



Chamber University

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# *Scarcity vs Abundance*



WORKBOOK

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# K E Y P O I N T

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## **WHAT IS A SCARCITY MINDSET?**

A scarcity consciousness is keenly aware that there is never enough to go around. Never enough money, resources, freedom, love, opportunities and other good things. A scarcity consciousness feels anxious, fearful, hesitant, desperate and constricted. The glass is always half-empty from this perspective, and all you can see are problems and challenges.





## WHAT IS AN ABUNDANCE MINDSET?

An abundance consciousness KNOWS that scarcity is just an illusion. It is firmly rooted in the belief that there is more than enough for everyone. It trusts in a never-ending flow of prosperity and joy, so it can take its time and enjoy every moment. An abundance consciousness feels light, expansive, freeing, peaceful, joyful, and harmonious. An abundance consciousness sees the glass not just as half-full, but full to the brim and overflowing from a constant stream of abundance, love, well-being, and all good things

A sales professional with an abundance mindset thinks like this:

- 'This market is well defined. I know we're going to dominate it.'
- 'There are plenty of prospects, leads, and sales to go around!'
- 'I want to help the people I call this week. There are twenty people on my list. Each time I can make a huge impact in his or her life.'
- 'I'm going to trust these prospects, respect their decision, and give them my best advice, regardless of the outcome of the call.'

# EXERCISE TWO



## **Scarcity Mentality**

- What do you cling to?
  - money, status, power...
- What do you fear?
  - Not enough business to go around, what I don't have...

## **Abundance Mentality**

- What are some possible new opportunities?
- I am abundant in every way.
- I appreciate what I have and what I am doing.

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# K E Y P O I N T

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| <b>LEADERS WITH A<br/>SCARCITY MINDSET</b> | <b>LEADERS WITH AN<br/>ABUNDANT MINDSET</b> |
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| Resource constrained                       | Prioritize better                           |
| I win/you lose                             | I win/you win = we all succeed              |
| Lack of trust                              | Trust = relationships                       |
| I have the answers                         | Together, we can find the answers           |
| Cost control                               | Investment with a return                    |
| Focus on costs                             | Focus on results                            |
| Buy time/hours                             | Buy desired outcome/results                 |
| I expect bad news                          | I expect high performance                   |
| Micromanagement                            | Stewardship                                 |
| Stress and frustration                     | Confidence and success                      |



# LEARNING BY APPLICATION



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## *ENRICHMENT ACTIVITIES*

Make a list of 10 things you are grateful for.

Keep a journal of gratitude.

Update regularly and identify when you are in a scarcity mindset or an abundance mindset.

### **Recommended Reading:**

**The 7 Habits of Highly Successful People**