The background of the cover is a photograph of a paved road with a double yellow line down the center, stretching into the distance. The road is flanked by green fields and trees. In the background, there are rolling hills and mountains under a hazy, golden sky, suggesting a sunrise or sunset. The overall tone is warm and aspirational.

Myths and Misconceptions About Money from the African Sky

Tips, Tricks and Secrets for Reaching Financial Wellbeing

ZINZI MDEDETYANA

Financial Wellness Mentor & Member of COMENSA

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The aim of this book is to start a movement to motivate, encourage guide, support consumers to manage (handle) money responsibly like any other challenge out there in their lives. I pray and hope after reading this book, the light will shine upon you; you will take necessary action to change your perspective on your personal finances and be in control and become a leader who continuously moves towards making it a permanent healthy balanced feature of both you & your family's lifestyle.

This book is dedicated to hard-working women and men in South Africa who can identify with and handle limited resources to manage their household, dreams and future endeavors and still hold down their jobs and make a difference in their lives and that of their loved ones and extended families. We salute you for your commitment to keeping hope alive in spite of tough challenges & decisions that you have to endure. Tough times fade away, but, tough people stay resilient at all times and that is, what is inside all of us and we may not recognize it.

Robert Frost puts it this way, " In three words; I can sum everything I have learned about Life: It goes on". It may feel like you are at the end of your rope; no matter what happens to you, the sun will still rise in the East in the morning and will still set in the West in the evening, so there is hope. Thank you for inspiring and supporting me, I am indeed eternally grateful -

Zinzi Mdedetyana

I would like to express my heartfelt sincere appreciation to the following people:

ABBA Father, Jehovah Jireh with your wisdom, when resources were scarce or non-existent, you provided.

My son Motshwanetsi Ramatlhape who had helped me with the technological technicalities and meeting demanding and tight schedules of writing the chapters.

My daughter Masego Ramatlhape my anchor, supporter & cheerleader behind the scenes

Thank you to both of you for your unfailing & unconditional love and your continued encouragement. We are a great team together & nothing will break us.

Joel Ramatlhape - your behind the scene immeasurable & invaluable support.

My mother Olive Dikeledi Mdedetyana for her prayers, emotional and financial support, thank you, you are my (s)hero.

My aunt Nontuthuzelo Hlwathi for her emotional support and the praying warrior.

My adopted daughter Bali Ramatlhape for helping out at short notice, supporting & encouraged me to go on to write the book, during the early stages.

My long-time friend Peter Makhambeni for your support, for the lunches, inspirational & encouraging talks.

Sam Tsima long-time friend and confidante, for helping out when things were tough, you didn't know.

Makopano Mothibi for being such a wonderful, supportive, caring person you are.

Maria Sandra Cuasay, my dear friend, pillar of strength, my guide, motivator, dream maker, without which this book would not have been published- you "juiced up" the book to be as lively as it, you are my angel from heaven.

FOREWORD

According to the National Credit Regulator (NCR), the recent statistics show that consumers are experiencing financial distress and finding it difficult to meet their debt commitments monthly, this is the backdrop of where the consumers find themselves.

- There are 25.31 million active credit consumers on credit bureau (register of loans taken up)
- 19.84 million of them have impaired credit records - meaning they are one or more month's behind (in arrears) with one or more or all their accounts and who are experiencing over-indebtedness (overstretched financially and cannot meet their monthly financial obligations), garnishee orders (legal and illegal court orders obtained and issued forcing them to pay back that which is owed to creditors) and other financial burden;
- 45% of consumers have impaired credit records

which means that almost every 4 out of 10 consumers are 3 months or more in arrears (fallen behind) with their monthly repayments across all debts (credit cards, overdrafts, personal loans, car, home including registered micro-lenders).

- 53% of these debtors are aged 31- 45 which means that over half of our young members of the population are stuck and can't move forward because of the debt load(burden) they are facing including Black Tax, cannot find jobs(student loans burden), cannot start their own businesses(not enough resources/financial support) or cannot live a decent prosperous life or participate meaningfully in the economy.

