

## Balance with Grace

A monthly newsletter by Grace Durfee, personal coach  
Volume 8, Issue #9, September 2008, *True Wealth*

How wealthy are you feeling today after the Dow's dip of 777 points yesterday—the largest drop in one day in the history of the stock market? If you feel like you are on shaky ground and find yourself fearing what lies beyond these uncertain times, I invite you to adopt a different perspective.

In last's month's newsletter we explored the measures of happiness. With the current financial unrest, it now seems like a good time to examine true wealth. The very first definition of "asset" in my Webster's dictionary is "a useful and desirable thing or quality." As I began considering my assets, I noticed that the first few to come to mind didn't include material possessions or monetary wealth. Here's the beginning of my list:

- loving family
- supportive circle of friends
- uplifting faith
- beautiful wooded space
- creative mind
- calming, radiant presence
- ability to connect and communicate

What are your assets? Take a few moments to make a list.

As you recognize what you already possess, you probably are feeling more abundant already. Here are some additional steps you can take to increase your true wealth.

Share, don't hoard your wealth.

Robert Kiyosaki, author of *Rich Dad, Poor Dad*, defines an asset as something that puts money in your pocket. I'd broaden that definition to include something that produces value. As you look over your list of personal assets, what are the gifts that call out to be contributed? Deep satisfaction, and yes, also financial reward can come from making a difference to others. When work is aligned with your life purpose, you serve yourself as well as others. If you haven't yet identified your life purpose or right livelihood, stay tuned because that will be next month's topic.

Recognize wealth for what it is.

The universal currency of wealth is love. Some people with few financial resources are truly the richest among us because of the amount of love in their lives. Love expands when it is expressed, especially when it's unconditional. Love others for who they are, without trying to change them. Don't hold back your love. Get in the habit of freely conveying your feelings in the ways that your beloved most appreciates. The way you like to give love may be different than how others want to receive it. Dr. Gary Chapman, the author of *The Five Love Languages*, offers a thirty-second quiz

<http://www.fivelovelanguages.com/30sec.html> to help you get in sync with your loved ones.

Be willing to receive as well as give.

Many women find it easy to give but have trouble receiving. Sometimes the nicest thing you can do is to graciously accept another's gift of kind words, an offer to help, or a comforting hug. There are also ways to receive while giving. For instance, when I give someone Reiki (Reiki is a form of spiritual healing. In Japanese Rei means 'Universal' and Ki means 'Energy.')

I act as a conduit, with the healing energy flowing through me to them. We both end up benefiting from this universal energy or love.

Invest by putting your assets to work.

Your riches will never multiply if you keep them under wraps, under a barrel, or under a mattress. There's a certain degree of risk anytime you make an investment or put yourself out there. Evaluate your options, and choose the growth opportunities that feel right for you. Use what you have, and be willing to stretch to develop your skills and expand your capacity.

May you always feel blessed by your true wealth. For those of you celebrating Rosh Hashanah, may your New Year be both sweet and abundant.

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This marketing program includes:

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- Five follow-up phone coaching sessions with a small group of other professionals
- A tool-kit of proven sales and marketing techniques
- Content, structure, and support

Kickoff Seminar

Two Tuesdays, Oct. 14 and 21, 2008

10-11:30 PM PDT (1-2:30 PM EDT, 6-7:30 PM BST)

Group Sessions

Four Tuesdays Oct. 28 and Nov. 4, 11, and 18

10-10:45 PM PDT (1-1:45 PM EDT, 6-6:45 PM BST) and one Thursday, Nov. 20th  
10-10:45 PM PDT (1-1:45 PM EDT, 6-6:45 PM BST)

Note: Depending on registration, an alternate group may also be scheduled on the same dates at 11:00 PM PDT (2:00 PM EDT, 7:00 PM BST)