



The Smart Women's Prosperity System™: How to Create Wealth and Live the Life You Love



By Katana Abbott, CFP® , CSA®
Prosperity Coach™ and Founder,
Smart Women's Prosperity Institute™

3050 Union Lake Rd., #8F
Commerce, MI 48382
248-366-0137

katana@katanaabbott.com
www.HowToCreateProsperity.com



Katana Abbott is a Certified Financial Planner, Prosperity Coach, Philanthropist, Radio show host, Speaker and Author.

Rising from a life of adversity, she was able to build a successful financial planning practice where she managed over \$100 million in assets. At 48, she felt a calling to do something more, and because she had created systems and a team that allowed her business to run without her, she was able to sell her business to her partner in a 7 figure, 7 year buyout and retire to something – not from something.

Katana's mission in life is helping people identify their unique gifts and passions so they can create a life of financial freedom doing what they love while making a difference in the world.

Katana the coauthor of two books, *Thank God I* as well as **Stepping Stones to Success** with Jack Canfield and Deepak Chopra. She is the host of the nationally syndicated radio show, **Smart Women Talk™** with over 80,000 iTunes subscribers, the founder of the nonprofit **Smart Women's Empowerment Program™** which educates women and girls how to live more joyful and prosperous lives, as well as founder of the global online coaching, networking and resource center for soul centered entrepreneurial women called the **Smart Women's Prosperity Institute™**.

Katana lives her coaching philosophy daily by working from her lakefront home where she is currently writing her newest book, *The New Retirement Solution: How to Retire to Something Not from Something and Live the Life You Love*.

To learn more and connect with Katana visit: www.katanaabbott.com

Let me ask you this:



- How do you really want to spend the second half of your life?
- Is your goal to retire someday or perhaps you plan on working forever?
- Have you ever thought about what it would be like to get paid to follow your passion and fulfill your life purpose? Would it even be considered work anymore?

Stats:

“Retirement Confidence Survey” conducted by the **Employee Benefits Research Institute** where they asked “How confident are you about Retirement?”

The results were:

American workers are **more pessimistic about their ability to retire comfortably** than at any time since the survey began about 20 years ago.

- Lack of confidence may actually be good news- Americans may be waking up to the realities of needing to save more.
- 1/3 of workers tapped their retirement savings to pay for day-to-day expenses
- Just 59% of workers are currently saving for retirement
- **Work is the new retirement.**
- June **2008** Associated Press survey - of 78 million baby boomers are approaching retirement – **66% expect to continue working** after “retiring” to supplement their pensions, Social Security and savings.
- A **recent** Gallup Poll found that about **80% of Americans plan to work** during retirement. (that number is up!)



- **The silver lining** - those who continue to work during retirement **often experience better health than those who don't work**, according to studies cited on LiveScience.com.
- **As long as the work remains low stress, retirees who labor are less likely to suffer from major diseases such as cancer, high blood pressure, and cardiovascular disease.** They are also **less likely to become depressed.**

Costa Rica... Blue Zones - A place known for the high number of centenarians – people 100 years or older

- 3 key factors for their longevity:
 - Strong sense of community.
 - Organic, vine ripened fruits and vegetables
 - Fresh high mineral content (like calcium) in the water
 - And lifetime physical labor

I believe that there is a **“New Retirement Solution”**:

- Simpler lifestyle with less _____ and working at something we are _____ about – that allows us to fulfill our _____ – even making a difference in the world. And I see us doing this into our mid to late 70's.

Let's talk about numbers:

Imagine you are **65**, retired and you have **\$1 million** in the bank. How much do you think you could pull out from that investment portfolio if you wanted it to last for **30 years** or until you were **95 years old**?



- 5 - 7 – 9 %?
- The answer is _____%.
- That's right \$_____/year - \$_____/month or \$_____/week.
- How is that for a millionaire lifestyle?

Now imagine you are **40 years old** and you **want to save \$1 million by the time you are age 65.**

- How much do you think you **need to save** to have \$1 million in the bank by age 65?
- You need to save \$_____ per year for **25 years at 10%** after tax.
- And if you are 50, you need to save \$_____/year at **10% after tax for 15 years.**

How much do YOU need to save to have \$1 million by age 65?_____

Age	Daily Savings	Yearly Savings
20	\$4.00	\$1,460
30	\$11.00	\$4,015
40	\$30.00	\$10,950
50	\$95.00	\$34,675

Which is easier?



