

THE 6 FIGURE LIFE HACK

CHANGE YOUR MIND-CHANGE YOUR LIFE!



THE LIVE YOUR BEST LIFE ACADEMY
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In today's world, it can be very difficult to find personal and professional success. You can work your whole life and never become a six-figure income earner. Let's not kid ourselves, financial freedom is extremely important. Although, developing a more fulfilling life is the goal. Someone who is fulfilled has a meaningful life that is bursting with purpose and satisfaction. From a mental health perspective, a person's mind, body, and soul are in alignment. So, ***what is the secret?*** After 40 years of living and scratching and scraping to survive, I realized something had to change. **I felt stuck and helpless.** I started to believe that no matter what I did, I could not move past where I was. Next, I worked on chasing degrees and credentials thinking that that would make a huge difference in my life.

Then, one day the secret became clear to me. I must change the way that I think to change my life. After that, my whole life drastically changed. For the first year, I made over six figures and began to see my true value. Fortunately, that was many years ago and now I am an entrepreneur with multiple six-figure businesses. My goal is to break the seven-figure mark within the next 12 months. Now that I have more financial freedom, I'm able to do exactly what I'm designed to do. I have been blessed and now I have a responsibility to be a blessing for others. Also, I believe that you can do what I did and change your life. You must do your work and utilize these three important steps below to start your journey of changing your mind and your life.



3 Step Life Hack:

- 1. Understanding how important your mindset is to your financial & personal success**
- 2. Understanding the basics of scarcity and an abundance mindset**
- 3. Commit to financial stability**

Step 1: Understanding how important your mindset is to your financial & personal success

To get the growth and the movement that you want in your life, your mindset should be the first thing that you focus on before anything else. The way you think directly impacts your behaviors and your emotions. This concept is often used with counselors in a theory called cognitive-behavioral theory or CBT. It has been scientifically proven that the way you think directly impacts your life satisfaction and level of success.

- People tend to have two types of mindsets that we need to focus on. The first type is a scarcity mindset where people are limited and often operate from a place of fear. The second type is an abundance mindset where people have bought into the idea that the sky is the limit, and they have limitless potential. So, if it has been proven that the way we think impacts your personal and professional success, then hopefully you can see why an abundance mindset should be obtained.
- People with these different mindsets think and respond to information differently. Those with a scarcity mindset - their brains are focused on obtaining information about how well they've done, for example, what results they can accomplish. For folks with an abundance mindset, their brains are more focused on receiving messages on what they could do to improve.
- When we adopt an abundance mindset, we tend to incorporate more positive and life-enhancing behaviors. Our first step is to determine the way

Step 2: Understanding the Basics of Scarcity vs. Abundance

Scarcity	vs	Abundant
Not enough to go round		More than enough to go round
I need to make sure I look good if I am to succeed		If I succeed and you succeed, we all succeed
I can't afford to do 'X'		I can afford to do instead
Reluctant to contribute and share information, resources, time		Open to collaborating and sharing what is required
I have all the answers		Willing to learn from others
Promotes only self and accomplishments		Promotes others and their achievements
Dictates and micromanages		Openness and trust

Scarcity

So, let's take a few moments to think about what a scarcity mindset is. A scarcity mindset is a mental shift that comes from the belief or perception that resources or what we need is limited. This thinking impacts our brains due to our brains having limited bandwidth. Therefore, the attention that we place on an immediate problem cannot be placed somewhere else. This is very helpful if we are in a place where we must focus on getting our needs met, i.e., hunting for food and building shelter.

- The scarcity mindset also makes it very difficult to escape poverty or maintain resources that just barely meet your needs. For some people, limited money makes us have an extreme focus on short term things versus planning and being optimistic about the future
- The effects of scarcity go way beyond the brain. Science has shown that there is a link between scarcity thinking and poor health. This is often due to

chronic stress because of financial concerns and struggling to have even the most minimal resources to fulfill our basic needs.

