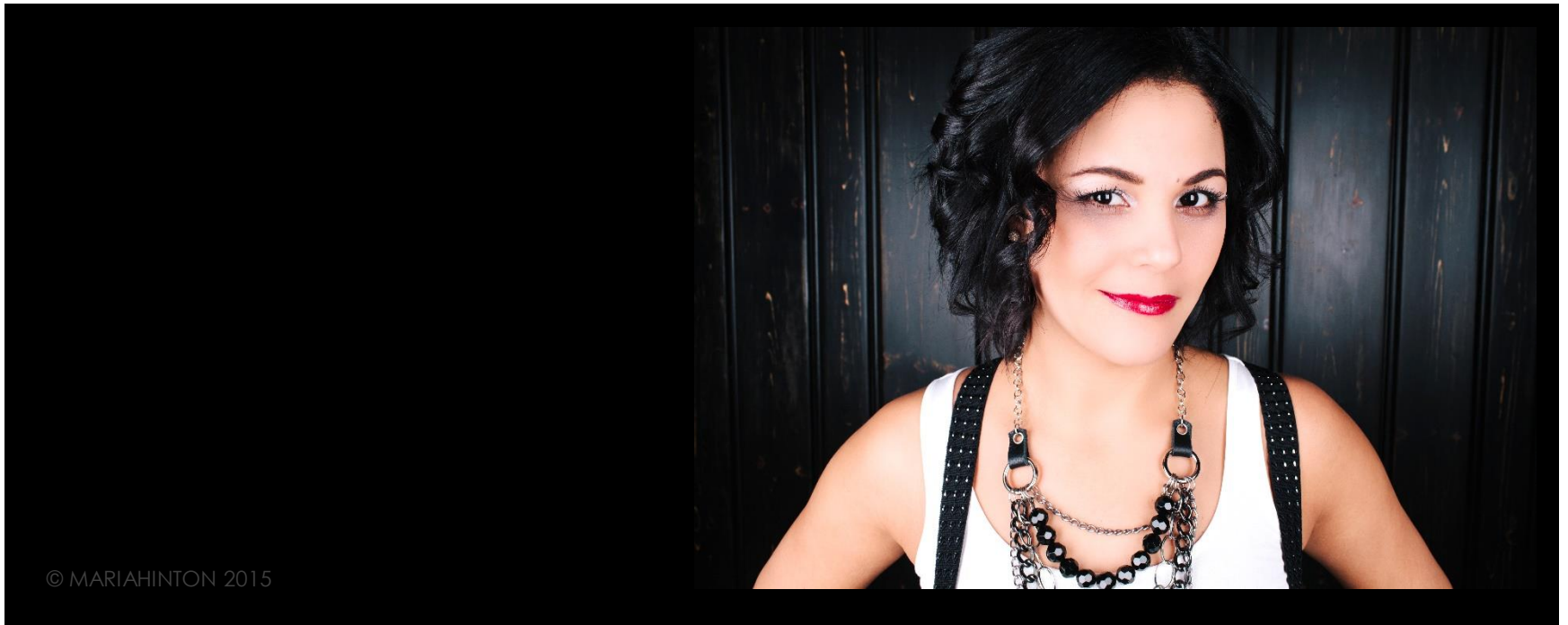


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# BACK IN THE BLACK BOOTCAMP

PART ONE: DESIRES, DOLLARS & CLARITY



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**When I was 14, I left my hometown with nothing but \$200 in my pocket (okay, and a few bags of clothes - girl needs her shoes!)**

Two years later, I had a whopping \$18k in my savings account.

And today, I run not one, but two thriving businesses.

Obvi, I'm the kinda chick who makes shit happen.


**Hi, I'm Maria Hinton and I'm THE money mindset coach for women entrepreneurs who're ready to get up, get going and get back in the black (translation? making that money, honey).**

A former financial planner and social worker (I know, right?), I'm a business-minded humanitarian who is crazy-passionate about helping women get real about their money blocks, get clear on their desires and learn how to own their worth so they can make more bucks in their biz.

But how did I get here, you might ask?

One word: Mindset.





I've always been willing to do what I needed to survive – including busting out of my toxic hometown at 14, graduating high school early at 16 and stealing food to feed my face when I had to in between.

I take care of my headspace like nobody's business. Since I left home and lived on my own from 14 onward, I learned quickly that I needed to learn how to take care of ME – 'cause nobody else was gonna do it for me.

I discovered early on that the way I spoke, the way I thought and therefore, the way I acted - all impacted how good I felt about myself – and also how good the experiences were that I attracted into my life.

When I had my mind right, Job opportunities cropped up outta nowhere. I always found a way to take care of myself. And within 2 short years, I had turned that \$200 into \$18k.

I was manifesting without knowing it. I made it work.

But here's what I know now: Not everybody knows how to handle their money mindset like I did so naturally.

