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Introduction

What is Monergy? It is the energy surrounding money. It is the energy created when we pursue and spend money. We all know that energy is created by our thoughts, beliefs and actions. And that our energy is constantly merging with others' energy in the money making process. Monergy shows the clear link- the relationship- between the type of energy we expend in the money making process and the quality of the end results.

Money is certainly not a new topic and has been around for quite some time. But it is in people's faces like never before. It has and continues to play a huge role in the business world and in people's lives. Money is something that most people continue to fantasize about-similar to sex or love. Yet most people are dissatisfied with the amount of money they have, regardless of their economic status.

For a topic that continues to play such a dominant role in people's thought processes, their business lives and their individual financial planning, money is often misunderstood. And the energy surrounding money is a topic that until now has received almost no attention. Yet money is a form of energy just like love. Knowing how our behavior towards money affects the money making process-the energy flow of money-is crucial for both businesses and individuals alike. Especially today, when focus on understanding and enjoying the process, and not just the results, is becoming the new entitlement. People are no longer content to hold their breath, work for one employer their entire lives, and wait anxiously for that gold watch after 30 or 40 years work.

Using anecdotes and observations from my life experience and the New York City

legal and real estate fields in which I worked, this book will show you why your existing belief system about money may not work, because of the energy you have been employing. It will help you replace that energy with a process to access all the money you will ever need, provided you make the required efforts. Those efforts will be substantial- because to obtain and then sustain prosperity is a lifelong work. This book will also show you why, from an energy standpoint, every thought you have and action you take contributes to or detracts from your financial goals. You will come to appreciate how all events in your life are connected and there can be no real separation of your business and personal lives. This awareness will reduce your stress enormously as you move towards your financial goals and become better balanced in the process.

In an era of unprecedented upheaval like our own, no one can afford to rest on one's laurels or waste energy. At this moment when our core beliefs are under attack and the practices of large corporations are suspect like never before, this book- *Monergy*- explains how we got to this point and provides a roadmap to move forward in a changing reality of recession *or* prosperity.

Most of all, I hope that each of you has fun with this book and with this money making process. Using the principles of this book have allowed me to have the most unforgettable experiences of my life and taken me to the most beautiful parts of this world.

Enjoy!

Robert Fisher

New York, NY

Part I



Energy Exposure

Chapter 1- The power of energy

Have you ever noticed how your energy changes, and how that change can affect everything that you do, including making money? You probably thought these were random fluctuations and you were never able to connect them in a way that made sense. You can now. This book will show you how your own energy either makes you rich or keeps you poor.

I discovered these connections through my work as a lawyer and then as a real estate developer in New York City. My first big example of this happened when I was a 25 year old lawyer in a will contest. My client, Ruth, was a beneficiary under a will where the estate was worth several million dollars. She was a good friend of the decedent, Sally, a rich and eccentric old Swedish woman who lived in an East Side Manhattan townhouse. Ned was the trustee under the will; he was also a beneficiary and a high-powered establishment type. It soon became clear that Ned was trying to steal the entire estate for himself. Under the cloak of white glove civility, he had no intention of letting the other beneficiaries, including my client, have a thing. What is the cloak of white glove civility? It is a phony front based on the illusion of power designed to intimidate and control others.

The problem Ned and my client had was that the original will, which gave Ned so much control over the estate, was superseded by a later will that left *everything* to Sally's maid, who had worked for Sally only in the last three months of her life. So it was a very suspicious situation with enough intrigue for a Stephen King novel.

A will contest ensued in Manhattan Surrogate's Court, which was the court responsible for administration of wills and estates. Ned's lawyers were very high powered and politically connected; they attempted a two-pronged attack: First, they wanted to knock out the maid's will by claiming it was based on incompetence and/or undue influence. Second, when that will was eliminated, they planned to destroy my client's claim based on a trumped up technicality.

