Introduction and Guest Welcome

– Hello. Hello and welcome everyone to the Medicine of Mindset. Another episode here I am Dr. Anita Jackson. I am so honored to bring another guest to you so that you can continue to be inspired to be empowered to really understand the power of your mind.

And so, joining me today is a dear friend of mine. Her name is Jessica Weaver, we're gonna have her and I'm gonna have a powerful conversation on what does the mind have to to do with your success and your money.

So, Jessica, thank you so much for being here with me today. – Oh, thank you Dr. Anita, thank you for having me. I love talking about the mind when it comes to wealth because to me, in order to increase our wealth, it's really increasing the quality of our thoughts. That's where it starts everyone.

– Absolutely! So let's have you continue to talk a little bit about yourself, introduce yourself, who you are, how you got into this career and just let people know a lot about you.

– Sure, I'm excited to be here. I have been a wealth advisor for 12 years. I joined my father's firm in 2010, right out of college. I feel like I grew up in the financial industry though, and I've seen a change over the years and I love working especially one on one and I work mostly with women.

I love working with people one on one to figure out how do they get stuck in these recurring patterns with their money. And I love taking the extra step to dive in deep to see there's a reason there are patterns with their money. How do we shift these patterns and opening up to whole new lovers of wealth that you never thought possible?

I've written three bestselling books. I am the founder of the women's wealth boutique with which is an all women financial firm.

Jessica Weaveru2019s Background in Wealth Advisory

We do work with men and women, couples families, but we wanted to have a safe place for women advisers and to really connect with the leaders in the financial industry and to give them a place to have their voice.

– And you have been doing this for several years and women are definitely learning a great deal from you because if there's ever a time for us as women to really master this thing called money or what I like to call feminine wealth of economy, create our own feminine wealth economy now is definitely the time to do it. So why one of the things that I would love to talk to you about is what does it mean for someone to create multiple streams of income?

Especially during this time of our life where money is is not as secure or we're not feeling secure. We've all been hit really powerfully during this pandemic. How do we start really creating multiple streams of income for ourselves? – Great question.

They surveyed retirees and they surveyed thousands of retirees all across the United States and they found that what constitutes a happy retiree? They tend to have 3 to 4 sources of income. So taking that into present day, even if you are working, how do we build out multiple streams of income and the reason that makes you feel happy, it makes you feel secure, it makes you feel stable.

So if one income doesn't work out, I have other ones that I can rely on and you're building them and it can come in different ways whether you're working and then you get a side hobby or side hustle or you have a rental property and that's giving you rental income when you're having assets that are invested, socks, ponds, crypto all these different places and now they're paying you money. Now, most people, everyone, everyone has been investing. If you have a credit card, you've been investing. If you have a mortgage, a car loan, you've been investing, but you've been on the other side, so you're paying other people money, how do we reverse the equation so that you've

created your own cash cow, your only your own money printing machine and you're on the receiving end of the income. That's what the goal is to build out these different streams of income. And it's I love customizing it because everyone's gonna be different what they enjoy what they want to get into what their risk tolerance is. How much risk can they emotionally handle?

Especially if this is your first time investing? Well we don't have to swing for the fences right away, we can start small and we want to start small and then build from there.

Creating Multiple Streams of Income

– What I love about what you're saying is that you're actually putting power back in our hands and helping us make a new choice, a new decision to actually use the money that's coming in, put it into something that can actually give us a return and change our lives powerfully. So I believe most of the people that are probably watching this, um have a business or they're working at a job, how do they build assets? Because I also know that assets is important to building great wealth for themselves as well. How do women build assets for themselves?

– And there are, this is another great, great question. Thank you for asking this. When you look at, let's say you're a business owner, well, your business is an asset.

Don't forget about that. So a lot of the expenses that we see that could be investments and shifting your mindset your perspective of, is this an expense, right? Electricity. That's an expense hiring a business coach?

Well, that's an investment building on a team that's an investment, building out a technology platform to support growth. That's an investment. So don't feel bad when you see, I'm not able to save in other ways because you are saving, but you're building a unconventional, nontraditional asset that we see and that's so important. A lot of advisors don't think about that, but we take that into account when we're building out your plan.

But we also want to position your business to be sellable and profitable in the same way so that you can sell it build a legacy from it or if you want to just check out for a few months and let the business continue to run and operate.

And we do that in different ways from having a sales team or building digital assets that can build passive income into your work. So that's on the business side then we have on the personal side building assets whether it's with real estate, your house, a rental property, duplex vacation house, there is stocks, there's bonds, mutual funds there so much gold and silver their C.

D. S annuities. We could go on and on with all the different vehicles with them and that's why it's so important to work with somebody one on one so that they can see your entire picture.

