

# THE JORDAN HARBINGER SHOW

## Worksheet for Deep Dive | The Right Way to Cultivate Abundance (Episode 220)

To feel abundant means to feel connected to the assets you possess — knowledge, relationships, empathy, listening, love — and to know that those assets are not finite in the bigger picture. The term “abundance” comes from the Latin *abundantia*, which means “overflowing” — a nice metaphor for that feeling of limitless service. The benefit of abundance, of course, is to be able to offer value to other people. In the process, we realize just how much we actually have to give, and our sense of abundance grows deeper.

But that creates a puzzling catch-22. On one hand, it seems like being generous requires an abundance mindset. On the other, it seems like the only way to discover that abundance is to be generous. So which one comes first? How do we solve that paradox? Stick around for [this deep dive](#) and we'll figure it out together!

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## Why Abundance Is Hard

Our species is not designed to cultivate an abundance mentality — it's designed to cultivate a scarcity mentality. Think of it this way: we didn't survive for hundreds of thousands of years by feeling abundant. We survived by feeling a lack. Celebrating that we have a month's worth of grain stored up might have put us at ease, but it didn't keep us fed. Fixating on the fact that in a month we'd be hungry again, however, forced us to go out and gather some more.

Given this wiring, it's perfectly normal that most of us don't feel abundant on a day to day level, and this tends to hinder the desire we may have to be generous to others. You're not a "bad" person if you don't feel abundant, because fixating on what you don't have is not a personal failure — it's a default setting. Luckily, you have the power to override this setting.

**If you could be confidently abundant in just one resource to generously share with the world, what would that resource be — and why? In what ways would you express this generosity?**

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## One Trick to Abundance

Most of us are trying to rewrite the intellectual belief that we *aren't* abundant with an intellectual belief that we *are* abundant. These two heady thoughts battle with each other, fighting for dominance. And the default setting — scarcity — usually wins. So if the intellectual approach doesn't work, how do we resolve the catch-22? I recommend a much simpler process: Rather than trying to rewrite your scarcity mentality into an abundance mentality, simply commit to generous behavior.

The fact is, we can choose to behave generously even when we don't "feel" like we can. In other words, we can be generous without feeling abundant. Why? Because abundance is a belief, while generosity is an action — and actions are much more powerful than beliefs. Feeling abundant might help us be generous, and that's great. But it's not absolutely necessary. We can commit to the behavior even if we can't commit to the belief.

**We can make introductions even if we don't have a massive network. We can spend time on the phone helping someone through a breakup even if we don't feel deep wells of empathy. We can offer an hour of our time at an animal shelter even if we don't feel like we have all the time in the world. We can offer all of this, irrespective of how much we have to give — or how much we think we have to give — right now. What's one simple act of generosity you can share with someone else today?**

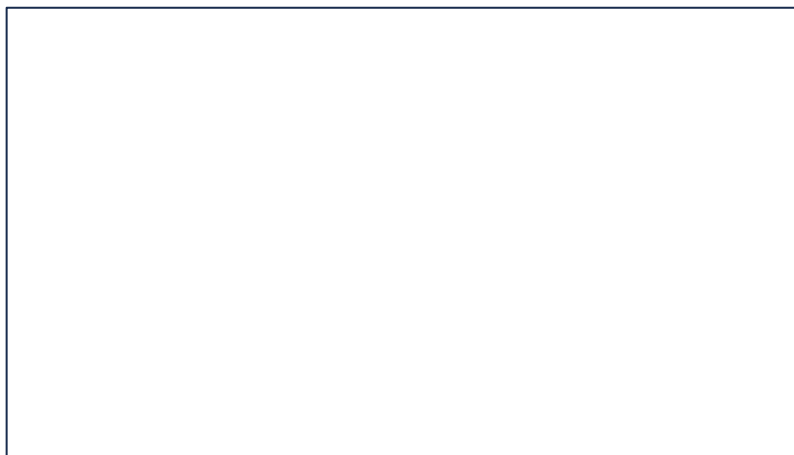
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## Act Toward Abundance

