

Talking about Ideas

"The wealthy talk about ideas, the middle class talk about people."



The first time I heard this, it struck me as a statement that I had always known but I never heard expressed that way. Did you ever notice how some conversations leave you feeling excited and 'pumped up', while others leave you drained or a bit down? In my experience, the above statement corresponds extremely closely with the 'excited' versus 'drained' feeling.

Thinking of the 'wealthy' people I know – universally they tend to talk ideas; things they are doing, plan to do, thoughts on how to improve different parts of their lives, jobs, businesses, etc. When they do talk about people, it is always briefly and usually to quote or praise. I always come away from these conversations full of energy and feeling good.

In contrast, my wife has told me she has a couple of friends who always leave her feeling exhausted after a visit. Inevitably, the conversation is always about people they know and how badly someone is doing. I find it interesting that while these people make good money, I never think of them as wealthy.

Not to get side-tracked but I should explain that by 'wealthy', I mean someone who has more money than me. No - just kidding. By wealthy, I mean a person who works because he enjoys what he is doing. A wealthy person works *because* she wants to not *because* she needs to, *when* she wants to not *when* she needs to. The money is the bonus, not the reason for working.

It's certainly no coincidence the wealthy talk about ideas and the middle class talk about people. It's another example of the Law of Attraction in operation. The effect of conversations last longer than just the time spent talking. They replay in your head, you think about them and you often tell others about them. Talking about ideas and creating positive energy draws more positive energy into your life, encouraging more excitement and ideas – a wonderful cycle to be on and one the wealthy enjoy. The "Law" also works for the middle class, attracting negative energy and helping them stay in their own cycle.

Like anything in nature that has momentum, it takes a force (or effort) to change the momentum of the current cycle and start building momentum for a new one. The good news is that once started, it becomes easier and easier. Events will happen that didn't seem possible and hadn't even been thought about.

Less than two years ago, I was firmly entrenched in the middle class cycle, working at a job I no longer enjoyed and seeing little possibility of that changing. That was when I heard "The wealthy talk about ideas, the middle class talk about people." Soon after that, I became aware of the Law of Attraction. It made a lot of sense to me, as I began to think and talk ideas, not people. As I worked on building the 'wealthy' cycle, the momentum began to change. Today I am firmly into the 'wealthy' cycle, talking ideas and attracting positive energy. I have started a new 'job' that I am very excited about (maybe 'job' isn't the right word because I am doing it for fun – the money is the bonus), because I want to, not because I need to.

Life is good.
Steve Elias

Steve Elias lives in Kanata (a part of Ottawa) Ontario Canada with his two beautiful teenage daughters and his equally beautiful wife of 16 years, Lynn. Steve and both of his

daughters are black-belts in karate, and have competed for the Team Canada Karate at the world championships. Rachel (his oldest daughter) won Gold in her division in 2005 and Steve won a bronze medal that same year. Steve was formally trained as an Electrical Engineer but he has been doing software design and development for the past 16 years. Steve is interested in pursuing intriguing projects as a programmer with interesting forward thinking people.

[Email Steve](#) to discuss your project.