

Symptoms of Underearning

1. **Time Indifference.** We put off what must be done and do not use our time to support our own vision and further our own goals.
2. **Idea Deflection.** We compulsively reject ideas that could enlarge our lives or careers, and increase our profitability.
3. **Compulsive Need to Prove.** Although we have demonstrated competence in our jobs or business, we are driven by a need to re-prove our worth and value.
4. **Clinging to Useless Possessions.** We hold onto possessions that no longer serve our needs, such as threadbare clothing or broken appliances.
5. **Exertion/Exhaustion.** We habitually overwork, become exhausted, then under-work or cease work completely.
6. **Giving Away Our Time.** We compulsively volunteer for various causes, or give away our services without charge, when there is no clear benefit.
7. **Undervaluing and Under-pricing.** We undervalue our abilities and services, and fear asking for increases in compensation or for what the market will bear.
8. **Isolation.** We choose to work alone when it might serve us much better to have co-workers, associates, or employees.
9. **Physical Ailments.** Sometimes, out of fear of being larger or exposed, we experience physical ailments.
10. **Misplaced Guilt or Shame.** We feel uneasy when asking for or being given what we need or what we are owed.
11. **Not Following Up.** We do not follow up on opportunities, leads, or jobs that could be profitable for us. We begin many projects and tasks but often do not complete them.
12. **Stability Boredom.** We create unnecessary conflict with co-workers, supervisors and clients, generating problems that result in financial distress.