Cultivating abundance begins with committing to a handful of small acts of generosity in your everyday life. The key here is to do the work even if you don't feel like you have a lot to give. I want you to discover that you don't need to be in touch with any concept of abundance in order to invest in other people. First, find a handful of small, specific, relatively low-cost investments you can make in other people. The smaller and easier they are, the better. Here are a few of my favorites:

- **Text one friend, colleague, or family member every day and ask how they're doing.**
- **Send one email every week to someone in your life explaining how they helped you or behaved in a way you appreciate.**
- **Ask one random person (a barista, a security guard, a distant colleague) every day how they're doing — and really listen.**
- **Choose one minor act of kindness every day (letting someone merge in traffic, offering to press an elevator button, running a package to the mailroom, offering a pair of eyes on a document, etc.).**



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## Notice the Effects

Next, take notice of the effects these tiny acts of generosity have on the real world and its real people. After each act — and at the end of each day — take a couple of minutes to check in with yourself. Notice what impact these small acts are having in your life. Inevitably, these small acts of generosity create positive outcomes. Being kind to one person makes it easier to be kind to a second and a third. Reconnecting with an old friend helps rekindle a sense of connection. Expressing gratitude to someone deepens the relationship. Letting someone merge lanes makes you realize that you're just like everyone else, and makes you that much more appreciative when someone does the same for you. Some helpful questions include:

- **How did people respond to my interactions?**
- **How did being in touch with other people make me feel (about them and about myself?)**
- **Have I made any new acquaintances or connections?**
- **How is my overall mood and outlook on life?**
- **Did helping make me want to be more or less generous?**

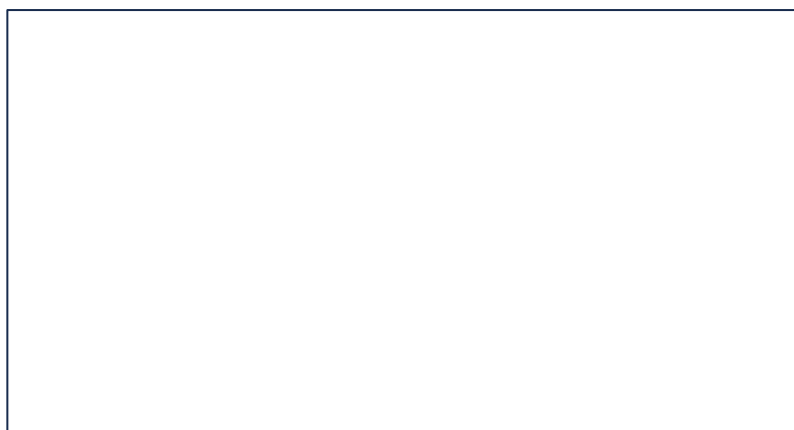
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## Work Your Way Up

Like empathy, hope, and kindness, abundance is one of those qualities that grows the more we use it. The way we “use” our abundance is by applying it, and the way we apply it is by being generous with the people in our lives. The more we give, the more we realize we have to give, and the more we get in return, which only gives us more to offer. It really is that simple. We don’t need to “feel” abundant before we can start doing the work. We can do the work whether we feel it or not, and that’s the beauty of committing to generous behavior first.

**After you commit to the previous steps for a few weeks, work your way up to larger acts of service. That’s how you “scale” your newfound abundance. Again, this can be an incremental process. You can start by saying hello to strangers to having two-minute conversations. You can go from checking in with friends once in a while to having a standing catch-up lunch. You can go from making one introduction a month to making one a week. You can work your way up in volume or in depth, as your interests and the situation require.**



*Full show notes and resources for this episode [can be found here.](#)*

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## About



Join us as we get deep into the untapped wisdom of the world's top performers – from legendary creators to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth – and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these valuable insights into your own life and live what you listen.

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