

Wealth and Well-being

(Article One, in a Two-part Series Exploring Money, Finances, and Lawyer Well-being)

BY ROBIN OAKS

During the first class of the course that I teach at the Colleges of Law, Lawyer Well-being and Professional Identity, I always ask the law students to share “why” they want to become a lawyer. Inevitably, a few students candidly state that making money is a strong, if not primary, motivating factor. Using the Socratic method, and asking probing questions, we investigate what Socrates believed was the first step to true wisdom—“Know Thyself.” One of the books about money that we use to understand the relationship between finances, wealth, success, and well-being in law is *The Soul of Money, Transforming Your Relationship with Money and Life*, by Lynne Twist.

In this two-part article series, I’ve invited two finance professionals and coaches in money matters to share their stories and strategies about wealth and well-being. In article two, we’ll hear from Spencer Sherman, a financial wealth advisor, trainer, founder and CEO of Abacus Wealth Partners, LLC, and author of *The Cure for Money Madness: Break Your Bad Money Habits, Live Without Financial Stress—and Make More Money*.

In this first article, Jennifer Love will provide sage advice about what creates financial and work success. Jennifer is a money therapist, coach, and popular presenter on the subject of well-being and money management. If you visit Jennifer’s website, www.Jenniferlove.com, you see on the first page that at the heart of successful money management is your answer to the seminal question: *How are you defining wealth?* The layers of answers to that question reveal a truth (I like to call *life laws*) about money and human nature.

As Lynn Twist explains in her book, “Money is not a product of nature...it’s an invention, a distinctly human invention.” “From the very beginning, money was invented to facilitate the *sharing and exchanging* of goods and services among individuals and groups of people.”

So how does money define our sense of success and particularly—our worth? Money and behavior—and the power and meaning we assign to it—are intertwined.

One aspect of exploring our relationship with money and wealth is whether we view life through a lens of scarcity or

sufficiency. What is *enough* in our lives – and about life? A *scarcity* mindset is a chronic sense of inadequacy – a not-enoughness. Twist contends *scarcity* is “a lie.” “When we unpack the mindset of scarcity, we find myths that have come to define our relationship with money and that block our access to a more honest and fulfilling interaction with it.”

“When your attention is on what is lacking and scarce in your life, in your work...then that becomes what you’re about.” “If your attention is on the problems and breakdowns with money, or scarcity thinking that says *there isn’t enough, more is better, or that’s just the way it is*, then that is where your consciousness resides.” How we view life and our relationship to others shapes our behaviors and thinking about money, wealth, and success.

Twist beautifully illustrates the “three truths of sufficiency” through stories about her work as a philanthropist and fundraiser for global initiatives: to end world hunger, protect the Amazon rainforest, and other endeavors to improve health, economic, and political conditions for people around the world. “Just as blood in the body must flow to all parts of the body for health to be maintained, money is useful when it is moving and flowing, contributed and shared, directed and invested in that which is life affirming.” That’s a *Truth*.

With conscious attention and intention, we can transform our money matters into an open space for growth, wealth, and meaningful interconnections. So, let’s bring some deliberate attention and blood flow to enliven what aligns us with true wealth - and our worth, especially surrounding money and our relationship with it. I now turn to Jennifer for some thought-provoking ideas and tips about lawyers, money management, mindsets, and financial well-being.

Jennifer, what have you learned about lawyers and financial well-being through your work as a Money Therapist and Wholistic Wealth Coach?

Jennifer Love: Approximately 89% of lawyers at the start of their careers worry about money almost every day, 48% of lawyers report turning to credit because they have run out of money regularly, and 34% of lawyers admit their per-



Robin Oaks

formance is directly affected by money worries. The very people who negotiate high-stakes deals, protect wealth, and advocate fiercely for their clients, often struggle with their own financial well-being.

