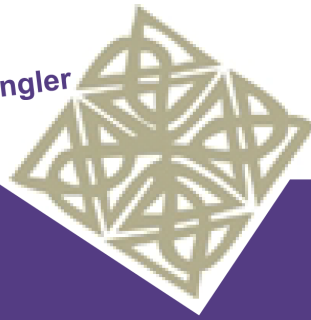




The Untangler



Shell Tain

## The Money Knot –newsletter from \$ensible Coaching

Welcome to the June, 2010 Money Knot, a newsletter that brings you to the ka-ching.

### **Change**

As your favorite Money Coach (wink) you probably think I'm going to talk about pennies, nickels, dimes and quarters. Nope. I'm talking about change. This Money Knot is in a new format. Going forward, the information will continue to be the same; there will be an article about money thinking by me, a notice of the next Teleclass or event, and a couple of extra bits here and there. No changes in content. But there are changes.

The colors, the fonts, the entire feeling is changing. And there are changes other places, too. Even the website will be revised and refreshed by the end of the summer.

Why? The simple answer is that it's time. The more complex answer is that I want to make the information I share and the coaching I offer both easy to understand and accessible to you. So I've gotten some help, done a bunch of pondering, worked on simplifying things, and stayed focused on how to bring value and ease to you learning more about the money side of your life. And that's what this month's newsletter is all about.

I want you to understand why I say the things I say. Why I use images like the Money Knot. Why I sign my emails and missives to you with Ka-ching. Even why this month's teleclass is an open forum instead of a preset topic. It's all so you can see and understand the changes. There are some principles behind these changes. They have to do with being direct, consistent, and walking my talk.

After many years as a Money Coach I know that money ties people up in knots. It has them feeling stuck and trapped, and it's hard to figure that out by yourself. So it is a natural to call me The Untangler. It's what I do: help you untangle the knot you have around money.

See, it's all a plan, and the changes in color and style are part of the plan. The goal of the plan is to make both money thinking, and the ways I can help clearer and more approachable. Oh, and as an added bonus, this stuff feels more like me, and makes it easier for me to explain things. How cool is that?

The rest of this month's newsletter is dedicated to explaining even more of the "why" I do what I do. Enjoy, and let me know what you think.

## **The Ka-ching Cascade**

You may have heard me talk about cascades. A cascade is the waterfall of words behind a special word or phrase. We all have them, and families in particular seem to have them about money. For example, during a teleclass about budgeting, one participant talked about how her family went "On Budget". In that case "On Budget" meant that nothing but the bare necessities was going to be provided, things were going to be tight and scarce, and that there were lots of money rules to follow. You can see that for her family there was a bunch of meaning behind the words "On Budget", a veritable cascade of them.

So for me, over the many years I have been money coaching, the word Ka-ching has generated its own cascade of multiple meanings. Sure, it starts with the sound of a cash register, which means the sound of money. But it certainly doesn't end there. Ka-ching is when something is working well, when everything is falling into place. Ka-ching is also that moment of satisfaction when the work with a client goes particularly well, that crystal moment of clarity when they "get" something. Coaches know about this, there just isn't a word for it. Maybe it's the "Ah ha! moment"? For me, that's Ka-ching. Ka-ching is then a positive result, a satisfying moment, a point of success and completion.

It's cascaded into multiple meanings.

Ka-ching is also a way of being. When one is Ka-ching, one is sparkling, facile, and yes, playful. There is almost always a bit of playfulness about Ka-ching. In my mind's eye, one way to see Ka-ching is with that sweeping gesture of the arm brought across the front of the body while pointing to a result and saying "Ta Da!" That's Ka-ching.

You may have noticed that I sign my emails Ka-ching. In that instance, it's a wish, hope, desire for all. It's a blessing of sorts. More than "sincerely", "regards", or even "with love", I wish us both Ka-ching. I wish us the jingle, sparkle, and joy of things going well around money and life. Yep, it's not just about money. Of course, you have often heard me say "money is not about money," and it's not. Ka-ching is not about money either. Money is a construct, a metaphor, a symbol with its own individual and cultural cascade. Ka-ching is its own symbol, its own idea.

I guess you could say it's become a way of being for me. As an idea, it encompasses everything from having money work well, to having ideas work well, to having clients getting great results. All of that, and more, is Ka-ching.

So when you hear the jingle of coins, or sense that feeling of having accomplished something, or even feel a giggle coming on, know that you are experiencing the cascade of Ka-ching. I'm sure that this word will continue to draw meaning to it. Who knows what Ka-ching may come to mean to me and others.

Join me as we fill the world with Ka-Ching in multiple ways

...Ka-Ching!

## Upcoming Events:

### Teleclass: **Tangled With Money?**

Every once in a while it's good to experiment, to try something new and different. We'll be doing just that on the June call. Instead of discussing a preset topic, we'll be addressing your questions about money, whatever topics you want to bring up.

- What are the money things that leave you feeling tangled?
- What have you always wanted to ask Shell about money?
- Where does money continue to tie you in knots?
- What's the money topic that always leaves you bewildered and confused?

Bring any of your money questions (even the scary ones) to the teleclass, and we will play with them, bat them around and see how many answers we can explore. There are no limits on this call. (Well, I won't answer questions about which stock to invest in, but then, I never do) We will explore untangling any money knots you have around your money thinking and habits.

This will be an open and free form call, and we'll just see what happens!

**Date:** Wednesday, June 16th

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

**Registration:** on the contact page of <http://www.sensiblecoaching.com/contactshell.htm>

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

Explaining the Ka-ching,

Shell



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## **The Money Knot Story:**

Here's why it's called the Money Knot. I've always been fond of Celtic knots, and you notice I use one as my logo. There are several things about this knot that relate directly to our money journey:

One, you can see the whole knot; nothing need be 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, just as our money maneuvering often is.

Our money lives are like this knot. They are a visible maze that is intricate and oft times challenging. Sometimes we get stuck in a corner. Sometimes money is confusing, embarrassing or even scary. Sometimes we get tangled up. When we get tangled up we need to find a way to maneuver, see more clearly, to create space.

Think of knotted up yarn or Christmas lights. The first step to untangling them is to loosen things up, shake them out. My money coaching is like that. I help you to understand and maneuver through the confusion and concerns that knot you up. Together, we will make sense of where you are on your own personal money knot, how you can work through the tangles and get to where you want to be.

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