

# MODULE 2

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## THE KEY TO IT ALL: YOUR PERSONAL MONEY MAP NUMBERS

**Hi and welcome to module 2!** You are about to begin a truly powerful and exciting process where you'll get absolute clarity on the amount of income you need to live the life you really, really, really, REALLY want at four different dimensions. Once you have that clarity, you can then identify where you are now and discover how to chart your course from where you are now to where you need to be next, with right relationship on how you use your time, energy, attention and money (TEAM) resources.

### **Really let this sink in:**

Before we move into the "how" to make this all happen, sit first with the "what." You've spent the last module looking at the what you really want, maybe even resisting it to some degree. If resistance came up for you, that's okay — in fact, it's common.

It's a good sign. Here's why:

You may have become aware of resistance in your body or a voice in your head that says "you're not worthy of what you want," or "what you want is somehow 'wrong' and you'll be judged by others for it" or even "you shouldn't want that, it's excessive or unnecessary."

What's beginning to get revealed here is the inner conflict that is keeping you from the clarity you need to stand fully in your power and create the life that you truly desire.

These are patterns of resistance and you are breaking free of those now. The truth is you ARE worthy, and what you want is not only perfectly OKAY, but it's guiding you to your highest and best self. Become aware of the part of your mind that is saying these things to you, and pour the truth on with a loving heart towards yourself.



We also recommend that if you experience strong resistance that you schedule a session with one of our Law Business Advisors who can support you to break through.

Also, know this — if you desire it, it IS possible. You wouldn't have been given the desire otherwise.

It doesn't matter what others think, it matters what you feel. Many of us have lost contact with the feeling of what's right for us. What's right for you is what really feels good to you. Know that.

The exercises you've been working with are the first step to re-imprinting a new pattern of worthiness in you. So allow yourself, maybe for the first time, to admit what feels good to you. You deserve it, and you are the one who gets to say what's right for you.

Now, let's get into the numbers.

## Your Numbers for Each Category

Your next step is to enter the dollar amounts for what you determined you want in each of the 30+ categories in Module 1. Use this workbook to help you take notes for what you want to account for in each of the categories in each of the five dimensions, and then enter the totals for each category in our online tool here: [www.moneymaptool.com](http://www.moneymaptool.com)

You can also enter your numbers into a spreadsheet if you prefer — the tool is only one option to be capturing and calculating your numbers. If you go that route, consider making a copy of the template each time you go through this exercise in the future so you can have a place to store your previous numbers.

If you aren't clear on how much some of your expenses will cost, that's okay. Check out <http://www.numbeo.com/> to access a database of costs based on where you live as a resource that may be valuable for you. Or join us in our [Facebook group](#) where you can ask others what they put in for their numbers.

After you enter in your category totals for each dimension in our online tool, you will arrive at your Monthly Money Map Number. **STOP HERE.** Do not go on to entering your time allocations, as we will support you through that in the next module.

Remember, there are no right or wrong answers and no right or wrong outcomes. Just the truth of what you want at each of the four dimensions as well as where you are right now.



## LIVING SPACE

*This refers to your rent, or your mortgage, insurance and home property taxes. What kind of house or apartment do you want to be living in, and where? Paint the picture.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## HOME MAINTENANCE EXPENSES

*This includes all of your basic utilities such as heat and electric, as well as whatever amount of money you would like to set aside each month to account for home repairs.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

# MONEY MAP WORKBOOK



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## GROCERIES

*This refers to the amount of money you spend at the grocery store, farmers markets, etc. Food that you have in your house.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## DINING OUT

*The amount of money you spend monthly dining out on food and drinks. (Remember, business meals are 50% deductible against your income for tax purposes).*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## CABLE/SATELLITE

*Includes internet, cable, satellite TV, premium channels, etc. Also includes Netflix, Amazon Prime, Hulu, etc. Does not include phones, cell phones or other modes of communication, as that will be accounted for below.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## COMMUNICATION

*Whatever you use to communicate with the exception of internet, as that was accounted for above.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## DEBT SERVICE

