

# Scarcity vs. Abundance

by Michael Hyatt

## SCARCITY

There is never enough

Stingy with knowledge, contacts and compassion

Default to suspicion; hard to build rapport

Resent competition. Makes the pie smaller, them weaker

Ask self: How can I get by with less than expected?

Pessimistic about the future; tough times are ahead

They think small, avoiding risk

They are entitled and fearful

## ABUNDANCE

*There is always more where that came from*

*Happy to share knowledge, contacts and compassion*

*Default to rapport and build trust easily*

*Welcome competitors. Makes the pie larger, them stronger*

*Ask self: How can I give more than expected?*

*Optimistic about the future; the best is yet to come*

*They think big, embracing risk*

*They are thankful and confident*

SOURCE: <http://michaelhyatt.com/064-two-kinds-of-thinkers-podcast.html>  
Compiled by Chuck Frey, author of *Up Your Impact* - <http://upyourimpact.com>