



SEAN WILLARD

HAVE A LIFE ATTACK

ABUNDANCE  
WORKSHOP:  
MORE FLOW,  
MORE MONEY,  
MORE FUN!

Lesson 1: Mastering the Abundance  
Mindset

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Learning Objective: Defining abundance and understanding abundance is not greed.

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\*Please note this is NOT for resale or giveaway.



## LESSON 1: Abundance Workshop: More Flow, More Money, More Fun!

The idea of abundance is not freely spoken about and alternative ideas like the Law of Attraction are often mistaken as magic. However, there really is no magic to living a life with a positive attitude, believing that abundance is yours to be had.

While many people might think this abundance idea is “woo woo,” in actuality, there’s scientific research that supports two different mindsets that affect how we live our lives. Whether you call it an abundance mindset or a growth mindset, the end result is the same: You believe that you can improve your life and you’re not afraid to look for opportunities to do so.

A scarcity mindset – aka limited mindset or limited beliefs – keeps you cemented in place, believing that life won’t get any better than this, so you better not rock the boat. It’s not important to identify yourself as one or the other right now; just know that it IS possible to change your mindset to achieve a positive outlook on life.

Are you ready? Let’s get started...

### STEP ONE: DEFINING ABUNDANCE

“Abundance” is a word that’s getting a lot of traction these days; it’s a buzzword that you’ll hear often but do you actually know what abundance means or looks like in your life?

Everyone’s experience and definition of abundance will be different, but the traditional definition of abundance is, “plenty; a large quantity of something; affluence or wealth.”

Maybe you have an abundance of shoes or clothes in your cupboard. Or maybe your kids have an abundance of toys in their toybox or basement. These are literal interpretations of “abundance” but truthfully, abundance is about so much more than the physical ‘stuff’ in your home or the amount of money in your wallet.

While money is certainly important for everyday survival (and that’s usually the first thing we think of when talking about abundance) take a look at every aspect of your life. You can create abundance in any or all of these areas. Let’s divide these areas into: Health/Fitness, Family/Friendships, Recreation/Adventure, Money/Finances, Career/Business, Love/Romance, Religion/Spirituality.



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Feel free to take out a journal or notebook to jot down your own notes during this exercise. And if it feels overwhelming to look at EVERY life aspect at once, choose just one area and take notes about what you currently have, what you want to have (goals), and what baby steps you can take to achieve those goals.

Here are some common examples of abundance in different areas of life:

- ***You can have an abundant relationship and friendships.***

While you don't have multiple spouses, look at how you love and care for each other. Does s/he light you up when they enter a room? Does s/he perform unexpected household tasks or random acts of kindness? Do you have an intimate love life? Those are all examples of abundance.

Now think about your relationships with your children, siblings, and other extended family members. What's your level of dedication and commitment to each other? How often do you speak or visit with each other? Do you feel like you "start from where you left off" when you visit or talk on the phone, like no time has passed? This is abundance. It's NOT just about how many Christmas gifts you receive or how expensive those presents are; abundance in relationships is so much deeper than those physical items.

Moving on to friends. Abundance can mean you have many friends, or it can mean you have a small group of close friends who you know will have your back if you ever needed them. Or maybe you have a mix of both. Maybe you have that one die hard best friend to whom you tell every secret. That intimacy is a level of abundance. Everyone's definition and need of abundance will be different.

- ***You can be abundantly healthy.***

Remember that health is much more than maintaining a healthy weight. While you might not have a weight problem, think about how the rest of your body performs. If you can wake up and get out of bed without pain and stiff joints, I call that abundance! If you don't have any major diseases or chronic illnesses, that is abundance. If you move your body every day and have made lifestyle changes that have reduced your prescription dosages, that's abundance.

Also think about any health goals you might have. Finishing your first road race? Triathlon? Bench pressing or leg pressing a certain weight? The fact that you can reach those goals is abundance.



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- ***You can have an abundance of opportunities and fun.***

Opportunities and fun impact every aspect of our lives, right? You can have business opportunities; social events with friends, family, or coworkers; or an abundance of food, especially around the holidays. Maybe friends invite you to some local events and before you know it, your weekends are filled for a month. Abundance is present everywhere you look.

- ***You can have an abundance of adventure.***

“Adventure” also has its own definition and will vary depending on who you ask. Your adventure might be going to a favourite spot by the river to fish while someone else might want to go jet skiing instead. Exploring your local hiking trails or walking the Appalachian Trail. Bike riding your local mountain bike trail or across the country. You get the idea.

- ***You can have abundant wealth or finances.***

This one seems pretty obvious but let’s look further than what’s in your wallet. Do you have an emergency fund? Do you have a retirement plan? Do you have an investment portfolio? How much money do you consider “wealthy”? Having one or all of these things are varying degrees of abundance. Not having to use any of these funds until retirement is also abundance.

