



4 Steps to Mastering Your Money Mindset

Unlock the secrets of financial empowerment to reshape your approach to saving and build lasting wealth.



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Leader Financial Advisor

INTRODUCTION

Hello, I'm the author Pete Hawcroft

Joining the Royal Australian Air Force in the mid 90's as an Airfield Defence Guard, I was deployed to East Timor in 1999 as a "Scout" – my role being the eyes and ears for the group, passing on information and keeping an eye out for danger or risks.

Taking with me the "Scout" approach and beginning my financial advisory journey 5 years later, I understand the fragility of life and how money can be an enabler to help you live it to the fullest.

When collaborating with you, I'm interested in more than just your finances – I want to get to know you, your life, what brings you joy, and what financial freedom means to you.



No get-rich-quick or set-and-forget attitudes here. I just want to help you feel better about money, have peace of mind, and secure your family's future.

Pete H.

THE JOURNEY TO DEEPER UNDERSTANDING

What's Important About Money to You?

In our journey through life, money often surfaces as a central theme, weaving through our dreams, decisions, and dilemmas. Yet, when asked about its importance, many of us might default to answers like "security" or the peace of mind that comes from "having enough." These responses, while valid, only skim the surface of the profound relationship we share with money.

Bill Bachrach, in his insightful book *Values-Based Financial Planning: The Art of Creating an Inspiring Financial Strategy*, challenges us to dive deeper. He prompts us to ask ourselves, "What's important about money to you?" But the inquiry doesn't end there; it's merely the beginning of a reflective journey to uncover the layers of significance money holds in our lives.

Asking the right questions to delve deeper

To truly grasp what money means to us, we must not stop at our first answer. Instead, we should probe further, asking, "So what's important about X?" This iterative questioning peels back the layers, revealing the core values and aspirations that guide us. For example, whilst security may be the obvious first response, the important thing about security is that actually allows for control over time which then allows me to spend time with those I love which is actually more about social connection which is actually more about being balanced given how crazy life become sometimes.



My personal perspective shift

I view money through a lens of purpose and potential. To give you an example of how you can see money through the lens of purpose, I thought I'd share my own "Purpose" statement that I go back to in order to keep me on track.

"Money is only a tool to provide experiences and opportunities for myself and my family to learn and grow as people and to have a positive impact on ourselves and others that we care for. Money should be used to add value to our lives and ultimately to leave a legacy for future generations."

Things to think about and action

As you ponder the question, "What's important about money to you?", allow yourself to journey beyond the surface. Reflect on how money can serve as a tool for realising your dreams, fostering growth, and making a meaningful impact. Then, armed with this deeper understanding, craft a financial strategy that mirrors your values and aspirations. In doing so, you'll not only enhance your own life but also create a legacy that inspires future generations.

A REFLECTION INSPIRED BY BRONNIE WARE

Defining Your Life Well-Lived

What does it truly mean to lead a life that's not just successful in the traditional sense, but profoundly fulfilling and meaningful? Bronnie Ware, an Australian palliative care nurse, shares powerful lessons in her book, "The Top 5 Regrets of the Dying – A Life Transformed by the Dearly Departing".

Her observations offer a unique perspective on what constitutes a life well-lived, gleaned from the reflections of those at the end of their journeys.

The top 5 regrets of the dying...

- I wish I had the courage to live a life to myself, not the life of others expected of me.
- I wish I hadn't worked so hard.
- I wish I had the courage to express my feelings.
- I wish I had stayed in touch with my friends.
- I wish I had let myself be happier.


If any of these are ringing through to you or are something you're fearful of in the future, let's get into some of the things we can actively work towards to ensure our own lives are well-lived on our terms.

Things to think about and action

Having reflected on the essence of a life well-lived, it's time to turn these insights into action. I invite you to create your own legacy — a personalised roadmap that aligns your financial planning with your deepest values and aspirations for a fulfilling life. Here's how you can start:

- **Reflect on Authenticity:** Identify aspects of your life where you're living according to others' expectations rather than your own. Consider small adjustments to align more closely with your authentic self.
- **Evaluate Work-Life Balance:** Assess how much of your time is devoted to work versus personal pursuits and relationships. If imbalances exist, brainstorm ways to redistribute your time to prioritise what truly matters.
- **Express More:** Commit to being more open about your feelings with those around you. Whether it's sharing appreciation, love, or concerns, make it a point to communicate more openly.
- **Strengthen Connections:** Make a list of key relationships you want to nurture. Set specific goals for reconnecting or deepening these bonds, such as regular meet-ups or check-ins.
- **Choose Happiness:** Identify daily or weekly actions that boost your happiness. Incorporate these into your routine, consciously choosing joy in your everyday life.