The will contest then went into high gear. At the numerous conferences and depositions that occurred over the next six months, I picked up various signals about the participants and the court itself. For one thing, Ned's lawyer, who was about twice my age, was treating me like a piece of crap that had attached to his shoe. He took every opportunity to belittle my client's claim and me. The maid's lawyer was condescending too; he was also well known in Surrogate's Court. The attorney for New York State's interest in the estate was an elder statesman type who ultimately turned on me. I was also being treated in a demeaning way by the Surrogate Court and its staff, which treatment I attributed to my novice status.

The court was a club that wouldn't let me in. An interesting thing happened whenever I appeared at a conference in Surrogate's Court: The Surrogate would invite the three other participating attorneys into her chambers and literally shut the door in my face. The image that comes to mind is greedy co-conspirators carving up a pie to exclude me. Looking at their behavior from an energy standpoint, I would rate their energy as extremely negative.

Although the Surrogate could bar me from her chamber, Ned's lawyer had to make an actual motion to dismiss my client's claim. I sensed he was going to do that soon and sure enough he did. At the same time, he agreed to throw some money at the maid to get her to release her claim to the whole estate.

Prior to the hearing date for that motion, Ned's attorney invited me to his plush Park Avenue offices. The attorney representing New York State's interest in the estate was also present. I had sometimes thought the State's attorney admired my spunk, but he had sided with Ned's attorney to knock out my client's claim. By the way, this well-respected State's attorney was forced to resign his official position several years later in an embezzlement scandal.

Ned's lawyer sat behind his huge desk in his huge white glove law firm and offered me a paltry sum for my client to withdraw her claim. The state's attorney also urged me to accept the money; he insisted that my client had no real claim to any part of the estate. One more thing happened that I thought significant: While Ned's attorney was making his insulting offer behind his huge desk, he deliberately picked his nose while looking at me in a sign of utter disrespect. I rejected his not-so-kind offer even though my client's case was not that strong.

Now -- I need to tell you that a few years earlier I had learned to do a meditation-like exercise: I would sit upright with my hand's palms facing up, and either make my mind go blank or visualize what I wanted to happen. I would perform this exercise, which involved sitting completely motionless, for fifteen minutes in the morning and fifteen minutes in the evening. I assure you that there was a lot I wanted to happen at the age of 25!

The hearing date arrived and I went to Surrogate's court, which is in an imposing old building filled with wood paneled rooms. A typical court's calendar is jammed with many cases and that day was no exception. The oral argument for my motion would not take place for about two hours, so I needed to find something to do. I decided to sit in the courtroom, get into my upright position and just meditate.

As I mentioned above, the three opposing attorneys were about twice my age. They were all high priced, experienced and well-respected people who thought of themselves as powerful and were used to pushing other people around.

During my wait, I sat by myself in one position in a corner of the courtroom and never moved a muscle; I did not even go to the bathroom. Although this incident happened more than fifteen years ago, I will *never* forget it. I noticed that the three opposing attorneys were unable or not inclined to sit still. Ned's lawyer in particular was pacing nervously in the courtroom. They seemed very anxious for the case to be called and for the nasty business of eliminating my client to be over. Meanwhile, I just sat there literally doing nothing.

At one point, my eyes locked with Ned's attorney as he paced nervously. I returned the kind gesture he made to me in his office; I stuck my right index finger in my nose and pointed it directly at him. It was the only movement I made in that two-hour wait. When the case was finally called for oral argument, Ned's attorney was required to present his case first; he was the moving party in this motion. It was a fairly complicated case and when Ned's attorney got up to speak, he started speaking incoherently and confused even the simplest facts. His complete disorientation was obvious to everybody. This appalling display from one of the most New York's most powerful litigators was mind-boggling. He had been a skilled and eloquent speaker at every prior deposition I had attended. There was something seriously wrong, but what was it?

