

WEALTH ON ANY INCOME

Six Areas of Influence

	MOTIVATION	ABILITY
PERSONAL	<p>1. What do you really want to achieve or avoid with your behavior? (eat cat food after retirement, travel the world...)</p>	<p>2. What do you need to learn, or what skill do you need to acquire? (how to do an Income and Expense report, hire someone to do it)</p>
SOCIAL	<p>3. Do you have support from friends or family for your desired behavior? Are they accomplices in bad behavior or friends who model the behavior you want to acquire?</p>	<p>4. Who can you enlist to support your desired behavior? (mate, friend, family, co-worker, peer)</p>
STRUCTURAL	<p>5. What things can you use to support your desired behavior? (use cash instead of a check or credit card, set up a systematic investment plan...)</p>	<p>6. What do you want to see around you or in your environment that would support your desired behavior? (posters, objects or physical reminders of where you are going)</p>