This is a grave concern as these are our future leaders and causing many headaches for the government(NCR), National Treasury & Public Administrations and private companies as well; over a million or so of the nation is working for the government, apart from the private sector, so the employers are indirectly affected, as it affects both private and government service delivery as many of them cannot perform in their jobs adequately, fulfilling their mandate of providing goods and services to society

With over R1.7 trillion that South Africans owed to creditors in 2019, can you imagine if we were to convert that debt into savings or investments, how wealthy both the country and its citizens could become;

- 86% of consumers borrowed money from credit providers,
- 75% of consumers owe about 75% of their salaries

to creditors, meaning they wake up every day of their lives working not only for their employers but for the people they owe money to - how scary is that; that is why they do not enjoy their jobs and their lives;

However, the government through NCR has appointed Debt Counseling services to assist in rehabilitating highly distressed consumers by addressing and improving their financial wellbeing and work at reducing these abnormally high levels of debt load including reckless lending. This topic will be covered intensely.

I believe by writing this book will go along way to address some of the deep-seated emotionally charged that is played out, by historical events including interest rates hikes, increasing cost of living (inflation), a weak economy, high rates of unemployment, government implementation of certain policies, that have passed down through generations. There is also guilt, shame, and humiliation when consumers are distressed and experiencing disappointment in themselves, letting their loved ones down; anger, fatigue, anxiety, high-stress levels resulting in insomnia which further leads to deterioration of health, lower levels of productivity, absenteeism and sometimes retrenchments, as the economy is not growing enough to create sustainable jobs; frequent and increasing conflict with colleagues, communities, and bosses, lower and falling levels of job satisfaction (paychecks) commitments and loyalty to organization, as so much time is spent mostly resolving personal financial challenges during working time.

You cannot move into your tomorrow's with unresolved yesterday's. You cannot change the single whisper of

yesterday's, but tomorrow is a blank page awaiting your writing on it. Anger will ultimately destroy you. Anger is one letter word away from Danger. Turn your back on the tomb of yesterday and welcome the womb of Today - the womb of possibilities. - David Molapo from his book *Choose to Change*.

Please visit Royalty Ark (<https://royaltyark.com>). I created Royalty Ark to address these challenges with an understanding that managing personal finances can be intimidating, daunting and scary and downright confusing; so that is why this book is a uniquely tailor-made road map to financial wellbeing and freedom to protect you and your loved one's future.

This book will help you change the way you think about your forgotten downplayed past, and how this has a great influence in affecting your future, therefore by applying lessons, an experience shared in these chapters practical guidelines and exercises that will give you renewed hope to change your life for the better and with that in mind, be careful that "Watch your thoughts for they become your words, Choose your words, for they become actions; Understand your actions, for they become your habits; and your habits they become your character; develop your character, for it becomes your destination" - Anonymous

See this book as a nutrient nourishing medication to your ailing personal finances which is meant to enrich your soul and tells the truth from a place of love and understanding of the situation you find yourself and helps you deal with any financial obstacles you may be facing.

Sometimes the book pulls hard punches, particularly chapters on emotional and some financial sections "stinging like a bee" which may seem harsh and often brutally honest, but it is

simple truths and the reason you picked and are reading this book, is that, you have decided to get over the lies that have been told and become an overcomer (to set your heart and mind free).

Segments of these chapters can be read in whole or stand-alone to help focus and tackle a specific area, deliberately, in manageable chunks, especially in areas where it is a battle between your heart and mind and remember we are here to handhold you.

What you put in is what you get out, for you to get more out this book, you have to confront your situation with openness, honesty, transparency and with a vision that looks beyond guilt, anger, stress, exhaustion, humiliation, anxiety that sees potential and possibilities and perhaps you have to ask yourself, “What do you have to do to change, to live your dreams on your own terms” - make every second, every minute, every hour, every day, every month, and every year count - baby steps, honey, baby steps, darling, until you summit and conquer that mountain in your life.

