

Underearners Anonymous - Symptoms of Underearning

- 1. Time Indifference** – We put off what must be done and do not use our time to support our own vision and further our own goals.
- 2. Idea Deflection** – We compulsively reject ideas that could expand our lives or careers, and increase our profitability.
- 3. Compulsive Need to Prove** – Although we have demonstrated competence in our jobs or business, we are driven by a need to re-prove our worth and value.
- 4. Clinging to Useless Possessions** – We hold onto possessions that no longer serve our needs, such as threadbare clothing or broken appliances.
- 5. Exertion/Exhaustion** – We habitually overwork, become exhausted, then under-work or cease work completely.
- 6. Giving Away Our Time** – We compulsively volunteer for various causes, or give away our services without charge, when there is no clear benefit.
- 7. Undervaluing and Under-pricing** – We undervalue our abilities and services and fear asking for increases in compensation or for what the market will bear.
- 8. Isolation** – We choose to work alone when it might serve us much better to have co-workers, associates, or employees.
- 9. Physical Ailments** – Sometimes, out of fear of being larger or exposed, we experience physical ailments.
- 10. Misplaced Guilt or Shame** – We feel uneasy when asking for or being given what we need or what we are owed.
- 11. Not Following Up** – We do not follow up on opportunities, leads, or jobs that could be profitable. We begin many projects and tasks but often do not complete them.
- 12. Stability Boredom** – We create unnecessary conflict with co-workers, supervisors and clients, generating problems that result in financial distress.