Once you've outlined the legacy you want for your life well-lived, it's a great idea to share it with your financial planner. Together, you can ensure your financial strategy not only meets your material needs but also supports the life you dream of—a life filled with purpose, joy, and no regrets.



“Expect an abundance. The stream of plenty always flows towards the open mind.”

CRAFTING A LIFE BEYOND THE NUMBERS

Envisioning Your Financial Future with Vision Boarding

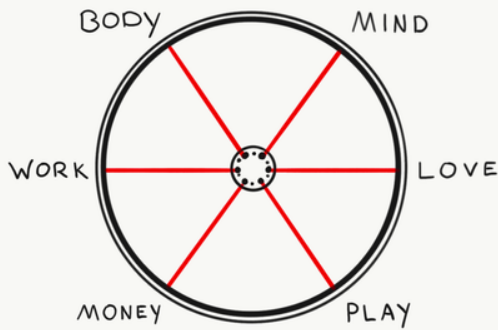
Goal setting in financial planning often gets boiled down to numbers: the amount needed for retirement, the income required to live comfortably. However, true financial planning encompasses much more—it's about facilitating a life worth living across all facets. It's about understanding that our time on earth is finite, and thus, prioritising what truly matters is crucial.

As the adage goes, "We can choose to do anything, but not everything." This sentiment underscores the importance of aligning our actions with our deepest values, ensuring we're not merely living out someone else's dreams.

Beyond one day island

My personal philosophy warns against the inertia of "One Day Island"—a place filled with deferred dreams and unactioned plans. It's a reminder that life's potential is not a distant someday, but a series of today.





A staggering 80% of Americans lack clear goals, with a similar trend observed in Australia, where 71% are unsure about their life's desires, and 41% seldom set goals. This lack of direction can lead to a life lived by default, rather than by design.

The power of vision boards

A vision board is a powerful tool to visually articulate your dreams and goals. By creating a visual representation of your aspirations, you can focus on what truly inspires and motivates you. This process isn't just about financial milestones but includes personal, professional, and spiritual goals that contribute to your overall well-being.

Consider the life-spoke wheel, a visual tool that divides life into key areas such as health, career, finances, relationships, and personal growth. By evaluating and setting goals in each area, you ensure a balanced approach to life's journey.

- **Specificity:** Your goals should be clear and detailed. Instead of "I want to be wealthy," define what wealth means to you.
- **Measurability:** Attach numbers or indicators that allow you to track progress.
- **Timeliness:** Set deadlines to keep yourself accountable.

Reflect, reevaluate, and reset

- Reflect on your current top five goals. How do they align with your values and the life you wish to lead?
- Compare these to your goals from five years ago to understand how your priorities have shifted.
- Project into the future: How might your goals evolve based on the life you envision?

Next steps: create your vision board

Gather magazines, printouts, or digital images that represent your goals. Arrange them on a board or digital canvas. Place it somewhere you'll see daily. Let this vision board be a constant reminder of your aspirations, guiding your decisions and actions.



DREAMING WITHOUT LIMITS

Crafting Your Ultimate Bucket List

Creating a bucket list is more than just a fun exercise; it's a declaration of your deepest desires and a roadmap to living a life filled with adventure, learning, and personal growth. Scout Private Wealth encourages everyone to not only dream big but to place trust in those dreams, no matter how outlandish they may seem. This is your life, and you hold the power to shape it into an exciting journey filled with achievements and experiences that matter most to you.

A bucket list should be a living document that reflects your aspirations at any point in time. From the thrill of stepping foot on every continent to the challenge of learning a musical instrument, each goal represents a unique story waiting to unfold.



Here's an example of my bucket list...

