



For this exercise, you'll use the gross amount of all of the money you've brought in, prior to any expenses. Be sure to include all income, even gift money, your spouse's paycheck, payment from a job, unexpected commission checks...it ALL counts!

1. Look at your total amount per month, for the past 12 months.
2. Select the five HIGHEST months and ADD them up.
3. Divide that total by five. This gives you your high average. This amount is your CURRENT money set point.

Calculate Your Current Money Set Point and Write It Here:

My current money set point is: \$ _____

Tip: Remember that your current set point amount represents your PAST thinking, beliefs, actions and mindset.

To INCREASE this number you'll transform your mindset to match the NEW set point amount you want to create.



Now, by how much do you want to increase this amount?

Set your new money set point JUST outside your comfort level. Why?

- If you stay within your comfort level you won't be charging enough.
- If you go too far outside your comfort level, it's not going to be believable to you.

Your new money set point should feel realistic, believable, and a little thrilling!

Write it here:

My NEW money set point is: \$ _____

By (date): _____

Tip: Recalculate your money set point every 60 or 90 days. Post it where you can see it every day.