



# **WINNING THE MONEY GAME**

## **BY BUILDING A HIGH PERFORMANCE MINDSET**

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**High Performance Mindset Coach for Leaders and Athletes  
who want to win in business, sport, and life!**

# WINNING THE MONEY GAME

WELCOME TO THE WINNING THE MONEY GAME BY BUILDING A HIGH PERFORMANCE MINDSET WORKBOOK



RASK HAS TEAMED UP WITH MINDSET EXPERT, CLAUDINE CHICHEPORTICHE TO HELP YOU WIN THE MONEY GAME!

Claudine Chicheportiche is a High Performance Mindset Coach and certified practitioner in Emotionally Intelligent Leadership.

Over the past fifteen years, Claudine has worked with thousands of top performers across the globe including the Australian Federal Police, government leaders, entrepreneurs, and Olympic level athletes.

Now it's your turn!



THIS WORKBOOK IS AN EXTRA RESOURCE FOR AN EPISODE OF THE AUSTRALIAN FINANCE PODCAST. TO LISTEN, CLICK HERE:



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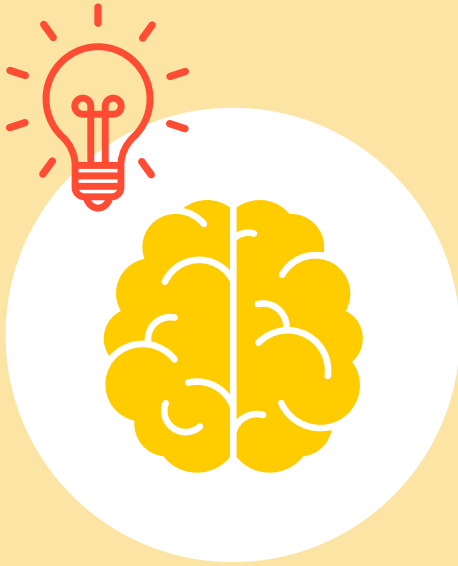
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# WINNING THE MONEY GAME



## WHAT IS A MINDSET?

At the most basic level, a mindset is a person's set of beliefs, opinions, and ways of thinking. But the impact of our mindset is immeasurable, because they determine who we are.

## WHY YOUR MINDSET IS EVERYTHING

There's a saying that "mindset is everything"—and that's true because there's not a single area of your life that's not impacted by your mindset.

It influences your health, finances, self-worth, relationships, and everything in between.

### TO DETERMINE YOUR MONEY MINDSET, LET'S SEE HOW YOUR MINDSET IS FORMED

There are three primary influences that shape your mindset:

- 1.The country and culture you grow up in
- 2.Your family or who you grow up with
- 3.Your self-talk

Let's take a look at how all three contribute to shaping your money mindset!

### HOW HAS THE COUNTRY AND CULTURE YOU GREW UP IN SHAPED YOUR BELIEFS ABOUT MONEY?

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**HOW HAS YOUR FAMILY/ THE PEOPLE YOU GREW UP WITH, SHAPED HOW YOU VIEW MONEY?**

**HOW DO YOU THINK AND TALK TO YOURSELF ABOUT MONEY? WHAT DO YOU BELIEVE YOU CAN ACHIEVE WITH MONEY?**

Note, while the messages of both society and our family are strong, loud, and often deeply ingrained, there is still an override button that we can use.

**It's the way that we think and talk to ourselves!**

And if you just realised you have some beliefs about money that maybe you're not a big fan of, or your money self-talk isn't Olympic level, don't worry.

**We can change any belief and any mindset! But you must be willing.**

**If you're willing, you're already starting to use your growth mindset!**

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## IDENTIFYING HIDDEN MONEY MINDSETS (WHICH DETERMINE IF WE WIN OR LOSE)

The root and the most powerful part of our mindsets are our core beliefs.