One lawyer confided in me: “It becomes a kind of mantra— I just have to keep going. I can’t stop. My time is money, and if I’m not working, I’m not making money to support my family. It gets to a point where I cannot take any time off without feeling extreme guilt.” Sound familiar?

Many lawyers are trained to fight for others, to advocate for their clients’ best interests, and to push for maximum compensation in negotiations. And yet—when it comes to their own financial well-being—many fall into a scarcity-driven cycle of overwork, stress, and avoidance. Here’s the reality: the way you negotiate for others should reflect how you advocate for yourself.

What motivated you to help others explore their mindsets about money and raise awareness about what wealth and success mean individually, and collectively/culturally?

Jennifer Love: My earliest money memory is etched into my being. I was three years old, standing beside my mother as she sat on the bed, crying. My father had just walked out, and next to her lay a pile of cut-up credit cards. She looked down at me and said, “We don’t have any money. Your father is leaving, and he’s not coming back.” That moment changed everything.

I watched my mother—who once lived a rich life—never fully recover, emotionally or financially. I witnessed, in real time, the devastating impact of sudden financial loss, not just on material stability but on self-worth, security, and even identity. That experience planted a deep curiosity in me: *What happens to us—psychologically, emotionally, and physically—when our relationship with money is rooted in fear, scarcity, or survival?*

That question followed me into adulthood, even as I became a high-achieving entrepreneur, navigating the world of finance, investment, and wealth creation. I saw the same struggles playing out in professionals at every level—lawyers, business leaders, high-net-worth individuals—people who were incredibly competent at handling money for others yet struggled with it in their personal lives. I saw how deeply financial decisions were entangled with self-worth, how money became a mirror for our beliefs about value, security, and power.

More than 90% of financial decisions are driven by emotion, not logic. Yet, we rarely explore the conditioning and experiences shaping those emotions. And the consequences aren’t just financial—they’re physical. Chronic

stress, anxiety, burnout, and even heart disease is linked to financial worry. Our money stories don’t just shape our bank accounts; they shape our health, our relationships, and our ability to live well. That’s why I chose to do this work.

Through my own journey of unwinding inherited patterns, building multiple businesses, and guiding others through high-stakes negotiations and wealth-building, I saw that money was never *just* about money. It was about the way we treat ourselves, the way we exchange value, and ultimately, the way we build our lives.

So, I committed. I deepened my expertise, integrating financial planning with psychology, entrepreneurship, and emotional intelligence to create a *Wholistic Wealth* approach—one that considers not just financial success but energetic, mental, emotional, interpersonal, and somatic well-being. Because financial security means nothing if it costs us our health, our joy, or our sense of self. To live well, we must *live whole*. And that starts with understanding the unconscious patterns driving our financial decisions—so we can choose something better.

What is a story you can share that illustrates how scarcity “thinking” contributes to our “limiting” behaviors around money and our sense of worth?

Jennifer Love: Years ago, one of my clients, a powerhouse entrepreneur named Theresa, was preparing to negotiate a sponsorship deal for her 8,000-person entrepreneur conference. The most she had ever secured before was \$35,000—a significant sum, but nowhere near what her event was truly worth.

She had a meeting lined up with one of the biggest financial brands in the world. It had taken her six months to nurture this relationship. She had proof that her conference was the largest startup entrepreneur event in Canada. She had credibility—Forbes, major media features, a massive audience. She’s the successful producer of the book and documentary titled “The Miracle Morning”. But when I asked her, “How much are you asking for?” she immediately said, “\$35,000.” That was her baseline. That’s what she believed she could ask for.

So, I challenged her: “Theresa, the effort and energy it takes to ask for \$100,000 is the same effort and energy it takes to ask for \$35,000. The difference is in how you hold yourself in the ask.” She thought I was crazy. She had never asked for six figures in one meeting. But she decided to try. She walked into a boardroom filled with high-level executives—presidents, vice presidents—the suits, questioning who this “gal” was. She sat across from them, exuding quiet confidence, and when they asked, “How much does it cost

to work with you?”, she slid the proposal across the table and said: “\$100,000.” Then, she held the silence. Power in the pause!

