

Hiding and Biting.

Underearning for most of us involves two behaviors:
These are some of the ways we bite.

- 1) When being offered a chance to be in a reality television show, you say, "I'm an actor, I don't do reality TV."
- 2) You're in an acting class, and you don't learn the lines to a scene that is assigned. When asked why, you make up excuses. Or, you are in grad school, you don't do an assignment and when asked why you make up excuses.
- 3) Your friend suggests, "You should have your own fashion line, law firm, or yoga studio." Your reply is, "You're crazy, the market is locked up!" We forget that we discover by doing.
- 4) You're scheduled to show up at an important trade show as the new sales rep to cover a territory and meet the manufacturer you're representing. You don't, and then lie about why.
- 5) Your client asks for a reasonable request and your response is, "You're crazy, that's totally unrealistic!" Or you say yes to a request from your client without considering whether it is realistic or not. You later resent them for 'forcing' you to embark upon a project that is impossible to complete within the time frame/budget you have agreed to.
- 6) You're in a band, play or choir rehearsal, and you resent the amount of rehearsals and begin to miss them. When asked why, your reply is filled with resentment and half-truths and you then take refuge in a B job. We then turn our backs on our talents to the point where we forget they exist. Then we don't believe we have talent.
- 7) You start a business without a business plan and when asked why, your response is defensive. We then accept the gloom of work we dislike with no concern of where we want to be in future.
- 8) You have a creative vision and refuse to take any action steps. This could be refusing to send out proposals, CDs, resumes, scripts, writing samples, etc.
- 9) When someone suggests that you should earn more money, you reply with some degree of antagonism and take refuge in excuses about the economy or become "realistic" about how things are going.
- 10) You usually disappoint your clients by not delivering what you promised, or if you do, it is done with resentment.