



Creating an Abundant Life Piece of Cake—or Pie in the Sky?

By *Garrett and Sylvia McGrath*

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t this time of year across North America, many of us gather over turkey, stuffing, and pie to give thanks for our blessings. We spend time with family and friends, maybe watch some football over another piece of pie...

What does pie have to do with abundance, network marketing, or creating success? As it turns out, a lot. In *The 7 Habits of Highly Effective People*, Stephen R. Covey explains how most people are deeply ingrained in a scarcity mindset. They believe that what they desire (love, appreciation, a promotion, money, relationships, and so on) is in scarce supply. As if there was only one pie out there, and if someone gets a big piece, it means less pie for everyone else.

Someone with a scarcity mindset has a hard time sharing recognition, credit, power, profit, or anything else—and isn't happy for others' success. Scarcity thinking leads to combative, grasping, or manipulative behavior in a person, company, or team.

An abundance mindset, on the other hand, is based on a belief in "plenty." It means there is more than enough for everybody, and there is much more than one pie. It flows from a deep inner sense of personal worth, security, or faith. In teams, this mindset results in sharing praise, credit, profits, ideas, and decision-making. It opens up greater possibilities for solutions, creativity, and exponential success.

How do you change your mindset from scarcity to abundance? Reverend Martin Luther King Jr. wrote in his sermon called *Creating the Abundant Life*: "Life is not something you find. Life is something you create, by the help of God. My friends, choose to live up to your highest and best self, and thereby create the abundant life."

We see three simple ways to bring more abundance into our lives today:

1. **Gratitude.** A grateful heart is open to receive. Express gratitude for everything—even the problems you’re trying to solve, as they are preparing you for your next level of greatness!
2. **Generosity.** Give, share, and help your fellow man. “When you focus on being a blessing, God makes sure you are always blessed in abundance,” says Joel Osteen.
3. **Association.** If you wish to develop abundance thinking, associate with mentors who practice it. Identify leaders who embody a spirit of win/win and spend time with them—in person, through books, or online.

In our business model, the more you give and serve, the more you earn. Instead of fighting over a piece of pie, we are baking more pies to enjoy—and share!

As network marketing professionals, we are helping people create better lives around the world. We are grateful for a business that has abundance baked into the pie. This holiday season, may we all practice gratitude, generosity, and win/win thinking. Let’s continue to be a force for good in our communities and the world!

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