- **Saving up \$1 million** to earn \$40,000 from savings?
- **Starting a business** that generates \$40,000 or \$767/week in retirement?
 - How long would it take you to earn \$40,000 **from your business** – 25 years, 15 years, 10 years, 1 year?
 - When you can generate \$_____ per year from your business in passive, it is equivalent to \$_____ in the bank earning 4%.
 - How much will you need to in “Retirement” to supplement your Pension, Social Security and Savings?
 - Complete your Financial Organizer Planner and get started creating your own Prosperity Plan now! This information is crucial!

Recommended Books:

Soul of Money – by Lynn Twist

How to Retire Happy Wild and Free – by Zalinski

- **Reducing your expenses by \$_____** in “retirement” is equivalent to having another \$250,000 “in the bank – or savings” because **\$250,000 would earn \$10,000 per year at 4%.**

How can you begin to reduce your expenses? _____



“A Penny Saved is a Penny Earned” Ben Franklin

Limited Time Free Gift: *Smart Women's Financial Organizer Planning System*
(please don't put this part off...open it now)

- Get Organized
- Find Your Stuff
- Get Smart about Money and Begin to Create More Prosperity!

Barbara's Story:

- \$_____ Pension + \$_____ Savings = \$1 million retirement

**The Key to a Successful Retirement is
Retiring TO Something NOT FROM Something™!**

How can you turn your Vocation into your Vacation?

Many on this call are in some sort of transition:

- You may have lost your job – looking to change careers or decided to leave corporate to reinvent yourself and become an entrepreneur.
- Perhaps you are retiring or retired
- Or you have gone through a divorce or your children are gone now.
- Maybe you lost half your net worth and you know there is not enough time for you to simply wait for it to come back on its own.

What type of transition are you experiencing now?

They Six Pillars of Awakened Prosperity Signature System™

© Copyright 2011 All rights reserved. Katana Abbott Consulting, LLC, 248-366-0137
Smart Women's Prosperity Institute™ www.HowToCreateProsperity.com



This system can be used for almost any area of your life whether it's creating a business, doing a financial plan, taking charge of your health or a relationship.

Awakened – because we are experiencing a major shift in consciousness, our economic system and many of us are being called to do our greatest work.

Prosperity, because prosperity includes not only wealth, but health and happiness too. We need all three, _____, _____ AND _____ to be prosperous.

I believe the **Six Pillars of Awakened Prosperity** will help you live in alignment with your **purpose, passions, values and unique abilities**. In addition you will begin to develop your own prosperity plan to create lifetime income and wealth doing what you love and making a difference in the world.

If you have a piece of paper out, **draw a circle about the size of a glass**, and then like looking at the face of a clock, let's write the six pillars around this circle:

These six pillars are:

1. The Dream (12 noon)
2. The Dig (2:00)
3. The Leap (4:00)
4. The Plan (6:00)
5. The Dance (8:00)
6. Mastery (10:00)



Pillar #1 - The Dream:

As Stephen Covey of *The Seven Habits of Highly Effective People* suggests, “Start with the end in mind”, it is so important to start by getting a clear picture of where you want to go.

Exercise: My Perfect Life Elements (Example)

***NOTE:** You can either stop the recording now to do this exercise or you can come back and do this exercise later. Either way, there is a blank form on the next page for you to create your own.*

Step 1: Envision your ideal life three years from now. You are looking in a mirror and smiling...what is happening in your life? Where are you living, where are you going today, who are you in a relationship with and why are you smiling? How do you feel and look?

Step 2: What has to happen between now and then for you to be experiencing this type of inner joy and abundance? Write out your statements (goals) in present tense as positive affirmations – and make them big and bold. You can become very specific with numbers and remember to tie these goals into your values when possible. Please print this out and bring to class and be willing to share with others so we can support you!

These are some samples: What will bring you JOY? Create Present Tense Big Bold Affirmations!

