



When is wealth a distraction?

In today's Newsletter we'll address: how wealth can be a nearsighted venture.

3 Focal Points:

- **Realization**
- **The 'shift'**
- **The outcome**

When does wealth become a distraction?

This past week I was sitting with a close friend, in my tea room, preparing and experiencing the Kung Fu Tea Ceremony - the ideal location for 'open dialogue'.

He shared with me the current situation of a previous business partner who has reaped the rewards of financial success, living in an ideal setting: an island off the coast of the U.S.

For most people, this reality might seem like a dream come true. For his previous business partner, what would appear an enviable position has not created satisfaction. Far from it. He is so unhappy with his life and where he is in this point in time.

Wealth can open up possibilities, though it doesn't necessarily enable happiness.

Our discussion led to the following reality: wealth can certainly open doors and create opportunities, though a majority struggle with true happiness, irrespective of their wealth... and aren't even conscious of the fact.

So many people live in an obscure sense of 'uncertainty', even after they've 'bagged' millions. This brings me to the following:

When is it enough?

In 2008, I like you, witnessed the second greatest economic decline in the history of this great country, and modern world, outside the Great Depression. I watched, observed and pondered how 'very wealthy' individuals turned an economic *cyclic event* into a 'nightmare scenario'. I watched health plummet as resources contracted. As much as I empathized with everyones losses, including mine, I was highly aware how this 'moment in time' played into the lives of rational, healthy people.

The media, with its incessant theatrics painted 'despair', doom and gloom - feeding into the psyche of the

population - preying on its victims.

What I witnessed wasn't just financial free-fall. What I was witness to was a free-fall of rationale, logic and health.

This got me thinking:

How does wealth become a powerful 'distraction' from our purpose in life, and High Energy Performance?

Facts:

- In a Harris Poll conducted in 2017, only 33% of Americans surveyed said they were happy.
- A Harvard Study of 4000 millionaires, who are clients of financial institutions drew the following 'conclusion': people with a net worth of \$10 million are significantly happier than those in the \$1 million to \$2 million range.
- Not all decamillionaires are equally happy.
- Happiness is a state of being, not a state of finances.

So, what's the profound realization?

"Money contributes to happiness to meet basic needs -- but above a certain level, more money does not yield much more happiness."

-Harvard Business School researchers Grant E. Donnelly and Michael Norton

Wealth 'doesn't necessarily' lead to personal satisfaction, in lieu of health and greater purpose. When it's intertwined with health and personal achievement, the outcomes become far more profound.

Money, as we are all aware, doesn't buy happiness. On the contrary, the input that's required to make those mega-millions often comes with an array of health issues. Yes, there is a phenomena associated with wealth, known as **diseases of affluence**: hypertension, diabetes, coronary heart disease, obesity, cancer, depression, anxiety...

I see this all the time, not only here in the U.S. Diseases of affluence are rife throughout the Western world. I experienced this professionally, interacting with clients, observing and experiencing in Australia, Israel and Vietnam. Traveling and researching... a similar set of symptoms and 'diseases of affluence.

Is there room for 'growth', away from this trend?

Simply... absolutely! I found pockets of highly aware, fully-engaged individuals, and groups, who were motivated by greater intent, greater purpose, and greater resolve. They viewed wealth as only a part of their greater satisfaction. Whether it was religion or spirituality, a deep connection with physical activity, immersion in new and creative habits and rituals, great connection with community and socialization... I became clearly aware that profound external influences lead to a combination of greater health and wealth. **This is the starting point. This is the 'shift'.**

How is this 'shift' an investment in you...for the rest of your life?

Consider this an opportunity to regroup, and 'reframe' the way that you process and function. If you could step back, for the moment, from pursuing greater wealth, what other factors in your life resonate with you? Here's the deal: I challenge you to team up with me and take on the 'diseases of affluence' head on. You might not see them, feel or experience them. However, in the competitive climate that we live, the symptoms are alive, or dormant... ready to trigger.

To create the 'shift', let's start with 'the outcome'.

An extraordinary outcome is preceded with a great story. A great story is triggered with a profound 'shift'. By 'teaming up' with me and declaring your outcome (objectives/goals)... we create a step-by-step approach, building your story and defining greater purpose. Wealth can be a fundamental goal that you pursue. I challenge you not to define your purpose by the wealth that you accrue, as this is a moving target with potential ups and downs. There's greater 'depth', meaning, and happiness out there, dependent on your sustainable health, performance and output. These are powerful objectives that will keep you buoyant in any

circumstance.

I challenge you to test the ground that you walk on, enliven your step and refine your stride. Refocusing your attention on something that keeps you committed and fully-engaged will stifle 'settling into' diseases of affluence. This realization, shift and outcome is an investment in the rest of your life.

Take-Away

As High Energy Performers we all strive for something greater. This is the powerful trait that differentiates us from the norm... the 67% of the population who struggle with happiness.

Wealth can be a great asset providing that it's accompanied with greater purpose. The reason for this is sustainability of health and performance, which can lead to extraordinary outcomes. In a society riddled with diseases of affluence, a proactive stance can yield more extraordinary results than you can imagine. It starts with the premise that you are 'now' prepared to invest in the rest of your life.

Have a powerful week...



**Paul Lewis
President
Immortal Executive**



