



## *The Money Knot - your ka-ching newsletter from \$ensible Coaching*

Welcome to the April, 2010 **Money Knot**, a newsletter with articles that bring you to the ka-ching.

### *Bringing the Ka-ching: What if it really isn't about money?*

The next teleclass is about our Money Trap Doors. This is the phrase I have coined for those money related beliefs that seem to magically open up beneath our feet causing us to fall away. There are many of them. Some we have created for ourselves, others are cultural. There is one in particular that I thought deserved some extra special, individual attention, sort of like the kid that is acting out in school.

Let's call this one Masquerading as Money. Let me give you a couple of examples and see if you can recognize it for yourself. A while back I had a call with an attorney. He was seriously considering further discounting his fees based on an interaction he had with a potential client. He said he already was charging less than the going rate, and had made sure that the potential client knew that. The client had committed to work with him on some family oriented legal work that the attorney specialized in. The next morning the client called and canceled, saying that her brother had decided they should go with their general family attorney. Our attorney asked if money was a factor, and the potential client said yes, but it was mostly about using the family attorney. Our attorney felt this was a signal to further lower his fees. I felt it was much more about that the family was nervous about an unknown and wanted to go with the person they knew and trusted, even if it wasn't their specialty. Both our attorney and the client tried to make it about money, but I just don't think so.

It's true that money is part of the decision, but it's not all of it. Perhaps a great way to identify this Money Trap Door is to ask this question:

"if this issue wasn't about money, would the result still be the same?"

To be even clearer, if we took money out of the equation, would the client still have chosen the family attorney? If the answer is "yes" then money isn't really the deciding factor, is it?

And it's often easier to make things about money. It's less emotional in some ways. We get less tangled up. I found myself confused once by something I was trying to make about money, when I knew it wasn't. I'd been having regular

massages by a particular masseuse (yes, lucky me! I consider this as necessary to my health). Suddenly, one morning, I woke up and thought "I can't afford those massages anymore." I literally looked around to see who said that. I was actually astonished. I knew that nothing in my financial position had changed. I could afford the massages just as well this month as I had the prior six months. What was going on? As I sat and pondered this, I realized that I just didn't like her technique any more. Somehow it wasn't doing it for me.

We aren't accustomed to being able to just change our minds about something. We have perhaps a cultural pressure to have a "good reason" for a change. It seems strange to just change our mind. We need to be angry, or have had bad service, or at the very least no longer be able to afford whatever it is.

There is this magic thing, if you make it about money, no one asks any questions. Try it. Next time you don't want to do something just say "I can't afford it", it's like magic. People will disappear. Talking about money on that level is so taboo it's a true conversation stopper. It can be a great excuse, if you are conscious of it as one.

However, if you use money as the excuse, or the Masquerader, without being conscious of it, you'll just fall through a Money Trap Door, and find yourself somewhere you may not have wanted to go.

It's good to sort it out and know what part is really about money, and what part isn't. I've got a client that did just that. Her ex husband wanted to take their son on a vacation, and he wanted his ex wife to give him money for the extra cost of feeding his son during the trip. She realized that this wasn't really about money. It was about a bunch of other things, things like fairness and power and putting the son in the middle. The tangle that was building over the son being told that he wouldn't be able to go on the trip unless his mom paid for his food wasn't about money. It would have been easy in some ways to let it be about money, wouldn't it? And the tangle is the problem. Often the choices around these issues don't have a nice neat happy solution.

People make it about money to avoid pain or embarrassment. We make it about money to minimize pain. We make it about money because we know that most of the time people won't look beyond money for the cause. It's easy to make it about money.

And it costs us when we make it about money.

The costs that come easily to mind are:

- Lack of clarity leading to confusion
- Reinforcing the idea that money "makes" things happen
- Perpetuating old beliefs about money
- Making money the "bad guy"
- Hiding the actual cause, thus making it impossible to change or stop

What other costs can you see? Now that you know what happens when an issue Masquerades as Money you have a choice. You can look to see what else is creating the issue, or continue to fall through the trap. Choices are like that.

