

Women in Leadership Seminar Highlights



February 22, 2013



Topic: "Creating a Better Life: What You Need to Know About Wealth and Happiness"

David Geller, CEO and co-founder of GV Financial Advisors shared his approach to wealth and happiness with us this morning at Women in Leadership. David opened the morning with an example from *Fiddler on the Roof*, "If I were a rich man..." as an illustration of how many individuals think of the relationship between wealth and happiness. While many believe that greater wealth leads to greater happiness, research states that the magic level of wealth is \$75,000 per year.

David's passion is how to use one's wealth in order to lead a meaningful, satisfying and happy life. In order to do this, David suggests that we must go through several paradigm shifts.

First, we must understand the difference between pleasure and happiness. There are some things we must have in order to be happy, such as adequate housing, food, clothing, healthcare and a little fun money. Many people confuse pleasure and happiness.

Second, one must maintain the foundation of a self-core and a stable lifestyle. Eating right, exercising, and taking a moment to pause are key to maintaining a stable, balanced life.

Finally, we must invest in three keys areas in order to make life better:

1. **Quality of Relationships** –
 - Relationships must be built on *mutual trust* and *mutual caring*. You have to be there for one another when times are bad, but also when times are good.
 - You must be able to talk to others without feeling judgment – "*We self-discover as we self-disclose and we will not self-disclose if we feel we're being judged.*"
 - You must maintain sufficient contact.
 - Consider how you can use your wealth to get better relationships.
2. **Be Engaged** –
 - Being ***in the flow*** is when you are totally immersed in the middle of an activity to the point that you do not even realize how much time has passed.
 - In a research study, participants were asked to record their level of satisfaction at different points throughout the day; the highest scores were recorded at the end of "flow".
 - David asked everyone to consider how we use wealth. For example, he hires someone to do things that he does not love (i.e. cleaning the house). You can also take additional training or classes to challenge yourself and learn a new skill.
3. **Make a Positive Difference in the Lives of Others** –
 - Donating and volunteering with non-profits is great, but we also need to consider other ways to make a difference.
 - **Small Ways** – i.e. helping someone carry their groceries to their car.
 - **Medium Ways** – taking several hours out of your day to have breakfast with a friend to discuss a potential career change.
 - **Big Ways** – ongoing involvement (i.e. serving on a board)

Barriers to Happiness:

- Important things rob resources from more important things. These are hard to distinguish.
- Society's pressures
- Need to prioritize
- Fear
- Expectations
- Sense of security
- Workaholism

David had everyone use a card sort exercise to divide priorities into three piles – unimportant, important and very important. Then he asked everyone to consider if we are as aligned with our top ten priorities as we would like to be. How people spend their time and money is how they live their priorities. As long as you define yourself by the amount of money you have, you will never be happy.

Pleasure is good. Happiness is great. We get in trouble when we give up happiness to buy pleasure – that is always a bad trait. More pleasure does not mean more happiness.

For more information about David Geller and GV Financial Advisors,
[click here](#) or follow [@GVFinancial](#) on Twitter.

David is providing a copy of his book to all attendees who requested it, free of charge.
Please visit his website if you would like to request a copy.