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Your Container

**Is your container big enough to hold
the future you?**

The Money Container

First of all, you must have a container. I cannot stress this point enough. Unless you have a container you will be unable to contain money. Even if money flows around you in torrents (which it actually does, unseen, all day long, as money is energy, and energy is everywhere), you will be unable to do anything with it if you do not have a container.

You can only hold on to so much, and then you need to contain. Holding on to anything is hard. Be it a marriage, a job, a position, an illusion, a thought, or money. It's a little like the monkey with the hand in the jar grasping a handful of nuts. Once the hand is full you can neither remove the hand, nor grasp more. Holding on, grasping, does not work. Or rather it works in a very limited, very confined way. You may get yourself out of debt, and manage to get by, through holding on or grasping, but that will probably be about it. To experience real wealth, you must let go of holding and grasping, and learn to contain.

We are simultaneously working with two metaphors here, probably more, depending on your ability to contain (ha! ha!). We are working with the metaphor of *you* as the container, as well as a money container being the goal, destination, and form that the energy of money needs to take in order to be made manifest. And in fact the two metaphors are synonymous and co-dependent. If you are unable to contain, you will be unable to create a container, for you are the container!

Hold on to that thought . . .

Everything in life is connected. This is true metaphorically, as well as energetically. This fact can also now be proved through quantum physics. I read somewhere once that sperm

cells, even when separated by thousands of miles, maintain a connection for ever. This has been scientifically proven too – quite a thought when choosing a bed mate!

I am in you and you in me, mutual in love divine

William Blake

So everything is connected, and everything exists by virtue of relationship to everything else. This means that different aspects or areas of life are connected, and also that they affect and reflect one another. How you conduct your personal relationships, for example, will affect and reflect your relationship with money. How you behave in one situation in life pretty much reflects how you will behave in another, seemingly unrelated, context. In fact, one of my own personal maxims is 'How you do anything, is how you do everything'. I absolutely believe this and have observed it to be true throughout my life. Also observably true is that how you do things reflects back to you in how things are done around you.

It is the little things that we are talking about here. It is how we deal with the little, seemingly unimportant things that gives us a real clue into deep underlying patterns that affect our money flow profoundly. It is in the small detail that you can uncover the true nature of something. Those who have worked consciously with people for many years, particularly successful business and sales people, will attest to the fact that one small detail is what it takes to make or break a deal. Always.

The world and people around us are giving us subtle clues and messages all the time, if we would but notice them. If your business relates to people, you train yourself to notice so that you can consciously become aware of what is usually observed only unconsciously.

Let me give you an example. I see my back therapist weekly

for half an hour. Yesterday, I mentioned that I might need to bring my son Alex in to my next appointment for a check-up as he'd had a fall. My appointment was set for 1pm and I collect the children from school at 12.30. I mentioned I might be a little late as the children do not always come out of school on time. My therapist has just phoned me to say she has asked her 1.30 appointment to switch with mine so I do not need to feel rushed, in case I do need to bring Alex in. Did she have to do that? No. It is a very little thing, but it means a lot. She does it because she cares. She does it because she runs a very successful practice. And no, it's not the other way round, because it starts off with her doing it, and she was doing this sort of thing before she became successful. She also confirms all her appointments, always – another small but significant detail. She does this because she runs a successful practice. Her name is Irma Stanley-Best (with a name like that, how could you go wrong?).

As you can see, I am focusing on what seem to be small details here, because it is in how we do the things we do not need to that we find the clues as to whether or not we will succeed. I am also saying that everything is linked. If you care about your clients you will care about your staff and your service and the food you prepare, and your business, and you will make money and succeed. It's quite simple, but not always clear.

What has this to do with moneymaking, or being a money container? Well, the knowledge that everything is connected – that all things are in relationship to each other – is one of the cornerstones of my approach. How you do anything is how you do everything. So how you contain money is reflected in other areas of your life. How you contain other aspects of your life is reflected in how you contain money. If you really embrace this concept, you don't need to read the rest of this book! (Well, there is a teeny bit more ...)

You have already had a look at various aspects of containment in the previous exercises, and you now have your awareness on the metaphor of a container and on the concept on containing things. You are contemplating yourself as container and money as something needing containment. You are also considering the fact that everything is connected, and are putting your awareness to bear on the effect of little actions on wealth creation. This is all a great and wonderful start! An expansion of the way you looked at wealth before. As you expand, so wealth expands because, as I have mentioned, everything is connected. So, you are becoming richer already, even as we speak. Trust me on this!

