

# The Outer Circle: Your Money MasterMind



**In this session you'll dig into the idea of the MasterMind, which is a critical component in your path to making more money. You'll learn exactly what a MasterMind is, what impact it has on your money-making ability, and how you can use it to get bigger, faster results in your financial world than you ever thought possible.**

1. We inherit most of our ways of thinking from the people around us, known as our Reference Group.
2. If a person leaves the Reference Group and learns a bunch of new skills, but then goes home to the old Reference Group, they will tend to quickly lose the skills and revert back to their old selves. No change sticks unless you change the reference group too. That's how powerful of an influence it is.
3. Health, self-esteem, income - you are an average of the people in your Reference Group.
4. Napoleon Hill came up with the idea and the term "MasterMind": A group of success minded people you meet with regularly, with the purpose of helping everyone in the group become more successful. (Napoleon Hill said no great success is possible without it.)
5. We all Mastermind either unconsciously or consciously.
  - a. Unconsciously means we don't exercise discretion on who we let into our lives.
  - b. Consciously means you intentionally put people in your life who embody characteristics you'd like to adopt or results you'd like to have.
6. Your personality is really a "patchwork quilt" of behaviors you've seen in the people around you, starting at a very early age. Now that you're grown up, you can consciously choose to surround yourself with role models that add to your quilt in a positive way... and help you evolve and become a better person.
7. When you realize how much you're influenced by the people around you, you can wake-up and exercise more of your free will.
8. You have very sophisticated rationalization mechanisms that make you good and smart, and make other people bad and dumb.
9. Friction: any place where things are stopping each other.
10. Most people plant seeds of future friction throughout their life without knowing it - then when the seeds sprout and cause friction they complain - without realizing they were the ones who planted the seeds in the first place.
11. The idea is to remove friction and then put causes in place that create success automatically.
12. The first step is to remove friction at the MasterMind level.

## Exercise:

- a. *Make a list of the people in your life that are negatively influencing your mindset, motivation, mastery, or money in a negative way.*
13. We can't change other people, but can give them information that they may take to convince themselves that it's in their best interest to change. One way to do this is to change your own behaviors.
14. Taking responsibility for your own life and thinking for yourself - this is the biggest question there is. It's about growing up and seeing reality as it is.
15. If you had it to do all over again, would you do it differently?
16. Many of us have complex family situations, and we get triggered by family stuff even if we're successful in other areas. It's OK.



# MONEY Psychology