I see TRUCKLOADS of people struggle with finances day in and day out, simply because they don't understand the basic rule about money:

**YOU are the ONLY ONE in control of how much money you have or don't have.**

So, I decided to do something. I started as a financial planner, but the budgeting and other tools were really only half the battle. What I really wanted was to be the one in the trenches helping real women manage the other, more important part of the equation: the mindset.

And the rest, as they say, is mother-effing history.



What else do you need to know about me?

:: **I've worked in the financial industry since 2004.** I have formal education in Financial Planning, but decided to make the shift out because I felt it was only a bandaid solution for a bigger issue: money blocks.

:: **I'm a Mama Bear-type.** I'm a no-nonsense, no-excuses, not-gonna-hold-your-hand-kinda girl. But I also have a huge heart – and if you give me your all, I'll give it right back.

:: **I was a Social Worker for three years.** That's where the loving mama bear comes in. Only problem? It just wasn't for me.

:: **I also run an all-natural and organic luxury bod product biz [www.duchesofsuds.com](http://www.duchesofsuds.com).** It started as a hobby – and then sales went through the roof.

:: **I'm a (blended) family woman.** I have four kids - Daniel and Niko from my husband's previous relationship, Alesandro from my previous relationship and our shared son, Luka. Having a blending family has taught me sooooo much - about patience, understanding, acceptance and compassion.

:: **I'm a huge lover of food.** I am completely and utterly obsessed with poutine and deep fried pickles!



Welcome to **Back in the Black Bootcamp Part Two – Desires, Dollars & Clarity!** So stoked that you're here. I promise you, this three part series is busting at the seams with practical steps and tips, to start renewing the woo between you and your money.

In today's presentation, I am going to talk about:

- Eight reasons why people are unsuccessful with reaching their goals
- Why your hearts desires is your biggest asset
- Why following your deepest desires is the key to abundance
- Six steps to nurture your desires and start creating abundance

You ready? Good! Let's get up, get going and get **Back in the Black!**

What you need for this session:

- Exercise booklet
- Notepad & Pen (if you prefer writing notes down)
- Your favorite snacks
- Make sure you bring an open mind and positive attitude

It's game time ladies!

*Maria Christina Hinton*

THERE IS SOMETHING IN EVERYBODY THAT LONGS FOR THAT AWAKENING TO  
BE MORE TRUE TO YOURSELF.  
- ECKHART TOLLE

# WHY ARE WE UNSUCCESSFUL WITH GOAL SETTING?

Which of the below, applies to your current situation?

Make notes below.

1. Lack of clarity – people are unsure of what they want out of life
2. Lack of focus – many people are the “jack of all trades”
3. Lack of commitment to goals
4. Failure to plan and take action
5. Blame everyone and anyone for their lack of success
6. Negative mindset
7. Fear of failure and/or success
8. Feelings of guilt or unworthiness



# Listen To Your Heart

Do you know what you have a passion for, yet you push that passion to the side? How does that make you feel?

How do you feel when you see others around you follow their dreams, and succeed?

THERE IS NO PLACE SO AWAKE AND ALIVE AS THE EDGE OF BECOMING  
- SUE MONK KIDD

# 10 REASONS WHY YOU NEED TO FOLLOW YOUR PASSION

1. It will give meaning to everything you do.
2. You'll experience things you never imagined.
3. You'll connect on a deeper level with the forces of the Universe.
4. You'll realize you're capable of achieving great things.
5. You become an inspiration to others.
6. Your energy, happiness and love becomes contagious.
7. You will learn something new each and everyday.
8. You'll will learn to listen to your intuition.
9. You'll stand in your truth, and help others to do the same.
10. You'll be completely and utterly in love with your life.





# Discovering What You Really Want In Your Life

What does your dream life look like?

What do you need to **stop** doing today that is preventing you from moving forward?

What do you need to **start** doing so you can move closer to your desires?

EVERY WORD YOU SPEAK AND EVERY THOUGHT YOU THINK IS AN  
AFFIRMATION FOR YOUR FUTURE.

- CHERYL RICHARDSON



# Six Steps to Nurture Your Vision

**Step 1** – Have a crystal clear vision of your specific desire.

**Step 2** – Be still, go within and discover your “why”.

**Step 3** – Acknowledge your fears, and continue to move forward.



**Step 4-** Affirm your vision every single day. Use “ I AM” statements.

**Step 5** – Surround yourself with like-minded individuals.

**Step 6** - Seek support from those around you.

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# BACK IN THE BLACK BOOTCAMP

DESIRES, DOLLARS & CLARITY EXERCISES



# DESIRE

Desire can be tricky to define, due to the fact that it means so many things to so many people. Some people view desire as a feeling that they come across every so often, whereas for others, it is a constant state of mind. Desire is when a person's wants and needs align and they decide that *nothing* will keep them from their goal.

