

Q: I've watched The Secret and heard a lot about the Law of Attraction. While I get the idea, how do I actually attract more money into my life?

A: Good for you for opening yourself up to new ideas! Let's start with the basics so we're on the same page.

The Law of Attraction describes the phenomenon when your thoughts attract what you focus upon. It is always working, like gravity. For example, if your thoughts and energy are focused upon not having enough money to pay the bills, being worried about making ends meet, unfortunately you'll get more of that – not enough money! If you focus on the feeling of abundance, if you feel relaxed as you pay the bills, the Universe will reward you with more ease around money. Simply put, the Law of Attraction says that like attracts like.

Many people equate the law of attraction with affirmations. An affirmation is the process of aligning your mind, emotions, and body with the goal of manifesting something specific in your life. More simply, your head, heart, and gut all need to be lined up saying the same thing. The trick with affirmations is that they need to be a thought and feeling that you can sit comfortably with right now. While you may want to create something that you don't currently have, or don't have enough of, your desire needs to be believable to you. Deep down believable. When it's something that you can see yourself with, that you can imagine how it feels, then your desire is something you have access to. For example, a desire to win the lottery is certainly fun to think about, but few people I know actually believe it will happen to them. On the other hand, if some extra cash is what you want, focus on that thrill you get when you find money in a coat pocket, or you receive a forgotten rebate check in the mail. It is important that you are not wedded to any one particular outcome, such as "I want to find \$10 in the pocket of my blue coat." The truth is we can not possibly fathom all the possible solutions to our desire.

While focusing your good thoughts about what you want can bring some results you also need to take action. It is not enough to think about what you want; you need to take positive, inspired action. If you want more income, you need to increase your sales effort, refine your internet presence, or ask your boss what you can do to improve your performance. In my experience, the most important element of taking action is that it feels good – the action feels light and the right thing to do at the time. If the action brings some fear, that's okay; it probably means we haven't done it before! As long as the action feels lighter than heavier, give it a try.

If you want to attract more money into your life (or anything else!), here's my simple 3-step process:

1. Focus on what you really want – get to the feeling of it rather than a particular outcome. For example, the comfort of knowing you've brought more money in than you spent.
2. Ask yourself, "Can I see myself with this in my life?" If yes, keep going. If not, tweak it a bit.
3. Take positive, inspired action. Give each action the "light vs. heavy test".

In all of this, have fun! Keep it light, and keep yourself open to more new ideas.