



## 6 Tools to Shift From a Scarcity Mindset

### Are most of your personal conversations complaint based?

There's a lot to be unhappy or worried about. When you're talking about these things or listening to others talk about their concerns, notice if it's just stirring the pot or actually helping you process. Try a complaint-free day. By all means, be in action about the things that are making you unhappy, but don't spend your time talking about it for the 400th time.

### Check out the people you're around

I love the Tony Robbins quote "The quality of a person's life is most often a direct reflection of the expectations of their peer group." This can really work for us or against us. Are your peers, parents, coworkers people who expect you to achieve your goals? Are they people who subtly or not so subtly hold you accountable for doing what you say you're going to do? Are they people who are doing what they want with their life when they can or are they complaining about their lives without making any effort to get where they want to go? If you have naysayers in your life, telling your private practice doesn't work or that you're a fool for giving up the security of a paycheck, I'm guessing they aren't living the kind of life you want for yourself... nor are they living the kind of life they want.

### Own What You Have Power Over, Accept What You Don't

Is the serenity prayer overused? "Grant me the serenity to accept the things I can not change, the courage to change the things I can, and the wisdom to know the difference." I'm gonna go with no since it's something few of us are actually good at.

If we stay out of macro for a minute ('cause there's so much to talk about) and step into your life-- what do you have some power over that you're not managing. Maybe it's your private practice caseload. Maybe you're seeing everyone that calls and it feels like an agency when you're in session. Maybe it's your fee. Or your hours. Maybe it's your time in front of Netflix in the evenings. You're the one with control over those things. Don't let be a victim to things you have control over.

You can't control the fact that you have aging parents or a kid with a disability or what breaks next in your house. But you can accept that these things are your reality and make your life a little better by preparing & managing what you can control within each.

### There is no zero-sum game here

Part of what keeps you stuck is the mentality that there isn't enough to go around. That if your colleague down the hall gets a client, that means you don't. When in actuality, maybe that colleague refers that client's partner to you. So them getting a client leads to you getting a client.

I named this company Abundance Practice Building, which in retrospect is entirely too many letters, because I am clear that there are WAY too many clients for us therapists to manage. We need more therapists in the field to help us care for all the people who want care. If you don't have the clients you want, it's a marketing problem or a boundary problem, not because no one wants therapy where you live.

### Notice how you spend your time

I spent a good bit of time in scarcity-land in 2020. I felt like shit. I know, you probably did, too. What pulled me out of it was looking at how I was spending the time I had control over. There were certain things I had to accept like my kids' virtual school schedule. And certain things I had to manage like my media consumption. I have never been so glued to my phone. The pandemic, politics, social unrest... I was hitting refresh on news apps & social media like every 10 minutes in my down time. Meanwhile, I'm aware that if I wanted to cause depression in a person, I'd mandate that they stay on their phones almost constantly looking at news and social media.

I shifted my time. We watched Ted Lasso instead of scrolling. I got back into regular exercise. I talked to my friends on the phone and tried not to bemoan everything going on in the world & instead focused on what was going on in our personal worlds. I walked the dog more. I kept my phone in another room while I played with my kids. I was outside more.

### 5 Great Things

I feel like when I hear the word gratitude I roll my eyes a little bit. Which is a shame because obviously gratitude is helpful. Try this-- at the end of your day, write down 5 great things about your day. You cannot write them down during your day, only at the end. I find this keeps me on the lookout for great things all day long. I always identify more than 5 during the day, forget many as the day goes on, but it can definitely identify 5 by the end of the day. It's less about writing them down than it is about training your brain to look for the good all day. There's so much good to notice when you're looking for it.