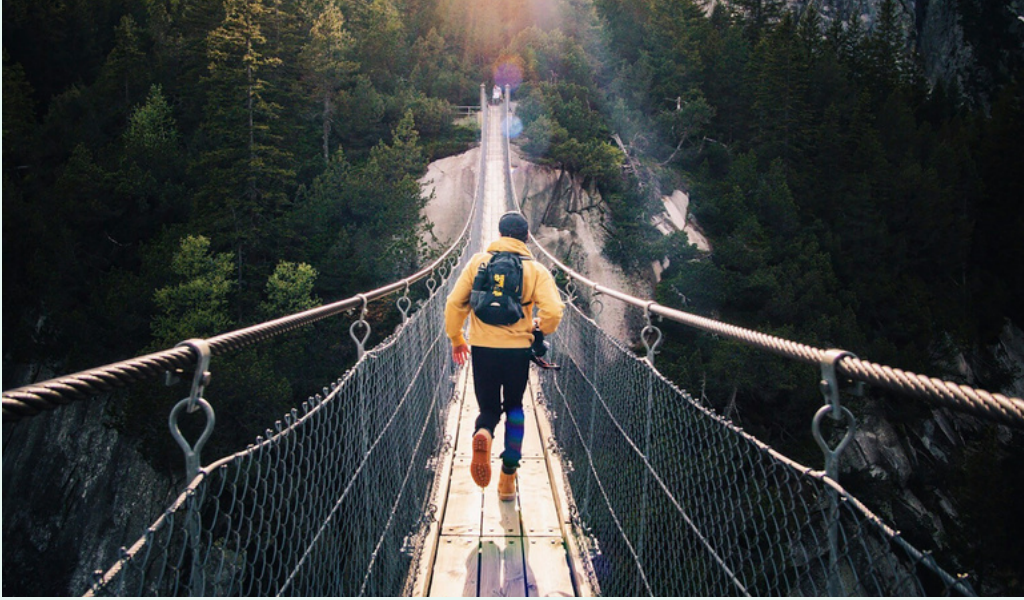
- Step foot on every continent before I die
- Watch a test match between Australia & India in India
- Attend the final of the Australian Open
- Learn a musical instrument



Crafting your personal bucketlist

Begin by reflecting on what brings you joy, excitement, and a sense of achievement. Your bucket list should be a living document, ever-evolving as you grow and your interests expand. Here are some steps to get started:

- **Reflect on Your Passions:** Consider what activities, destinations, or achievements light a fire in your heart.
- **Think Beyond Boundaries:** Allow yourself to dream without limits. If you could do anything, what would it be?
- **Categorise Your Dreams:** Group your aspirations into categories such as travel, personal growth, career milestones, and adventure for clarity and focus.
- **Plan with Purpose:** Identify which goals are attainable in the short term and which are part of a longer journey. Setting timelines can transform dreams into actionable plans.
- **Share Your Dreams:** Discussing your bucket list with loved ones or your financial adviser can provide support, inspiration, and accountability.



It's time to put pen to paper

Now is the moment to bring your bucket list to life. Grab a pen and paper, or open a new digital document, and start writing. No dream is too small or too grand. Remember, this list is a reflection of your unique journey through life.

A never ending story

Your bucket list is an ongoing narrative of your adventures, achievements, and the legacy you choose to create. Keep adding to it, and let each accomplished goal fuel your drive for the next. In doing so, you craft a life that's not only rich in experiences but also aligns with your deepest desires and aspirations.

Let your bucket list be a testament to a life well-lived, filled with moments that inspire, challenge, and fulfill you. Start today, and let every tick mark on your list be a step closer to the extraordinary life you're meant to live.

CONCLUSION

Charting Your Path to Financial Empowerment

As we wrap up this journey together, take a moment to reflect on the profound insights and strategies we've explored. From delving into the deeper meanings of money, embracing a life well-lived without regrets, to envisioning your financial future and crafting a bucket list that reflects your true aspirations, this eBook has aimed to guide you beyond the numbers and into the heart of what truly matters.

Final reflections

- Reflect on which insights have struck a chord with you the deepest.
- Identify one actionable change you can implement in your financial life, inspired by the lessons shared.
- Acknowledge and celebrate the steps you've already taken towards your goals, recognising that every small action contributes to your broader journey of growth and fulfilment.

This isn't the end but a checkpoint in your ongoing adventure towards financial well-being and a life rich with experiences and achievements. Keep these lessons close as you continue to build a future that resonates with your deepest values and dreams.



Financial freedom is closer than you think

Get back in the driver's seat of your financial life and gain the security and confidence you need to build your wealth.

Book a Meeting

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