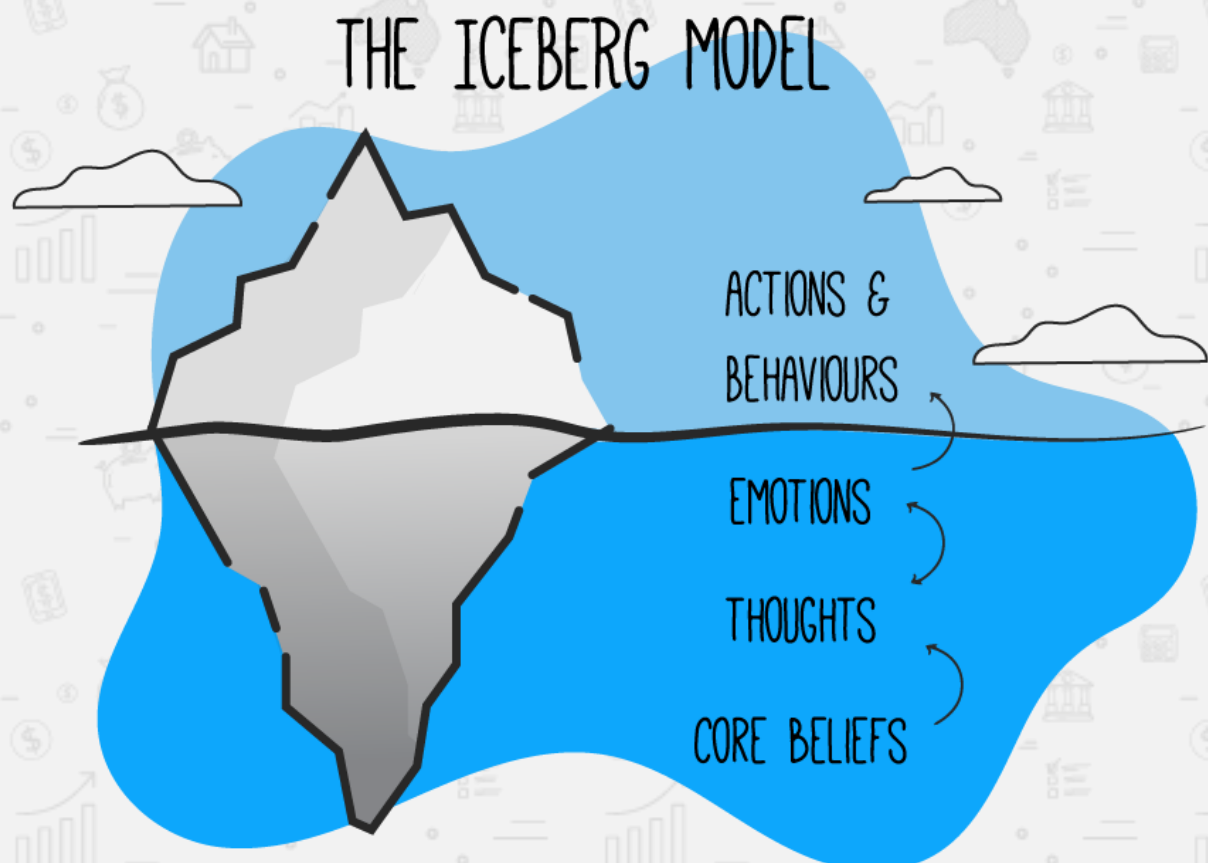
I use the **Iceberg Model technique** to identify hidden core beliefs that create our mindsets and are usually what determines whether we win, or lose.

Our core beliefs shape our thoughts and our emotions, which then determines how we act: i.e. how we perform.

The quality of our performance, therefore, is fundamentally determined by the quality of our core beliefs.

Poor quality core beliefs create poor quality performance (and a lack of fulfilment) 99.9% of the time. So we need to make sure that's not us!

Use the Iceberg Model to map out your core beliefs, mindsets, feelings, and actions ie. how you play "the Money Game".



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## ICEBERG TECHNIQUE STEP 1: WHAT IS ONE FUNDAMENTAL BELIEF YOU HAVE ABOUT MONEY?

Eg. I'll never have enough of it.

## ICEBERG TECHNIQUE STEP 2: WHAT THOUGHTS DO YOU HAVE OFF THE BACK OF THAT BELIEF?

E.g. I have to work even harder to make more money so that I can feel safer.  
OR Whenever I think I'll have enough to feel successful, I realise I need to make more.

## ICEBERG TECHNIQUE STEP 3: HOW DOES THAT THOUGHT MAKE YOU FEEL?

E.g. I feel anxious knowing that no matter how much I try, I'm never optimising my portfolio enough. OR I feel I'm failing and constantly behind everyone else who's winning at money.

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## ICEBERG TECHNIQUE STEP 4: WHAT ACTIONS DO YOU THEN TAKE?

E.g. I constantly check my accounts or my shares to see if I should be doing something better/differently.



**HELPFUL  
TIP!**

**PLEASE THROW ALL SELF JUDGMENT OUT THE WINDOW WHEN YOU DO THIS ICEBERG TECHNIQUE. IT'S NOT TRUE, DOESN'T HELP, AND YOU REALLY DON'T DESERVE IT. SO PLEASE JUST TAKE CARE OF YOUR AWESOME SELF INSTEAD!**

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## CONGRATULATIONS!