Extracted from *Choose to Change* by David Molapo, how do we overcome some of these challenges:

- If the stress of being over-indebted, garnishee orders and other financial burdens leave you powerless, angry, anxious and humiliated, then seek professional help rather than relying on wrong advice from colleagues or peers with limited skills, experiences, exposure and that is why we are here to assist.
- Write and share your own story and this will help

free your mind and you'll be glad & relieved you did, as you will realize that you're not alone and this will assist you to overcome whatever challenges you're facing and this will allow you to open up to receive assistance and guidance you need.

- You are the director of your own Life(movie); if there's certainly part of your past life that you didn't like, you can either leave it alone or you can use your power and authority to change the lenses(frame) with which you're looking, the part you do not like - change it

Tell yourself, "Today is the first day of the rest of my life."

Ask your loved ones, "What can I do today that would make you enjoy my company."

Ask at work, "What can I begin doing today that would allow me to serve you better."

Say this to yourself and mean it, "I am beautiful, talented, powerful and I can do anything as there is an inner strength that lies within me" repeat it until it becomes your truth.

Whenever you feel yourself slipping back into the negative of yesterday; punch a pillow or snap your fingers or shout out loud "No", use a strong visible physical signal as an ON and OFF switch like a WAKEUP CALL.

Once you have set your goals, start taking active steps to fulfill them.

The future is NOW - the steps you take today will determine your destination tomorrow and "We should

all be concerned about the future because we will have to spend the rest of our lives there. - Charles F. Kettering

ONE

BALANCED WELLBEING

If you always do what you have always done; you will always get what you've always got.

When I engage with my audience, be it addressing a group or holding 1-on-1 coaching sessions or workshops, I always remind them that the path (journey) to financial wellbeing and freedom begins with their thoughts, then heart, then decision, and actions which leads to learnt and practised behaviour. I then ask them to define "insanity" and most of the time I will get empty, blank stares and then an uncomfortable deafening silence that begs for an answer. I almost always give them the answer which is "It is doing the same thing over and over again and expecting different results." Sometimes you wonder why you never grow or move forward and blame it on everything and everyone else except "I", myself, taking responsibility for the outcome.

I go on to explain that for your financial road map to change

it has to start with completely new deliberate action (the steps one undertakes) followed by a learnt behaviour (how one acts towards & on those steps) and, finally, thoughts (mind) which will eventually change the way we think and believe towards money. When it comes to money - freedom starts to happen when the head (think) and the heart (emotions) work together in unison. You will have enough money when you take actions to express gratitude and believe that you can be wealthy at any income. So, it is not how much you earn, but how much of it do you keep and grow.

You are more than money, your job, your clothes on your back, your title at work or your 2 or 3 story golf estate house you live in. Your own authentic power and self worth are not judged by what money (profit) can sell and what money can buy; true freedom cannot be bought or sold at any price.

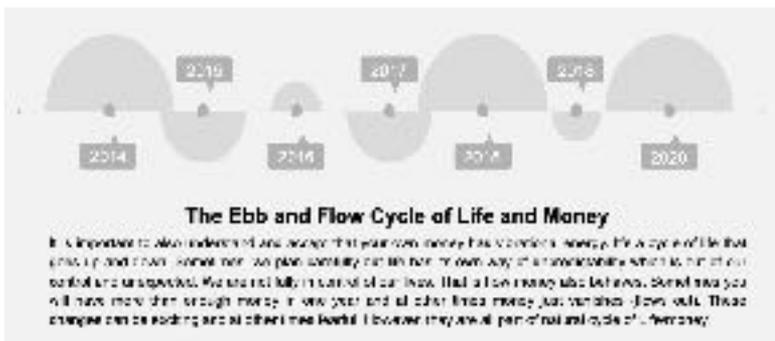
True financial freedom is that which can never be lost; so true financial freedom is when you have the power over your fears and anxieties and get a realisation, wisdom and appreciation that Life is worth more than the money (net worth) we idolise it to be. - Suze Orman.

