

# Money Mindset Makeover: The Kiwi Way

**Love that this winter issue is shining a spotlight on some of our local innovators! Kiwis are known for taking risks and thinking outside the box. We proudly claim bungy jumping as our own and embrace the '#8 wire' mentality. Yet, when it comes to our finances, many of us stick to what we know. We follow routines simply because "that's how it's always been done."**



We're not always proactive in seeking creative financial solutions. Instead, we often leave opportunities on the table. It's easier to copy what someone else is doing - because it worked for them - than to explore what might work better for us. So, let's shake things up. Are there financial challenges or opportunities in your life that could benefit from a fresh approach?

## **REFRAME**

Money talk can trigger discomfort. Maybe you're having tough conversations at home that seem to go nowhere. One of my personal gripes used to be the number of Professional Development hours I had to complete each year; it felt like a chore. Recently, I reframed it: "What can I do to keep my passion alive for financial services in New Zealand?" Now, I'm excited to learn and grow. A simple shift in mindset can make a big difference.

## **REPLACE or REMOVE?**

We often replace bad habits with ones we think are less harmful, rather than removing them altogether. Making lunch instead of buying it is a great swap, but sometimes we need to go further. Ask yourself: is this habit serving me at all? If not, remove it. For example, if you're scrolling online stores late at night and making impulse buys, maybe it's time to log out, unsubscribe, or set app limits. Replacing isn't always the answer. Sometimes, it's about creating space for something better.

## **REVIEW**

When was the last time you really reviewed your financial setup? Not just glancing at your bank balance or checking KiwiSaver once a year. I mean digging into your spending, goals, insurance, mortgage, subscriptions - everything. We often set these things up and forget about them. But life changes, and so should our financial strategies.

## **RECONNECT**

Money is emotional. It's tied to our values, upbringing, fears and dreams. That's why it's important to reconnect with your "why." Why do you want to be better with money? Is it to reduce stress? Travel more? Give your kids a better start? When you reconnect with your purpose, it becomes easier to make decisions that align with your goals.

## **REIMAGINE**

Let's get creative. What if you approached your finances like a business? Businesses assess performance, set targets and pivot when needed. You can do the same. Set a monthly "board meeting" with yourself. Review your income and expenses, track progress and brainstorm new ideas. Could you rent out a spare room? Sell unused items? Start a side hustle doing something you love? These aren't pipe dreams, they're real opportunities. The key is to reimagine what's possible and take small, consistent steps.

**Stay warm, stay inspired, and remember, sometimes the smartest financial move is simply thinking outside the box.**

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