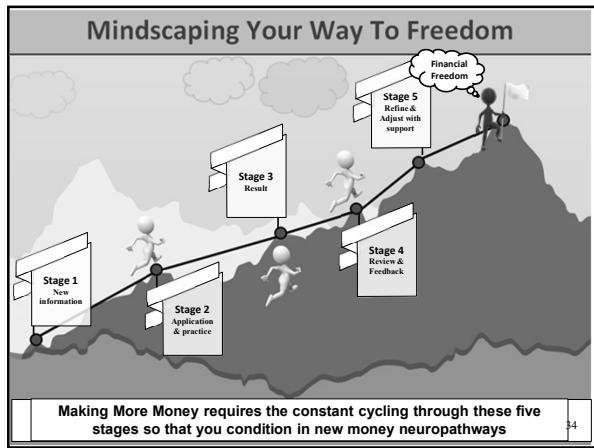


Mark Twain observed that, "The inability to forget is far more devastating than the inability to remember."

In other words, failing to let go of **augmented learning** is far more devastating than not knowing what to do. Failing to let go of **old stuff** traps you in your **zone of comfort**.

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