If you are interested in identifying other Money Trap Doors you may fall through join us on this month's call.

### *Upcoming Events:*

We have two events to talk about in this Money Knot. One for April and a special one for early May for those of us artistic/creative leanings:

#### *Teleclass: What's Your Money Trap?*

Here's how Money Trap Doors work. You are walking through life and suddenly this money place takes over. It's like we just fall through a trap door. We are surrounded by Money Trap Doors all the time. Some we have created for ourselves and some are imposed by our culture and history. Identifying and exploring these trap doors will create both clarity and choice about whether or not you want to keep falling through them.

We'll explore at least five Money Trap Doors. While exploring them, we will look both at their impact on you when you fall through one, and also how to avoid being drug into any trap doors that other people may try and pull you into.

Learn how to walk around, jump over, or at least climb out of those money traps.

**Date:** Wednesday, April 21st

**Time:** 10:15am to 11:15 p.m. Pacific (1:15 p.m. to 2:15 p.m. Eastern)

**Registration:** at [www.sensiblecoaching.com](http://www.sensiblecoaching.com) on the contact page

**Fee:** FREE...your only cost for this teleclass is your regular long distance call charges.

#### *Teleclass: Can Artists Be Friends With Money?*

As creatives, you just want to be creative! You are passionate about your art, and you want to spend all of your time doing that. You do not want to spend time thinking about how to pay the rent, how to market yourself, and how to create more income. If you want to survive, thrive, and even prosper as an artist, you need to get clear about your relationship with money.

- Does it feel like money is some mysterious thing that no one ever really explained to you?

- Do you sometimes wish that you never had to think about money again?
- Does crunching numbers sound about as fun as a root canal?

Money coach, Shell Tain will be with us to point out the money related road blocks that keep us stuck in the mindset of being starving artists. Shell has a no-number-crunching approach to money that helps us see it in new ways. You'll leave this call with some new perspectives and ideas about you, money and about your relationship with it.

Rebecca Coleman a freelance theatre publicist in Vancouver, BC, Canada, will co-host the call, stirring up questions and ideas. She is passionate about helping artists to become better business people, and writes about the subject frequently on her blog, The Art of the Business. <<http://www.artofthebiz.com>>

Together, these two will lead you towards untangling some of the money thinking that keeps road blocking you on your way to being both a creative and a prosperous artist.

**Date:** Tuesday, May 4th

**Time:** 10:15am to 11:15 p.m. Pacific (1:15 p.m. to 2:15 p.m. Eastern)

**Registration:** at [www.sensiblecoaching.com](http://www.sensiblecoaching.com) on the contact page

**Fee:** FREE...your only cost for this teleclass is your regular long distance call charges.

The teleclass format is interactive. When you register, you will receive a phone number and a PIN. All you need to do is call the phone number at the time of the call. When directed, punch in the PIN number and you will be on a conference type call with the other participants. It's that easy.

Bringing awareness of ka-ching.

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### *The Money Knot Story:*

In case you are wondering why this is called **The Money Knot**, here's the story. I've always been fond of Celtic knots, and you notice I

use one as my logo. From my perspective, there are several things about these knots that relate to our money journey. One, you can see the whole knot; nothing is hidden, it's all revealed. Two, the knot has no beginning and no end; it's an ongoing, dynamic process. Three, the knot that I have chosen is a bit askew; our maneuvering is often out of the box.

Our money lives are like this knot. They are a visible maze that is intricate and sometimes challenging. Sometimes we get stuck in a corner; sometimes money is confusing, embarrassing or even scary. And yet the knot is always there. It's a never ending relationship.

Together we go into your knot, and I help you to understand and maneuver through the knot. You will get familiar with the territory, know your way around, understand the twists and turns. Together we will make sense of where you are on your own personal money path and help you get to where you want to be.

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