You've just mapped out how your core beliefs shape your thoughts and performance, which is more than what most people ever do!

Next, identify how these core beliefs could be helping you to win or if they're blocking your success with money.

- Is this mindset serving me or blocking my money goals? How?
- Is this mindset fueling or blocking my performance? How so?
- Is this mindset fueling or blocking my level of fulfillment?

*And now, for the straight up call out!*

## WHAT ARE MY LIMITING BELIEFS ABOUT MONEY?

Sometimes it's just really that simple. If we take the time to get truly honest about what our limiting beliefs are, we often realise we already know the answers.

Try to write down 3-5 limiting beliefs you have about money.

## IN REFERENCE TO EACH LIMITING BELIEF, ASK:

- How would I feel if I let this belief go?
- How would my life change for the better if I let this belief go?
- What is the opportunity cost if I don't let this belief go?
- Am I willing to let this belief go?
- Am I willing to replace this belief with a new belief that serves me, and will see me win at money and in life?



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MY LIMITING BELIEFS:

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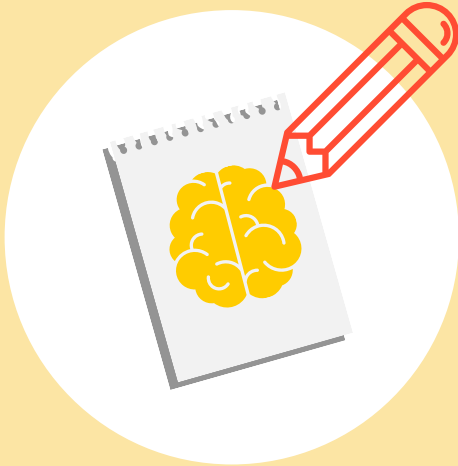
## CHOOSING YOUR CORE BELIEFS & MINDSETS

Well done, I know that wasn't easy!

But top performers like you aren't afraid of hard work to get amazing results, so I mean this, when I say **YOU DID GREAT!**

Now you're in a position to **CHOOSE** what to do with your core beliefs and mindsets, rather than just have them show up by default.

Remember, a mindset on autopilot = lower performing mindset. **We can't optimize something unless we know it exists.**



## CREATING YOUR IDEAL MONEY MINDSETS

**Imagine your ideal self and the way you'd manage your money if you were the absolute best version of yourself.**

If this is hard I encourage you to push through it. Because in order to win the money game, you need to know what the hell you're aiming for!

**All Olympic champions have a vision of their goals and you are no different.**

What do you do? What does your portfolio look like? How do you think and feel about money? What is deeply meaningful or what matters the most in your life? How do you contribute? What impacts do you have on others?

Feel free to also describe your health, relationships, and how much time you have etc.

**Now, list all of the mindsets and core beliefs that someone like that would have?**

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## LIST OF MINDSETS AND CORE BELIEFS

## LIVING YOUR IDEAL MONEY MINDSETS

**The final step is to live these mindsets.**

We can't just flick a switch and be done with our old mindsets we want to let go of.

We have to dial them down until they don't sound very loud anymore, and we have to dial up the new mindsets and beliefs we want!

**New mindsets are created thought by thought, day by day.**

It might not seem like much, but I promise, they compound over time and the results are exceptional. The word my clients use the most is life-changing.

**Keep noticing your mindsets. When they don't serve you or help you to win the money game, stop investing in them.**

Instead, start practicing the new, winning money mindsets that you've chosen and listen with respect to your ideal self!

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## WHAT'S NEXT?

**#1 Join my free, super practical, weekly mindset coaching newsletter, The Re-Set**

I work with high performing leaders and champion athletes preparing for the Olympics! Now it's your turn.

[Click here to sign up](#), absolutely free!

**#2 You're Personally Invited to Work with Me! PLUS a \$500 bonus gift for ALL Rask Listeners who work with me 1:1!**

I don't work with just anyone, but as a Rask Listener, I know you're a top performer and high achiever with some big goals and dreams!

So if you want to develop the best mindset for your goals, or if you have some annoying fears you need to get out of the way, I can help! From the Australian Space Systems Branch, to World and Olympic level Athletes, and now to you.

[Apply to work with me here!](#)

Here's to creating a winning mindset that you love.

Let's do this!

Claudine

*Claudine Ch.*

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NOTES:

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#### **GENERAL ADVICE:**

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