It is never too early or too late to begin, no matter how far gone you have been and no matter how your personal bank statement looks or reads today. This journey will help you face the present moment honestly and openly and start to clear the way for you to create the future that you have dreamt of all your life. You must always take a long view of your financial future.

Take the word L-I-F-E. Remove F- (God given freedom &

power from Life) and you are left with a LIE. Instead, learn simple truths and never underestimate or under play the power and authority within you from the Higher Being that says YOU CAN. Until you put belief and action into practice in your own life, you may never know a different, better outcome.

It is also important to understand and accept that your own money has its vibrational energy (up's and down's or ebb's and flow) cycle of life and money.



Sometimes, like in Life, we can plan carefully and with good intentions. However, Life is unpredictable and we are not completely in control of our destiny. The result comes out in a way that seem unexpected. It can be said about money that sometimes you expect more than enough (inherit money from grandparents or parents or get a promotion or win a lottery) and be more fulfilled. At other times money will simply vanish and flow out. You may lose your investments or be retrenched or demoted or fired from your job without warning/reason leaving you with less than you thought. These changes can be exciting and sometimes very fearful, however they are all part of natural cycles of Life or money.

The simple truth is that somehow everything happens to the best of us for a reason. There are no coincidences. During

troubled times or when we go through a setback in our lives, we should be able to pull gems (blessings/hidden treasures/lessons) and be able to “profit” against all odds even in the toughest experiences and in uncomfortable times. It is through these hard times, that we must learn to be open to new learnings, teachings or lessons and unwrap the gifts that are inner- knowing, the power within us, to enable us to reach out to the outpouring of blessings, prosperity, and riches that you never imagined in your wildest dreams.

The greatest genuine lessons are learnt or can come about during difficult, tough situations when we are in tight corner or deep dark valley that. These simple truths are:

- Money is part of a natural cycle - respect the cycle (process) through learning.
- Gains and losses are built-in and have the capacity to bring us closer to the kind of life we want and dream for a long time.
- Not so good times brings us to the greatest and genuine growth periods. Correcting our past mistakes brings us back to balance.
- Need to be grateful and content and have faith in the cycle of Life and money. It is inner awareness, beliefs, knowledge and authentic power and appreciation that truly create financial freedom.

I WANT you to think back to the worst financial period in your Life that happened to you. How did you feel? Were you anxious, afraid, angry, paralyzed, frustrated, determined to rise up to whatever the world throws at you?

These questions can help to guide your thought processes:

- What happened before the crisis? What caused it?
- What did it feel like during the crisis?
- How did the crisis resolve itself?
- How did it change your Life?

And a few other questions that can trigger your memory:

- Did you ever not get the job or position you really wanted?
How did you deal with the blow of not getting it after the sacrifices and hard work you put in?
- Were you ever fired or resigned from your job without knowing where your next income would be coming from?
- Have you ever lost lots of money on get-rich-quick schemes or other investments?
- Have you ever had a relationship break up and also be very worried about money?
- Have you ever had a friendship (relationship) end over money?
- When and why in your Life were you the most fearful about money?

Write down your story. It may help you to deal or handle openly both your excitement and your fears. You will feel relieved and empowered and once you do that, you can destroy your “old story.”

Start on a new clean slate. Forgive yourself for the past mistakes you have made. Reclaim your inner power and start a new journey to financial wellbeing and freedom!



ABOUT THE AUTHOR



Zinzi Mdedetyana born and bred in the Southern Tip of Africa (South Africa) is an emerging author. She is a financial wellness mentor and a member of COMENSA (Coaches & Mentors of South Africa). She is a board member of COMETSA Heritage Development Agency NPC serving on the Finance Committee.

As Managing Director of Zealous Royalty Ark Pty Limited (home for managing personal finances), she finds ways to help and guide her clients to reduce their financial stress so they may experience personal financial balance, abundance, and well-being. She does so by engaging and identifying a client's financial profile (journey) through nourishing authentic yet respectful conversations that address their fears.

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