Physically, Personally and Spiritually (YOU)

- I love going to my yoga class every day – I look and feel so wonderful now.
- Healthy food energizes me and tastes wonderful!



- I am leading spiritual retreats in Costa Rica beginning January 2011 and know I will find my perfect spot to build my own retreat near the ocean in the Nicoya Peninsula!
- I am focused and living in the moment

Family, Friends and Fun (FAMILY)

- My relationship with my family is thriving. We are spending lots of time together now and having fun!
- I love, love, love attending the DSO concerts every weekend with Mark!
- My Perfect Days are already booked for the entire year and I have scheduled lots of time to travel and connect with my good friends.

Business, Career and Finances (WORK)

- Money and opportunities flow to me effortlessly as I welcome them into my life!
- New projects run smoothly and the perfect people fall right into place.
- I am meeting all my deadlines and delegating everything that is not my unique ability or passion.
- I am on track for my next six figure project – Whooo Hooo!
- I am debt free and my portfolio is growing yet secure.
- I am focused and undistracted by emails and paperwork.

My Perfect Life Elements™

Name and Date:

Physically, Personally and Spiritually (you)

Family, Friends and Fun (family)



Business, Career and Finances (work)

“When you focus on abundance and the positive aspects of the material world – and offer gratitude – prosperity in all forms will flow even more freely.”
~Bestselling author, John Holland

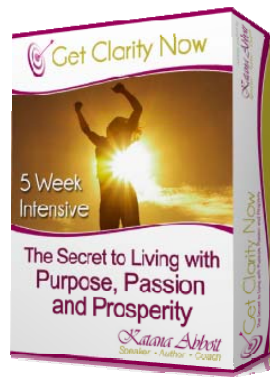
Pillar #2 - The Dig:

This is the big one folks...and as a financial planner, this is where we would spend _____% of our time and energy...in **Discovery!**

- Unique Abilities and Talents – your Passions – Your Strengths and Your Weaknesses – Your Fears – Your Energy Drainers – Your Opportunities and Your Values.
- I look at **GOALS** as _____ You Want and **VALUES** as _____ You Want It.

Introducing my New Home Study Course!

***Get Clarity Now! A 5-Step Roadmap to Living
Your Purpose and Passion with Prosperity!”***



- Comprehensive 74 page workbook with exercises
- 5 powerful audio recordings with group participation and laser coaching
- Transcripts, guided meditations, affirmations, dozens of special bonus items (worth over \$500), resources and tools
- www.GetClarityNow.com
- Save \$100 - Use special coupon code: **clarity**
- **Special Live Q&A Session with Katana, plus more!**

Exercise:

If you have a piece of paper, make a big “T” by putting a line across the top and a line down the middle. Now the top of the left side put a smiley face ☺ and on the top of the right side put a sad face ☹. Let’s keep it simple and let’s have some fun!

Now on the left side:



- I want you to write all the things that bring you joy, that bring you energy, things that when you do them, you lose track of time and your hobbies.
- Also, what are the things you love to do that make you money?
- What is the one thing that scares you to death, but you know if you just did, it would change your life forever?

Now let's look at the right side:

- Here I want you to write down all the things that **drain your energy**.
- What are the things that **keep building up on your to-do list**, the things that you **don't get paid properly for and that you are lousy at anyway**.
- Now put an **80% by the smiley face and a 20% by the sad face**.

Goal: 80/20 Rule

- The things on your **left side** will represent your _____, your _____, your _____, Your _____, and how you should be earning your living.
- The more you can focus 80% of your time, energy and money on this side, the more money you will make and the more joy you will have in life.
- Outsource, Delegate and eliminate everything else or only spend 20% on these items!
- I have outsourced and delegated all my marketing, technology, administrative work since 2/1/11 to **Business Mastery OutSourcing**. Click below to visit their website and watch their free webinar on how to simplify your life while leveraging your time, energy and money:
www.FrontStageBackStage.com



Pillar #3 – The Leap:

Now you notice **The Leap** is before **The Plan** and this is why. Once you know where you stand and where you want to go, the next step is to **Make a Decision**. You don't need to know How Yet! That's the good part.