- ***You can have abundance in your career or business.***

Have you been promoted and/or received a raise? Did you meet your goal of opening your own home business? Do you have clients who are searching for YOU? Do you feel fulfilled or passionate doing your work? Do you wake up excited to start working? More abundance examples.

- ***You can have abundance in your love and romance.***

If you’re married, this section is directly linked to relationships. For most people, the more love and romance you have with your spouse, you’ll naturally have a deeper and more intimate relationship. If you feel that you’re lacking love and romance, then chances are your overall relationship is also strained.

But if you’re single, then love and romance might play a larger part in your life, especially if you’re actively looking for a spouse. Just like the friends example, you might have a long list of potential partners – which fits your abundance description – or maybe you’ve made a connection with someone and are working on deepening that relationship. Both of these count as abundance.



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- *You can have abundance in your religion or spirituality.*

Do you feel at home in your place of fellowship or worship? Is a quiet time or religious reading part of your daily routine? Do you feel deeply connected in your religion or spiritual studies? Do you feel comfortable talking about religion and/or spirituality with others? Do you make time for volunteer work and prayer? Abundance.

The bottom line is: Abundance is about having enough of the most important resources, things, and people in your life. While money is important for survival, it is NOT the most important thing in life. No doubt you've heard plenty of stories of wealthy people who still weren't happy or felt like they were missing something important. As the old saying goes, "Money doesn't buy happiness."

In fact, research has shown that abundance (in all forms) has a bigger impact on happiness than just money itself. When you feel abundant, you're more likely to be happy. We all know that accumulating wealth isn't a surefire path to happiness (but it's not a bad thing).

## STEP TWO: UNDERSTANDING THE ABUNDANT MINDSET

Are you still unsure about the whole abundance aspect? Even though it may not make total sense to you, the idea of abundance is truly rooted in science.

Scientists say that the Universe is always expanding and growing with new stars constantly being created, which means we truly live in an abundant universe. Other abundance experts believe that the world truly has enough abundance for everyone, so you just have to visualize it and then take action steps to achieve it.

Some people mistake abundance as wishful thinking, where you close your eyes, make a wish, and you'll receive your wish. To be clear, we are NOT talking about birthday wishes or magic! No one will magically drop a pile of cash on your lap or drive your favorite sports car into your driveway simply because you thought about it. Abundance takes action to come true.

Visualization is a powerful tool because you can see yourself living your dream life. But visualization is meant to spur you into action to achieve everything you just visualized in your mind. That visualization is meant to spur your momentum and get you excited at life's possibilities.



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Abundance experts also believe that you have to FEEL abundance in order to attract it into any area of your life. And to feel abundant, you need to develop an abundance mindset – sometimes called abundance consciousness.

What does abundance have to do with your mindset? Stephen Covey, famous author, coined the phrase abundance mindset, which he described as the idea that “there is plenty out there and enough to spare for everybody”. If you truly believe that the world is abundant, then you won’t fall into a scarcity mindset, which describes when you’re afraid you won’t get your fair share and you worry about everything. Scarcity is the exact opposite of abundance and we’ll discuss that in a few minutes.

Cultivating an abundance mindset is the act of becoming aware of the existence of “plenty” in your life and connecting with it – even if you don’t have it at the current moment. When you have an abundance mindset, you can literally see the abundance around you, in everything from the environment (like an abundance of trees) to your own life (maybe you have an abundance of toilet paper!) When you work at finding what already exists in abundance around you, you train your mind to recognize more and more of the good things that already exist. You also start to recognize the abundance of opportunities there are to create MORE abundance.

This abundance mindset can help you break through limiting beliefs and open up your mind to wider opportunities and a new point of view on your life, what you currently have, and what you’re capable of achieving. A common practice for creating an abundance mindset is practicing gratitude and the easiest way to do this is with a gratitude journal. Simply start by writing down 5 things for which you’re thankful. It can be as easy as the sun shining or as deep as your child surviving a severe health challenge. Whatever makes you grateful for your life is worth recognizing, no matter how small.

### **STEP THREE: BENEFITS OF AN ABUNDANT MINDSET**

Think this through for a moment...if you’re practicing gratitude and making a conscious effort to notice abundance around you, what do you think happens to your general outlook on life? Of course, it becomes more optimistic! You’ll start to notice the silver linings in most situations (you’re still human; it’s OK to freak out if something goes wrong!) and usually after an angry or emotional reaction, you’ll realize the lesson that comes from the situation. The more you adapt an abundance mindset, the shorter amount of time you’ll be angry when stressful situations arise.