What's your time frame for needing this money? What are your goals for this money? What are your priorities and building out a plan that can really grow with you as you start to kind of build out the big girl portfolio, that wealthy woman portfolio.

And with any kind of asset we also want to think about protection because any asset is going to have some sort of risk associated with it. What kind of protection do we need in place to help mitigate and manage those risks along the way. – So it really doesn't have to be that scary because there's so many options.

Building Assets and Protecting Wealth

There's so many opportunities, especially now it was actually a part of another training and the facilitator said in history, there's never been a more lucrative time in history than there is now.

There's money. So many places. She's like, there's grants, there are angel investors, there's business credit. There's just like what you said, there's so many opportunity communities to actually bring money in to actually work for. So we can plan ahead than there ever ever has been in our history before. And the way you talk about it just sounds like it's not that hard. I just need to connect to the right person who's going to hear what I want and what I'm

trying to do and help me strategize on how to make this work. Give me a real plan.

– Yes, exactly. It's identify where am I today? It's kind of like stepping on the scale, where am I today? What am I currently doing with my money and what I found because we do an assessment with all of our clients coming on board. We can get ourselves about halfway until we need that extra help because we do need somebody outside of our mind who's looking long term, who knows all the options as well versed and educated on it so that I'm a trial and error learner, but I don't want to be a trial and error learner.

When it comes to my money, I don't want to fail a bunch of times. Start from scratch over and over again. I want somebody who's done it before and can give me that map of you know, what are the resources I have available to me, what's going to be the best ones for me And remember it's a beginner's market, you don't have to go all in on one company all at once, take your steps along the way, you're gonna feel more comfortable.

It's kind of like stretching a rubber band, You stretch it too fast and it's gonna whip, whip you in the eye inclined you stretching it a little bit at a time and having somebody there to help hold that rubber band, hold you as you're making those steps.

– You know, it went from just listening to you and really empowering others to understand the power of working with someone with their money creates a lot of safety around the money, which means once you're safe, you feel more relaxed, you feel more open and then that's gonna create the energy and the belief systems and even maybe help you spiritually feel like you're more grounded, you're more secure so that you can move forward.

So with that being then is money spiritual, is there a spiritual aspect to money that we should be aware of, especially when it's affecting our mindset.

– Oh and I just want to touch on something you mentioned right before this question is, I'm not a therapist and your your background in therapy, but the work we do is very therapeutic by nature. It's right, we're dealing with things that we've been avoiding that and avoiding it. We think it's gonna be easier, but it just causes more stress and that gets into a place of making decisions out of a mindset of fear and when we make a decision out of fear, does it work for us? Really will work for us?

And you're right, when we can bring into me money is spiritual, it is an energy money doesn't like to be stagnant and also you can't hold on to money too tight, it's gonna be gone. So how do we build trust in ourselves with money? So we stop self sabotaging as we bring more wealth in.

Money Mindset, Spirituality, and Trust

You think of all the celebrities, the athletes to they get this windfall of money and then they're right where they were before hand or even worse off and you're like, how do they blow through millions of dollars?

They didn't trust themselves with it, they didn't trust more was coming. So it fled from them. So to me it's marrying the spiritual side of money, of building trust and intuition knowing that there is a purpose behind this money, that there is plenty of money, there's so much money out there for all of us, we can all be millionaires and there will still be money left over, so much money. So shifting to a very abundant mindset around this and one of the ways that you're gonna feel abundant around money is that having a gratitude practice isn't meditating, we do a ton of money meditations with our clients are advisers. How do we constantly shift into that gratitude zone that frees us up to welcome more money and it shifts us from the stressful state to at peace receiving state. But what also builds the trust is knowing what to do with your money when it comes in. So those two to me go hand in hand and that's the foundation, that's the structure that we work off of is leaning into the gratitude, your purpose, your fulfillment. Because let me tell you Anita, the more money we have doesn't mean we feel more secure unless we deal with this piece first I see women with millions of dollars and like I had a woman in earlier today, $4 million, $50,000 a year. She's like, I'm gonna run out of money terrified. No, you're not, there's proof there's the numbers, you're fine.

So until we deal with that, nothing's ever going to feel like enough and then let's marry it with the actual vehicles of what to do with our money. I work with five money systems that we implement one at a time, they just keep building

upon each other and that helps people build the trust.

So we stop the self sabotage. – You know, there's so much she said in that we could talk for hours on this, we actually just had a conversation earlier about the same exact topic.

So this is fascinating to me because now I'm interest and just like, okay, so this whole idea of trusting ourselves, so this mindset of giving ourselves this space to really sit in gratitude and to really trust ourselves that everything is going to be okay is essential to actually building.

Well, I don't know if people talk about it in that purse perspective and that's what it sounds like you're saying, is that you've got to have this gratitude, you've got to trust yourself, and when you do that energy will allow the money to come in um more frequently, more powerfully more dynamically, whatever the word you want to use.