- Good News: Law of Attraction – Magic, Synchronicity!
- Bad News: FEAR, Resistance, **Failure to Launch Syndrome**

Here are some signs you are in resistance:

- You're too busy (**I have no time**)
- You're impatient (**This is taking too long**)
- You Fog Up and Space Out (**What are you talking about?**)
- You Procrastinate (**I'll do it later**)
- You Lose interest (**I'll do it later**)

Exercise:

When you take that leap and get to the other side, you what you find?

_____ – Your Personal Power.

- So take a moment now (stop the recording) or after this call and “write down every time you took “The Leap” and write down what was the result – what did you learn and how did you grow”.



Pillar #4 – The Plan.

This is the real work and where so many fail because you won't be able to do this part alone. By the time you get here, you better have been building your network, your community and your team. Now is the time you take all the data you have collected and begin to create.

In financial planning, you would create your financial plan with the analysis and recommendations and solutions.

If you are starting your business, this is where you write your business plan, create your brand, identify your niche, create your products and services, create your team, and develop projects and systems. You create your marketing calendar and you get the funding or how you will create your revenue.

Resources:

www.score.org (Part of the SBA...you can meet with them to create your own business planning. Fabulous!)

www.SmartWomensProsperityInstitute.com (online coaching and community!)

Pillar #5 – The Dance

Okay, breathe a sigh of relief. You have done the hard work, and now you can begin to have some fun and to see some results because this is where you begin to _____ – I call it Dancing with the Universe because just like dancing, sometimes it will be a great song, sometimes you will lead, sometimes



you will follow and sometimes you will get your toes stepped on. The Dance also means **Trust, Practice and Time Management.**

Exercise/Example: 80/20 Rule:

- When I looked at my 250 clients: 80% of the revenue was coming from 30 of my clients.
- When I gave away 500 of my 750 clients and only focused on 250 clients, my business really took off and we grew our assets to \$100 million.
- Think about how can the 80/20 rule apply to you?
- **Front Stage Back Stage:** What are you? Are you front stage or back stage? Look at eliminating, outsourcing and delegating anything that is not servicing you, bringing you joy, generating revenue, or draining your energy! Visit Travis Greenlee's Business Mastery OutSourcing Team at www.FrontStageBackStage.com

Pillar #6 – Mastery:

When you reach Mastery, you have made it. My husband said to me one time, "Honey, stop striving...at some point...you have arrived."

- **How To Retire TO Something NOT FROM Something**
- So Mastery is when you are at the top of your _____, you are in the _____, you are a _____, things are running without _____, you can now begin to give _____, you have financial independence and you can begin to work on your Legacy.

Thank you for joining our Smart Women Community!

© Copyright 2011 All rights reserved. Katana Abbott Consulting, LLC, 248-366-0137
Smart Women's Prosperity Institute™ www.HowToCreateProsperity.com



Would you like to go to the Next Level in Your Life? This is what you can do next:

1. Complete your free **Financial Organizer Planning System** – part of your free gift in the Smart Women's Prosperity System.
2. Visit www.GetClarityNow.com to learn how you can immediately take a quantum leap with your wealth with this new 5 week home study course. Imagine totally transforming your relationship with money by learning how to change your beliefs about money and start getting paid what you are worth while doing what you love for the rest of your life! **Come watch my video and see what it's all about.**
3. Special Bonus...Besides hundreds of dollars in bonus gifts, I will be doing a **LIVE Q&A** call to answer all your questions and to offer live laser coaching as well! www.GetClarityNow.com
4. Be sure to enter the coupon code "**clarity**" at check out to *save \$100!*
5. Please watch your email in box for **Smart Women** invitations to our weekly **Smart Women Talk Radio Show**, and your special invitation to join the brand new **Smart Women's Prosperity Institute!**
6. Interested in working with me personally? Visit www.TalkWithKatana.com to schedule a complementary 30 minute private discovery coaching session.



I would love to hear how you liked your free gift. Please send me a brief email at katana@katanaabbott.com I would love, love, love to hear from you! Big hugs...

With love and gratitude,

Katana

Katana Abbott, CFP®, CSA®
Founder and Prosperity Coach
Smart Women's Prosperity Institute