



Money, money, money...



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People talk about wanting money, wanting more of it, and about what they would do with more of it, playing endless games of denial regarding what money represents in relation to their core issue of self worth. Money has little to do with how hard a person works and has a whole lot to do with how a person values their talent and themselves.

In the program, Build The Strength Within, there are 11 self assessments, one of which is **Your Fiscal Comfort Zone**. I ask participants to look at how they think about their dollar value, what they earn, and what they would *like to earn*. Not surprisingly, this generates a lot of dialogue, some of which is angry and frustrated.

Why?

Some people become insulted by the exercise. Either they feel they are good with money or they feel the world has been unfair to them financially. The focus, however, should be on the relationship you have with money. People who believe that money is simply owed to them are at risk ethically. People who are intimidated by money will never ask for more of it, even though they may be worth it. Those who are cavalier or naive about money will simply squander it. Money issues are more frequently at the core of marital problems, family challenges, and business failures than anything else.

In a business, it is important to know not only how you relate to money, but also how everyone on your team relates to money. It is vital.

When we screen prospective individuals for employment, it is important to gather a range of information, including candidate status on their fiscal comfort zone. If you'd like to add this element to the formula that creates a profile of your candidates, send me an e-mail, and I will share the tool with you. After all, we all respect the bottom line.

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