The other attorneys and the judge started looking at each other struggling for an explanation. This motion was supposed to be a routine way for the other parties and the judge to get rid of my client and divide up the spoils greedily. Nobody had anticipated this development in their wildest dreams. After about three or four minutes of this embarrassing presentation, the judge interrupted Ned's attorney, by saying: "All counsel approach the bench." Puzzled and not

knowing what to expect, I approached the bench along with the four other attorneys. The judge had barely acknowledged my existence before, but she turned to me and asked: "How much money do you want?"

I was completely nonplused. Nevertheless, I recovered quickly and made a fair demand of \$100,000. She accepted it on the spot and ordered a settlement based on that amount; that was the end of that case. The other attorneys were completely stunned and not exactly happy. On the way back to my seat, the judge's clerk rushed over to me and called me a genius. Even the other attorneys(except for Ned's) came over to congratulate me. They were in a state of disbelief. But was I a genius? No. I didn't do a thing. I just sat there and never even said a word. Was I even a great lawyer? I was young and I doubt it. Did I inadvertently tap into the energy that allowed a novice such as me to bring down one of the most powerful attorneys in New York City? Absolutely! I'm sure you have experienced something like this before, when something great happened to you against all odds or prevailing logic, and you had no explanation for it.

Just like me, I'm sure you wondered: What is going on here? Can I ever reproduce these results? Is this just magic or are there rules that apply? I set out on a journey to discover this. I didn't know it then but I know it now: by not reacting and remaining calm, I allowed the full power of that lawyer's predatory energy to boomerang right back to him, rendering him incoherent. This instant karma effect is more fully described in Chapter 9. In that energy void, I had also converted my opponents' negative energy into a financial bonanza for myself. Due to the intensity of the negative energy directed at me, my client's not so great claim had prevailed. It didn't matter that I never attended Harvard Law School; it didn't matter that I was inexperienced and less than half their age. The process of converting other people's negative energy into your financial gain is discussed at length in Chapter 8.

This case was a huge epiphany for me, because I saw and felt firsthand how so called “powerful” people could be brought to their knees by their own negative energy. My whole idea of what it means to be powerful in our society was forever changed. I found that real power to create financial change is not about background, the right schools, the right connections or entrenched self-interest. It’s not even about intelligence in the traditional sense. Power in every money making situation is available to *anyone* who connects to the right energy and who uses that energy responsibly. Learning how to recognize and access that energy is what this book is all about.

Since that incident, I further refined the energy concepts that apply to making money. I concluded that life is really about energy management. I discovered that there are definite laws of energy that apply to making and spending money wisely. And if you apply those laws of energy with sincerity, miraculous results can become a much more frequent part of your daily life, just as they have for me. Also, understanding my own and others’ energy had the capacity to give me control over my time, create the financial world I wanted, and change my whole life for the better. In this day and age of speeded up everything, control over the moments of your life is the ultimate luxury; this book can help you achieve that too.

If you have guessed that I no longer practice law you would be correct. Why am I writing this book now? As I look around at friends and loved ones and the times that we are living in, I see increasing pressure on people to behave in a conditioned and often self-destructive way. This behavior is frequently part of the way many people go about making money, and the level of self-absorption in our society has reached epidemic

proportions. People often have no idea how their actions and energy affect the people around them, and they seldom care.

Monergy is about creating more than enough money for your needs and wants- you can reach this goal if you follow this book. This book will show you how to develop your own “prosperity consciousness” while you tap into the energy to get what you really want in life. You will learn how to recognize, and then transform, other people’s negative energy into a financial windfall for yourself. But the book goes further: You will appreciate how everything we say and do creates energy. You will begin to see how all energy in your personal and business lives is related, and you will respect this knowledge: it can spare you from many of life’s misfortunes. Monergy shows you how to create wealth while you benefit all those you meet. And most of all, Monergy is about savoring the wealth you create.

There is a unique treasure that exists in each of us. Understanding energy provides access to that treasure, and Monergy can take you on the journey to that gold. Can you imagine a world in which each of us pursued our own internal treasure? Well, that world can be created one person at a time. It all starts with you. In fact, the difference that *you* can make in any situation is amazing.