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## Not Getting Paid What You're Worth?

Many people complain "I'm not getting paid what I'm worth." Of course they are not getting paid what they are worth. Nobody gets paid what they are worth. Why? Because what you get paid for performing a service has nothing to do with your worth. What it does have to do with is the worth (or the value) of the service you perform. Somehow many of us have mistakenly come to believe that we ARE what we DO. It's not true. Who we are and what we do are two separate things. They are related, but separate. How are they related? What we do is merely a reflection of who and what we believe ourselves to be and what we believe ourselves to be capable of... not the other way around. It is a direct manifestation of our thoughts. Yet our intrinsic worth is infinite since we have the power to choose our thoughts. You are NOT your job, nor is your worth what you get paid. In fact, no one can pay you what you are worth. It's impossible because you are priceless, unique, one-of-a-kind, rare. Understanding that our worth and what we get paid are separate we can deal with them separately (and less emotionally). We may then rephrase our complaint in the form of a question: How do I get paid more? If what we get paid for is the value of the service we perform, it then follows that if you want to make more money then you must perform a service that is more valuable than the one you perform now. So, use that marvelous mind of yours and ask yourself "What talent, skill or idea do I possess that will: save somebody time or money make life or a job easier or more comfortable increase another's talent, skill or capacity As Napoleon Hill pointed out when you use that incredible tool called your mind you can literally "Think and Grow Rich".

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