*How much you need to pay monthly to continue carrying your personal (NOT business) debt, or how much do you want to be spending towards paying off your personal debt?*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## TRANSPORTATION

*This includes your monthly car payment, average monthly amount spent on gas or parking, local public transportation fees, and the amount you want to set aside monthly to budget for car repairs. This does not include transportation costs that relate to travel outside of where you live and/or vacation transport.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## PERSONAL INSURANCE

*This is insurance for your personal life, not your business or any side projects. This includes health insurance, life insurance, etc.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## MEDICAL (NOT COVERED BY INSURANCE)

*This includes medical costs such as copays, prescriptions not covered by insurance, etc. There will be a "personal care" section to follow, so if you include things like massage or acupuncture in this section, just make sure you don't count those costs twice.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## LIFE SUPPORT SYSTEMS

*Life support systems could include house cleaners, personal childcare providers, personal assistants, etc. This would not include any support that you employ to support your business endeavors.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## CHILDREN'S EDUCATION / CHILDCARE

*Here is where you can account for costs that relate to taking care of your children during the week and/or their schooling. This does not include extracurricular activities, which will be accounted for in the following section. If you don't have children, you can leave this section blank.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## CHILDREN'S ACTIVITIES

Here's where you will account for extracurricular activities for your children that does not include schooling or childcare. If not applicable, simply put "0" or leave blank.

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## SPECIAL EVENTS

How much do you want to be spending each month on special events? This could include events of your own (planning and throwing a party) or events for others (wedding and birthday gifts, etc). This number will likely vary each month, so in using the tool you'll want to identify an average to set aside per month.

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## CLOTHING

*How much do you want to budget each month to spend on clothing? If you have children, this would include how much you would be spending on their clothing as well.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## HOUSEHOLD ITEMS

*This category includes everything from cleaning supplies to furniture. This does not include groceries. Knowing that you won't be purchasing things like furniture every month, include how much you would like to put towards those less frequent purchases on a monthly basis.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## ENTERTAINMENT / RECREATION

*How much do you want to be spending each month for entertainment? Concerts, movies, skydiving, etc. This does not include eating out of travel/vacation expenses as those are accounted for elsewhere.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## REGULAR PHYSICAL EXERCISE

*What monthly costs would you have for things like a gym membership, a personal trainer, yoga classes, etc?*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## SPIRITUAL WORSHIP, TITHING, CONTRIBUTIONS

*This category is where you'll include how much you would spend each month like a membership to a place of worship or charitable contributions you would make on behalf of your spiritual or religious practice.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## VACATIONS & TRAVEL

*Vacations & Travel includes how much you want to allocate each month towards any non-business vacations you want to be taking on an annual basis. Make sure to account for travel costs, lodging, food and experiences you'll have while on your trip. Since you may not be taking vacations monthly, identify the amount of money you want to set aside each month towards however many vacations you want to take per year.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

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## PERSONAL RELATIONSHIPS

*If you need to budget for things like alimony or child support, this is where you'll do that. If this doesn't apply to you, simply enter "0" or leave this section blank.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## PERSONAL CARE

*What monthly costs do you want to include that are about taking care of yourself? This could include things like massage, acupuncture, facials, etc. Just make sure you didn't include these costs in the "Medical Expenses Not Covered by Insurance" category.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## GADGETS / TECHNOLOGY

*How much do you want to budget for each month towards the purchase of technological gadgets that are not for business? These will likely not be purchases made on a monthly basis, but you'll want to be setting money aside monthly to cover the costs when you choose to get some fun new toys.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## PERSONAL CONTINUING EDUCATION

*What kind of continuing education would you be involved in as it relates to your own personal development and acquiring knowledge? This does not include continuing education as it relates to your business and income generating activities.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## HEART PROJECTS

*A heart project is something that is meaningful and important you want to do in the world that won't necessarily generate any income, but you are compelled to do it. Your project will most likely cost money, so let's make sure you account for it.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

This next category of expenses relate to expenses for your income and revenue generating activities. If you are not planning on starting a business at this time or some of these categories don't apply in one or more of your five dimensions, you can simply enter "0" where appropriate.