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Another premise of abundance is that “like attracts like”. So, if you are naturally optimistic and notice abundance around you, you’ll continue to notice abundance. If you’re pessimistic and stuck in a scarcity mindset where you think nothing ever turns out in your favour, then you will continue to notice problems all around you. That’s another scientific fact based on how the brain filters information; whatever you focus on is deemed important to your brain and that is the information the brain allows into your conscious mind.

Focus on abundance, and you’ll keep noticing the good. Focus on scarcity, you’ll keep noticing the bad. Again, it’s not magic; it’s simply a matter of brain function.

There are a few other less-talked-about benefits to achieving an abundance mindset. As I mentioned, when you truly believe in abundance, you believe there’s enough for everyone which makes you less attached to things, people, places, etc. because you know there’s more than enough out there for you. You start to believe the right things will always find their way to you, and you start to relax into letting things flow into and out of your life with ease.

When you have an abundance mindset, you’re more likely to achieve your dreams because you see opportunities everywhere. You have also visualized your dreams, so you’ll notice those opportunities that will propel you toward reaching those dreams more quickly. Can you make a misstep and still take an opportunity that is not directly related to your dreams? Sure, we’re only human. But when you adopt an abundance mindset, you’ll have the awareness to ask yourself whether the opportunity is beneficial or not. Someone in a scarcity mindset is more likely to jump at every opportunity simply because they’re afraid another opportunity may not come around.

Those with abundance mindsets are also less resentful and jealous because you start to believe in your bones that what someone else does or does not have has nothing to do what you can have. Instead of being jealous because a competitor has grown their business this year, your abundance mindset will motivate you to look for opportunities to grow your business. Instead of being afraid of your business collapsing (for whatever reason), abundance allows you to trust that your clients and customers will find you. Maybe the baby step toward more clients is taking a more active marketing approach or tweaking your current marketing campaigns or sending to your email list more frequently. Start with small changes and track the abundance that follows.

Abundance also makes people more positive about themselves and the future. An abundance mindset makes it easier to expect good things to come your way. Even if you’re not quite clear on your business vision yet or what you want to achieve in the next year, abundance and a positive attitude will instill a calm demeanor, so you’ll still be happy while figuring out your vision or next steps.



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Being more positive about yourself also leads to taking risks or trying new things with your business. Abundance and self-confidence might lead you to organize an online summit to build your list while educating your followers. Or maybe you bite the bullet and plan a VIP retreat on a tropical island for certain invitees. These things can be scary if you've never done them before, but your abundance mindset will lead you to the process for completing them – or to team members who have experience so you can outsource these tasks.

Those with an abundance mindset are also more likely to share & give. Because you believe in abundance, you won't worry about whether you can afford charitable donations; you'll just make them without a second thought because you know the money you give will come back to you. These people are also less likely to feel guilty about what they have because they believe there's enough [wealth/love/health/money/romance/spirituality, etc.] in the world for everyone to enjoy. They also believe that everyone has the opportunities to gain abundance if they take action.

With an abundance mindset, you're not afraid to go after what you want because you have confidence in yourself, but you also want less because you appreciate all you have. Remember, going after what you want doesn't have to be a physical object. Maybe you are completely happy with your home, but you desire the ability to work only 3 weeks each month and use the 4<sup>th</sup> week for time off. You can design your life this way with an abundance mindset, knowing that you have the clients and ability to utilize your work time efficiently. In this example, you're happy with what you have (the physical home and business) but you're not afraid to design your 3-week work schedule.

Lastly, people with an abundance mindset don't completely lack desire, especially if they have reached their definition of success or abundance. In fact, they tend to crave learning and love setting and achieving goals because they know abundance will lead them to earning more in every area of life.

### STEP FOUR: UNDERSTANDING THE STRENGTH OF A SCARCITY MINDSET

Before we get into exactly how to cultivate this type of mindset, let's talk about its opposite: the scarcity mindset. I mentioned this earlier in this lesson but it's important to understand just how strong both of these mindsets can be.

The biggest roadblock to abundance in any area is a scarcity mindset. Why? Because those with a scarcity mindset believe that there are limited resources available, that life is unfair, that resources are forever shrinking in size, and that they have to compete with others for those resources at all times.



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Sometimes they think they're cursed because bad things seem to happen all the time. Some people might settle for a job they don't like because they believe that all work is drudgery, so what's the point in looking for another job. People with scarcity mindsets do not open businesses!

Scarcity is often present relating to our health, not necessarily related to a lack of food but rather a lack of belief that they can lose weight or make healthy lifestyle changes. Excuses start to pile up about how difficult the eating plan is, how they don't have the money for a gym membership, or how fitting into a bathing costume simply isn't a priority. Excuses are part of the scarcity mindset because you believe the limitations that you put in your own way.