The executives exchanged glances and said, “Great, we’ll take it.” She walked out of that room with the largest sponsorship deal of her career. Thirty days later, she did it again. Theresa’s story isn’t just about entrepreneurs—it’s about anyone who undervalues themselves, negotiates powerfully for others but hesitates for themselves, and lives in a cycle of financial limitation.

Many lawyers negotiate multi-million-dollar deals, settlements, and contracts daily. Yet, when it comes to their own compensation, wealth-building, and financial well-being, they often fall into:

- Accepting less than their worth
- Overworking to exhaustion
- Feeling guilty about taking breaks
- Avoiding personal wealth management

Why do you believe “A Wholistic Wealth Approach” is integral to financial success and money management?

Jennifer Love: Because wealth isn’t just about how much you earn—it’s about how well you live. When financial stress is left unchecked, it doesn’t just affect your bank account; it seeps into your health, relationships, decision-making, and overall sense of fulfillment. True wealth is integrated — it ensures that your financial gains don’t come at the cost of your mental, emotional, and physical well-being. If you advocate fiercely for your clients, it’s time to apply that same strategy, confidence, and clarity to your own financial life. The way you advocate for others should mirror how you advocate for yourself.

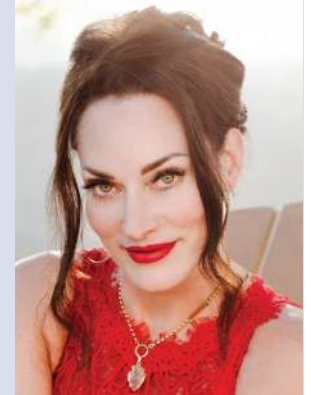
Most lawyers don’t pause to check in on their own wealth beyond money. But the reality is, imbalances in one area create stress in all areas. A Wholistic Wealth Assessment is a free tool I’ve created that gives you a personalized breakdown of where your wealth is thriving and where it needs attention across all six zones of wealth. Want to know where your wealth gaps are? Take the Wholistic Wealth Assessment (Free) <https://jenniferlove.com/assessment/>.

Robin Oaks has been an attorney for nearly four decades, and for twenty-five years has provided legal services focused on independent workplace investigations and mediations. For over two decades she has studied and become certified in a wide range of emotional intelligence, cognitive fitness, and mind-body healing practices especially useful for legal professionals and the stressors they face. She offers MCLE presentations, PROS training pro-

grams, witness well-being support, and individualized coaching sessions empowering legal professionals to thrive in livelihood and life. Contact: Robin@RobinOaks.com or 805-685-6773.

Tips for Wealth and Well-being for Lawyers

BY JENNIFER LOVE



Jennifer Love

1. **Know Your Value—Define “Paint Done”**

- Brene Brown calls this “Paint Done”—a clear vision of success.
- What does financial security truly look like for you?
- Define your financial baseline and stretch goal before entering any negotiation.

2. **Master the Power Pause**

- The silence after you state your number is where the real negotiation happens.
- Whether in salary talks, client negotiations, or personal wealth planning, practice the pause.

3. **Time Your Asks Strategically**

- Just as timing impacts settlements and legal strategies, it impacts financial negotiations.
- Are you making asks at the right moment? Are you preparing your financial future with the same precision you prepare cases?

4. **Integrate Your Professional & Personal Wealth**

- Your financial well-being isn’t separate from your work—it’s an extension of it.
- The stress, scarcity, and overwork you feel in your career bleeds into your mental, emotional, and energetic wealth.
- Where is your wealth lacking balance?
- Wealth is not just about money. It includes:
 - Financial Stability
 - Emotional Peace
 - Energetic Vitality
 - Interpersonal Strength
 - Mental Clarity
 - Somatic Well-Being