As much as we like to blame outside factors for our lack of success, in reality, we are the ones who end up stopping us. That is why desire is so crucial to obtaining success and wealth. Without it, all we do is continue to make excuses for ourselves, excuses that do not hold weight and serve to provide a barrier between our dreams and us.

If a person did not desire wealth and success, then they would never make the necessary changes in their life. While many believe that they do not have to live any differently than they do now in order to see their wildest dreams come true, this is patently false. Doing the same things over and over again and expecting a different result to come about is the definition of insanity.

What the vast majority of people do not realize is that there is a huge gulf between wishing for wealth and the desiring of wealth. We have all wished for wealth at one point in our lives or another. Times get hard and we cross our fingers, hoping for a big satchel of cash to fall from the sky, or one of those sacks from the movies with the dollar signs written on the side.

But when you *desire* wealth, you are not just waiting, wishing and hoping. You are taking true steps each and every day towards your goal and not allowing yourself to be waylaid by all of the usual excuses that people come up with when things haven't gone the way that they are supposed to.

## Take Action

Complete exercise – **Abandoned Desire**  
Reflect

# EXERCISE: ABANDONED DESIRE

Desiring wealth is great, but having a certain level of clarity about these desires is just as crucial. Setting goals that you will be able to feasibly reach will ensure your success. Perhaps you desire to make \$1 million dollars per year, but you give away your services for free or like to volunteer a good portion of your time.

In that case, tampering down your expectations keeps you from becoming too disappointed. When people allow life to let them down, they begin to abandon their dreams. Once they make an effort and do not get where they are trying to go, everything changes. They no longer want to put in the extra time and effort.

*"Your heart's desires are your great assets. They indicate the experiences you can have when you make your decisions to have them. They are mighty potentials awaiting your attention. They should never be ignored"*

– Raymond Charles Baker

## Take Action

1. Tell me about a time where you had a dream, goal, or desire, and you were never able to fulfill it. Ask yourself the following questions:

- Was I passionate about it?
- Why didn't I succeed?
- Did I give up too easy when I was challenged?
- What mistakes did I make? What would I do different?
- Do I still have this goal in the back of my mind?



# EXERCISE: ABANDONED DESIRE

2. Reflect below.

# EXERCISE: ABANDONED DESIRE

All of the desire in the world helps no one when they do not have clarity. Clarity is what helps us tell the difference between the goals we should be chasing and the ones that we simply need to let fall by the wayside.

The greatest assets that a person has are their heart's desires. We have the unique ability to make the experiences that rest within our heart come to life with our own hard work. The desires of your heart indicate to you that you can have these experiences if you set your mind to it.

If you can desire an experience in your heart, then you can make it happen. There is nothing holding you back except for your own fears and apprehensions. Realizing that these desires were not placed in your heart against your will, that they are the manifestation of years of want, is the first step you can take towards achieving what you've always dreamed of.

## Take Action

Complete exercise – **Burning Passion**

Reflect on your results




# Exercise: Burning Passion

Before we can move forward, we need to determine what makes you tick, what moves you, what makes you want to jump the fuck out of bed in the morning. Let's discover what it is you love to do! It is key not to censor yourself. Be honest.

## Take Action

1. Fill in the answers to each question.
2. Go through the list of questions, and now pick the 5 of that you could not imagine your life without. If you have a hard time with this, close your eyes and imagine what your life would look like without that specific thing. Cross out the ones that do not excite you.
3. Write down the 5 things you are left with. Reflect on your findings.

- What I was a child, I dreamed of becoming \_\_\_\_\_.
- I absolutely could not pass up a book or movie about \_\_\_\_\_.
- I am the go to friend, when my friends need help with \_\_\_\_\_.
- In my free time I like to spend my timing doing \_\_\_\_\_.
- One thing I LOVE doing, but most people don't know about me is \_\_\_\_\_.
- When I make homemade gifts, it usually involves \_\_\_\_\_.
- One of my talents is \_\_\_\_\_.
- I have only tried this once or twice before, but I liked it \_\_\_\_\_.
- If I could have my own "how to" talk show, it would be about \_\_\_\_\_.
- The time I \_\_\_\_\_ was the most exciting time in my life. I felt truly free and alive.
- If I could do anything in the world and make loads of money it would be \_\_\_\_\_.



Now I am going to go ahead and assume that these exercises brought out a few emotions and thoughts you may be familiar with or perhaps have acknowledged for the first time. The purpose of these exercises is to help instill the belief that you truly DESERVE THE BEST LIFE POSSIBLE. It is my hope that you believe that with every fiber of your being.

In the third and final part of the **Back in the Black Bootcamp** series, we're going to pull everything we have learned in the first two sessions together, and integrate it with the secret ingredient to living a life of abundance. The Mindset. Here is what we are going to cover:

- Why your mindset is the foundation to personal and business growth
- The difference between a fixed mindset and a growth mindset
- Money mindset myths that are keeping you broke
- Ways to cultivate a prosperous money mindset

See you soon,

*Maria Christina Hinton*