## LAW PRACTICE SUPPORT STAFF: NOT ON PAYROLL

Business support systems are people that you hire to support you and your income/revenue generating activities, but they are not full time employees who are on payroll. If you need help identifying the range of possibilities here, consider reading our blog on law practice hiring strategies [here](#).

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## PAYROLL (IF APPLICABLE)

Payroll includes employees that work for you and your law business full time. This cost should include their combined salaries as well as payroll tax (you can estimate 9% payroll tax, although you may want to find out what specific number applies to your state and use that).

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## TECHNOLOGY SUPPORT

*Which technologies will you use in your office to support the easiest delivery of your services? How much will those technology systems cost?*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## OFFICE EXPENSES

*What kinds of materials and processes would be involved in running your law office, whether it's your personal office or an office that employs thousands. What sorts of things would be needed to make it run in the way you desire? This would include any operating expenses your business has, including rent, utilities, office supplies, monthly subscriptions, etc. This does not include paying employees, contractors or any marketing expenses.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## SALES AND MARKETING EXPENSES

*Sales and marketing expenses can include anything from advertisements, internet marketing, promoting or sponsoring events, printing promotional materials, or direct mailings. This does not include materials that would fall under office expenses.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## WEBSITE EXPENSES

*The website expenses for your business and/or income generating activities will include the development of your website as well as monthly hosting. If you are in the stage right now where you need to develop and build your website, include how much you want to put towards developing and improving your website on a monthly basis over the next 6 months, in addition to your hosting fees. If your website is already built, just include your hosting fees and how much you'd like to budget towards future developments on a monthly basis. This could also account for the cost for your website for your heart project if that's applicable for you and wasn't captured elsewhere.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## CONTINUING EDUCATION FOR BUSINESS ACTIVITIES

*What kinds of continuing education workshops and experience would you like to budget for as it relates to your law business? This does not include continuing education that is simply for personal benefit.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## BUSINESS INSURANCE

*What kinds of business insurance would you want to have in place, and at what amount of coverage? How much would those cost? This could include malpractice insurance, errors and omissions insurance, key person insurance, etc. Consult an insurance agent with any questions.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## PROFESSIONAL ADVICE/ASSISTANCE

*This category refers to the costs needed to hire professionals to support you in your law business. This may include an accountant, graphic designer, business coach, web developer, etc. If you are calculating the cost for your web developer here, make sure you didn't include that as part of website development. Additionally, if you captured the costs for these providers in a previous section, make sure you don't count them twice.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## COMMISSIONS (IF APPLICABLE)

*Are there any commissions you need to account for as part of how you're getting the world out about your legal services?*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## DIRECT PROGRAM EXPENSES

*These are the costs that relate directly to the legal service you're offering. This may include a back office drafting service, outsourced paralegals or outsourced legal clerks. The more services you provide, the more this cost will increase.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## ANYTHING ELSE YOU'D LIKE TO INCLUDE

*Here you can include any additional costs to support your desires that have not yet been accounted for.*

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

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This next category of expenses account for the amount of money you want to be setting aside for your personal savings account, a college savings account for you or your children, and your personal retirement account.

## PERSONAL SAVINGS

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

## COLLEGE SAVINGS

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>



## RETIREMENT SAVINGS

Minimum to be happy	Minimum to be of service	Preferred if you could afford it	Now
<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>	<b>Total: \$</b>

**Okay, great!** Now we want to account for taxes. If you're not exactly sure how much you should account for taxes at this point, use the following guidelines: 10% if you are doing proper planning, 25% if fairly low income, and 50% if high income and no planning in place. If you're not sure where you fall on the spectrum of planning and income, you can use the number 15% to be safe.

Enter this number into the online tool or your spreadsheet.

**Congratulations! You've now arrived at your Money Map Monthly Number for each of the five dimensions.**

Don't go any further at this point. In the next module we'll get into how to identify and allocate the number of hours you really have available to reach our Monthly Money Map Number so you can know how much you need to price your products and services for. So sit tight and continue to take it all in. You're doing great.