***Remember, if you fight for your limitations – you get to keep them!***

Of course, this isn't to say there aren't some resources that ARE actually limited. But people with a scarcity mindset feel this way about EVERY resource and miss ALL the opportunities as a result. They can wind up depressed, overwhelmed, and afraid to take action on anything to make any area of their life better.

As you can see just from these few examples, scarcity is a very limited way of thinking and it's also a self-fulfilling prophecy that winds up limiting the amount of abundance you experience, simply because instead of opportunities, those with scarcity see limitations that can't be broken.

But all is not lost! You always have opportunities to change your life; whatever you don't like, YOU have the power to make a decision to change and then take action. YOU alone can get healthy by using the tools you've been given; you just need to eliminate the excuses and limitations first. You alone can find a better paying job, but it won't fall into your lap; you need to visualize what job/career/business would light you up and then go searching for it.

Also remember that we're all human, so we all run the risk of slipping back into a scarcity mindset when things get rough. We'll go over some exercises for shifting your mindset but also remember that if you find yourself slipping into scarcity/negativity, recognize it, acknowledge it, and then work to raise yourself back up into abundance. For every stressful situation, there is always at least one lesson to be learned. So, if a business situation sends you plummeting into a bad mood, take a deep breath and physically recognize all the abundance in your life. You'll find the stress starts to leave more quickly and once you're back into abundance, you can think about that situation and the lessons you can learn.



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## STEP FIVE: CULTIVATING AN ABUNDANCE MINDSET

Whether you think you have a scarcity mindset or not, the truth is we can all work on expanding our abundance consciousness. The easiest way to start is by loving what you have. Wake up grateful for another morning, for your comfortable bed, and for peace and quiet while you drink your coffee.

1. A tried-and-true practice for finding abundance is to say **positive affirmations** throughout the day. Research from Carnegie Mellon University has proven that the use of positive affirmations can help with improving problem-solving skills and decreasing stress. That said, if you use affirmations daily and repetitively, you can start to think about your life in a fresh, more positive way.

**ACTION STEP:** Write down anything you feel is lacking in your life. What fears do you have that might be coming from a scarcity mentality? Write them down, and then write down their opposite. Use the opposites as affirmations and try speaking them OUT LOUD to yourself for maximum results.

For example, if you have bills coming up and are worried about overdrawing your account, write down fear of running out of money and then create an affirmation similar to, “I am a money magnet,” or “I can conquer my money goals.” Feel free to create your own affirmations or to search for them online.

2. I mentioned **visualization** earlier but it’s worth more discussion because it’s so powerful. It’s been proven that what you repeatedly imagine in your mind you can ultimately achieve. If you want to “see” more prosperity and “plenty” in your life, you can start by visualizing exactly what that would look like for you. Spending just 5 minutes a day visualizing what you ultimately desire (and doing your best to FEEL into it) is so powerful.

**ACTION STEP:** Find a quiet and calm place where you can close your eyes and be left alone for 5-10 minutes. Visualize where you live, what you’re doing for work, the type of home you own, and who is living with you. (**Warning: Easy to do – Easy not to do**)



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Go one step further and visualize your ideal day. If money were no object, what would your ideal day look like? What would you do? Who would you see? Where would you go? Just sit in the quiet and observe; you might come up with some surprising ideas.

3. This tactic is a little harder to recognize and change but **be mindful of the words you use**. The language you use and the stories you tell yourself and others about your abilities can shape your reality.

**ACTION STEP:** Watch your words (I like to say, '*Mind your Mutter*'). When in conversation, do you downplay your strengths? Do you express a desire and then immediately list 20 reasons why you can't possibly ever achieve it or experience it? Sometimes it takes another friend or peer to notice your negative words and bring them to your attention because it's so easy for us to fall into that negative talk pattern. But turning your words around into phrases of power instead of negativity will change your life.

4. **Mindfulness** ties in with the words we use. The words that come out of our mouths start as thoughts. Taking time each day to get mindful (just 5-10 minutes a day) and really hear the thoughts going on in your head can help you identify the thoughts you're telling yourself about your own ability to attract or have abundance. In reality, these scarcity thoughts are really lies but you need to quiet your mind and teach it to believe in your strengths. This is why gratitude journaling is so powerful, because you're being mindful of all the good in your life.

**ACTION STEP:** Carve out 5-10 minutes of quiet time a day to journal or simply think about all the good in your life. Think about your day; if you have challenging clients or any other situations that are stressing you out, be mindful of your thoughts regarding that stress. Instead of saying, "The stress is going to kill me," rephrase your thoughts into, "These challenges will make me stronger today."

I hope you're excited about embracing the abundant mindset as you continue to Lesson 2!

To find out more, connect with me on my private [Facebook](#) group and we can set up a free info call.

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