*Hold yourself responsible for a higher standard
than anyone else expects of you.*

Never excuse yourself

Henry Ward Beecher

It's like trying to catch the wind

Essentially, what we are trying to contain is ourselves. That is what is at the core of all money journeys. Remember schoolteachers saying 'Contain yourself!?' We are containers. We contain our bodies, our emotions, our dreams, our personalities, our talents, our shadow, our various levels of consciousness, our thoughts, our conditioning, our gifts, our secrets, our imaginary friends and selves. We even try to contain our spirit, believing that our bodies contain our spirit when in fact it's the other way round. It is our spirit that contains everything.

Any discussion of a container must begin here, with the realisation that you and I are nothing more than containers – vessels – filled with all manner of things. And how we contain

these things, how we contain ourselves, our energy, our beingness, ultimately how we contain our world, and how it contains us is the real issue underpinning any money quest.

How do we contain gossip, bad news, our grievances, our sorrows, our joys? How do we contain our anger, our power, our vision, our energy, our money, our children, our relationships? How do we contain the space around us? These are all different ways of asking the same question. How do we contain? And what does it mean to contain, not just as an act of holding, but as a gesture of accommodation and facilitation? What does it mean to contain as an act of giving, rather than taking? That is the real lesson we have to learn when it comes to money – though this lesson is not confined to money alone, as it also applies to every other area of life.

Finally, the question is how do we contain our love? Or, rather, how do we allow love to contain us and, ultimately, how do we allow our divinity to contain us? But let's not frighten all the business people reading this book away. There *are* business people reading this book, aren't there? You can look at the concept of containment in any depth (really ha! ha!) you like. (Okay, no more ha! ha! I promise!)

Know ye not . . . that the spirit of God dwelleth within you?

I Corinthians 3:16

Light up your life!

It's important to lighten up. None of this is serious. Really. The fact that you can afford to be sitting there reading this book on how to increase your wealth, and the fact that I'm sitting here writing it, puts us both in the top few per cent of truly fortunate people on the planet. So, let's be happy about that!

Back to your wealth container. A container has the following aspects, which we will reflect upon, and work on processing in the following chapters:

I	Shape
II	Material
III	Walls
IV	Base
V	Size
VI	Top
VII	Fullness

We have already said that firstly we need a container, and for that to be so we need a SHAPE. One of my ceramics teachers told us once that each person has a signature shape which they produce when they do clay work by hand. I have observed this to be true. In my *Money Well*[™] courses, participants create their containers out of clay. This is a symbolic and powerful act which you may want to do for yourself. I will provide details on this later.

Let's look at the shape of your container in the next chapter.

The Shape of your Wealth Container

If you don't know the shape,
how can you fill it?

Getting into shape

Without shape, you do not have a container, and without a container you cannot contain money. This is what is really meant when we are told to get our finances into shape! So we need to start there, at the end, at the goal, or destination of our journey, because that is where we are going, that is what we want the money for. It's the good old alpha and omega. In the end is the beginning. We need to start at the end. What starting at the end means, in this context, is finding out where you are going, or else you will never get there. Or in other words, know that you have a container and, more specifically, know the definite shape of your container at any one moment in time.

That is one of the secrets of wealth creation. Specificity – a tongue twister of a word! – is also a mind twister. The mind does not like to be pinned down like that. It prefers to wander about, untamed, unconfined, vague. But without specificity, without a defined shape, we have no container, and cannot contain. I am stressing this point because it is important, and because it forms the foundation for the rest of the aspects involved both in the creation of a wealth container and in containing money itself.

For a moment, imagine money as a great flowing river, coming from an endless source (the great Is-ness, or the Reserve Bank, depending on your viewpoint). Imagine money as a formless mass of energy, pure gold, flowing down, drawn inexorably towards the sea, as all rivers are. The river will find its way there. It will fill every dam and lake and waterfall along the way. But no matter what happens, it will continue to move towards the sea.

This is because like is drawn to like, and because the enormous mass of seawater has huge attracting potential, and

because the sea is an enormous vacuum to fill and, because nature abhors a vacuum, so therefore the river will fill it. Without the vacuum in fact, there would be no rivers and no water. The water exists to fill the vacuum. Without a container, there will be no money to fill it. Money exists to fill the vacuum or container we create for it. Think of that! Feel that concept with your heart! And, therefore, the more containers we provide, the more money there will be to fill them. Think about that for a moment. Really takes you right away from that 'other' type of thinking, doesn't it?