- When an individual has a scarcity mindset, it can become very easy to see why a person feels stuck. Just imagine the feelings that come from thinking that no matter what you do, nothing seems to change for the better.

Abundance

We need to remember that both scarcity and abundance mindsets have to do with the way that we think impacting or manifesting our current reality. Alternatively, the mindset of abundance doesn't necessarily mean that you always have unlimited resources. What it does mean is that deep down inside of us we truly believe that we deserve good things in life and we find ourselves being grateful for everything that we receive.

- Acknowledging what we have and being grateful is the foundation of an abundance mindset.
- It all comes down to this: once we start giving, then the universe will start allowing us to receive. We cannot get without giving. With an abundance mindset, we have no problem giving because we know that there is an abundance of opportunities that we will receive.

Time to Process....

Please take some time to process your thoughts and feelings. Use the space below to just write and get things out. What feelings and thoughts came up for you? What triggered you? What did you learn about yourself? What work do you need to do?

Step 3: Committing to Financial Stability



Alright, here comes the difficult part. Money, money, money! We spend most of our adult lives focusing on developing ways to make money. Unfortunately, years of stressful thinking come along with the process. Although, people often say that money does not buy happiness. There is some truth to that statement, but money does provide people the opportunity to have some comfort and peace. Comfort and peace of mind are more important than the money.

So, what is financial stability? Financial stability has to do with the way that you think about money. You should feel confident and completely stress-free when it comes to your finances and managing them. Therefore, you're not all stressed out when it comes time to pay your bills; you can pay yourself first or save; and maybe even become debt-free. ***Do you see why an abundance mindset is so important when it comes to the way we think about money?*** If we have an abundance mindset, we do not mind investing or spending money because we have a belief that we deserve and will receive more. Here are some steps to move you towards becoming financially stable, after you've shifted your mindset from a scarcity mindset to an abundance mindset:

- Become financially literate. Learn as much as you can about effective ways to make money and how to spend it in ways that does not harm your stability.

- We must live below our means. This is easier to do when we aren't allowing material things to give ourselves worth. This means we value and love ourselves. We don't need material objects to somehow make us look a certain way to others around us
- Budgeting from an abundant mindset perspective
- Paying yourself first with the belief that more money will come your way
- Utilize all the tools and resources that are available to help you manage money more effectively
- Develop a debt payoff plan
- Use all your varying skills to make more money
- Develop a financial plan to guide your process. Plan your work and work your plan!

Commitment

You should want to take positive action and decide exactly what it is you wish to achieve in your life. Then, set your goals. Once you have set your mind on what you want, you should go into it with utter conviction and commitment. When you are planning and setting out your goal, you must have a firm conviction that you will achieve your goal. **This means doing whatever it takes!** One strategy is to visualize your goals from beginning to end and see yourself achieving whatever it is you set out to do. Please use the space below to write at least 5 ways you can commit to keeping an abundance mindset. Also, describe why you are worthy of obtaining your goals/happiness?



Dr. Cal E. Spinks Ed.D, LPC, NCC, & BC-TMH has been in the mental health field for more than 20 years and is currently a Counselor Educator, radio personality, and author who trains professional therapists to effectively provide culturally affirming mental health services to diverse communities. His previous life challenges wounded him severely. His trauma around being physically, sexually, and emotionally abused and neglected; left him lost and stuck.

Nevertheless, he did his necessary work to move past the past and find peace in the present. He accepted his life experiences, forgave himself and his abusers, identified and shared his painful feelings, and grew through therapy and introspection.

Now, he has become a strong advocate for education, mental health, and spiritual growth. His story of overcoming serious trauma and homelessness allows him to form deep connections with others. These real-life experiences prove that traumatic growth is real. Fortunately, he can utilize his previous experiences to benefit others. My hope in writing this e-book was just to ignite the fire inside of you! It's time to change your mindset and change your life!