So with that being said, you also said you've got five systems that you look at to help someone develop that trust when it comes to my so this is a mindset thing, can you name at least one? Give us one system that you think people can do right now, that will help them develop the trust in regards to moving towards the area of making more money for themselves in their lives. – Yes, so as you said, the gratitude practice, I call the daily money practice, I do it every day every morning for an hour. it opens us up to read save the money now, what do we do with the money? And that's where the money systems come in And these, I actually talk about my newest book confessions of a money queen.

We give you 10 money moves five of them are money systems, but my favorite is our stable money saver and this will get you saving money whether you are living paycheck to paycheck, you are in debt or you have extra cash flow, but you just don't know where it's going, which we see too.

So this gets everybody saving from day one. And the whole point of it is money likes to have a home, right? It's an energy that likes to have me have a home.

Daily Money Practices and Saving Systems

It doesn't wanna be stagnant, but if we it's our responsibility to give it at home, if we don't give it a home, I call them homeless dollars, they're going to leave our home and they're gonna find another home, we're gonna spend them or they'll be taken from us because we weren't educated enough of what to do with it.

So first thing is most people, the money comes into their bank account from getting paid, then they pay their bills, right? It's coming in and going out all in one account and we don't really see what's happening there. Well right away we want to start stripping out money and placing it into different accounts and these different accounts are gonna be lined up with your goals, with your goals and your time frame for those goals.

So right away we're saving money, whether it's paying off debt could be one home building your emergency account, building that cash cow, money printing machine, building your retirement account, we're shipping out the money and what we do is we start slow and we build, so we start with even 1% and we increase it to two and we keep stacking the money more and more.

The key is we have to start slow to start a new habit, write a new habit. It takes 63 days to really come into play and it's not 21 days. That's the shortcut, 63 days getting the approval, got my math right, we wanted to be a sustainable money system for you so that it stays with you.

And a lot of times we're re creating new habits and that takes time. I'm very bad at breaking old habits and getting new ones. It takes time and I want you to have a lot of self confidence that's building along the way and momentum, keeping that energy flow. So that's one of our money systems that we use, that has been the most successful. We've seen people using it all the way through even into retirement because we reverse it now that you're taking money out and it builds so much confidence in peace. – I think what you have shared is phenomenal.

It made me look at myself going through. I do that, I don't have multiple accounts money going some places. I will

develop that by the end of this weekend so that I've got it in alignment. So I really appreciate you sharing this kind of wisdom and how could people, there's me do two things.

One is that there's anything else that you feel needs to be said in regards to the mindset of, I'm sorry, the medicine of mindset in regards to your topic, what's the one more thing you feel you just have to say today?

– I want to share. My first book is called Strong woman, stronger assets and the subtitle is how to raise your net worth by raising your self worth so many times our worth is tied to how much is in my bank account.

And when we see that number at a new low, we feel bad where we see our debt at a new high and we feel bad. So I went into that book thing. What if we reversed it? If we started to feel better about ourselves, what's happening on the money side? And this is what I saw people, they're going for raises, they're going for promotion, They're getting educated on their money, they're implementing money systems, they're building trust and their net worth was growing significantly. So it really does start in here and this is the first step.

Self-Worth, Wealth, and Closing Remarks

We don't even touch the practical, the investment vehicles and until we can get this in check so that you know that you are worthy of so much abundance. You are worthy of a wealthy life and I want that for everyone. I want that for women, I want them to know that they don't do anything to be deserving of wealth.

And once you can fully accept that you are going to open yourself up to so many opportunities and one of those opportunities going to get educated, one of them, it's gonna be hiring somebody, one of them is going to be opening up these accounts and that momentum is just gonna build and build.

– I absolutely like I'm on fire right now. You've got me turned on that was phenomenal. This is on fire. How could people connect to you and get your book books?

– Oh sure. Thank you. You can go to Jessicaweaver.com. All three of the books are there. We have a weekly blog called not your father's advisor. We have our different online courses there and you can follow us at pink fix my money on Facebook and Instagram and then that the woman's wealth boutique dot com is where you get the line above our wealth advisors ready to serve you ready to help you. – Jessica.

thank you so much for being here. – Thank you for having me. – Amazing, amazing information that I know every single person who's gonna watch this is going to take this away and use it as a part of their own life.

I know I am. So you've changed my mind. Sure much, – Doctor thank you for watching listening. – Everybody. Thank you so much for taking time to be a part of the medicine, the mindset. I keep doing this, the medicine of mindset.

I keep wanting to say it reversed and I so appreciate you being here with us during this time. Have a fantastic evening or day or whatever time. Jessica, thank you very much.

Take care.