*The more containers we create,
the more money there will be to fill them*

Kiki Theo

You can examine the stories of any successful person from Branson, to Trump, to the café owner down the road (and it's useful to do so), and you will find in all of them the very common, seemingly obvious characteristic of 'a vision'. But we think that vision is synonymous with goal. And because we've heard the word 'goal' thrown about so often; and because we have been harassed by it from childhood; and because some of us have had to sit through endless mind-numbing lectures and meetings on company targets and goals; and because we have had myriad books all titled *Goals, Goals, Goals – and how to 'set' them*; and more recently all manner of coaching and team building, all aimed at ensuring we 'reach' our goals; because of all of this, we've blanked out the word goal from our consciousness, and probably from our unconscious too. We hear it, but we don't.

Kicking the goal

Goal has become one of those clichés like 'be good' and 'eat your greens', and 'coffee is bad for you', and 'stop destroying

the ozone layer'. We hear it, but we don't. Start a conversation with someone today about goals and goal setting, and watch their eyes glaze over. Unless they are one of those super achieving Duracell bunnies who are already sold on the idea!

We have heard the word goal so often that it has become denuded of meaning. It may even have acquired anxiety-provoking connotations becoming, rather than a source of inspiration, another item on the (as yet) unaccomplished 'to do' list, together with those New Year resolutions: 1. Dark chocolate covered roasted almonds – STOP EATING! 2. Get regular exercise. 3. Set realistic goals for this year, and so on.

Is not life a thousand times too short for us to bore ourselves?

Friedrich Nietzsche

The clichéd goal and goal setting that most of us are allergic to, is goal 'set' in terms of measurement, achievement, winning, aspiring, and being driven. We think it has to do with aiming for something solid out there and moving towards getting it, often with the added dimension of a time limit, accompanied by reams of lists, budgets, business plans and affirmations, while chased by Competing Others also after our 'precious'. Very serious stuff. Very grown-up. Not much fun. And so if we so much as hear the word 'goal' whispered we blank it out, straight away – and who could blame us?

I'm too sexy for my cat

I don't know about you, but when it comes down to it, I just wanna have fun! Really. In fact I had a profound revelation one night, about a quarter of century ago now (you can say that when you're almost fifty!). A friend and I went to see the band Right Said Fred live in a club in Johannesburg as we both love

dancing. Remember that totally nonsensical song ‘I’m too sexy for my shirt/cat/hat?’ Well, I really loved the fact that someone was not taking life or themselves too seriously, so off we went.

It was such absolute, over the top, *FUN!* We laughed and laughed and danced and danced. I came home and wrote a piece about my realisation that we are here to learn how to party – to lighten up and have fun. ‘*One day, when we get to heaven,*’ I wrote, ‘*I think God will be asking us, “Have you learnt to party?” and regardless of anything else, if we haven’t learnt to lighten up and have fun ... well, it’ll be back into the litter tray!*’ I still believe this. (Whatever happened to Right Said Fred? They used to wear those really fun pants with the back pockets cut out ...)

Anyhow, Serious Goal ‘Setting’ (like some sort of cutting into stone) is definitely out! In order to take our wealth to the next level, we need to update our thinking about Goal, redefine and refine it. We need to perceive Goal differently. We need to shift our perspective to Goal as a destination; as a state of beingness we are trying to achieve; as a feeling we would like to experience; and as a container for the energy of money to flow into. Ultimately we need to see our container as that which will draw and accommodate our wealth, like the sea attracts the river.

What sort of cat?

And to do that means we must get specific. Our wealth container needs *shape*. What will that shape be? The shape of our container sets up the path of attainment of our goal. The shape of our container invokes our will and our intent. The shape of our container denotes commitment. We need to ask to receive – that means we know what we are asking for. The shape of our container shows us what it is not – a saucer is not a cup. Most of all, the shape of our container is a feeling

and a new beingness we want to achieve. And we need to own that. To contain means to own. And that is a wonderful pun indeed. In fact it is also a truism. (Perhaps the correct word is puntrism ... Should I trademark that, I wonder?)

When you set your heart on something, you give your container shape. When you decide that **THIS** is what I want, not that, or that, but **THIS**, then you have the makings of a container. When you decide to give up compromising, and making do, and settling for, and that horror of horrors called 'doing my best' (I mean what sort of sorry cop-out is *that?*), then you have the makings of a container.

Decide what it is that you truly, truly, want. Don't be afraid to say it. No matter how naff or silly, or impractical or meaningful or meaningless you think others may think it is. It's none of their business anyway. Infuse your container with all the joy or the security or the power that you want your wealth to bring. Find out what it is you want your wealth to make you feel. And feel it! Then, ...