

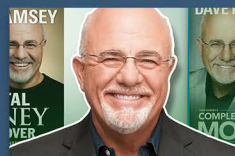


5

Success *And* Money

Steps To Financial Freedom

Your Playbook For A Successful Life



FREE BONUS
ACCESS TO
400
ONLINE
SUCCESS AND MONEY
CLASSES

By

Thomas R. Painter, Founder
SuccessAndMoneyFoundation.org

*All Author Royalties Are Donated To Charity

Parent & Teacher's Edition

5

Success And Money

Steps

To

Financial Freedom

Training Slides

CHAPTER 3

Step One

Make More Money

5

Success And Money
Steps to Financial Freedom

1. Make More Money

CHAPTER 4

Step Two

Separate Your Money Into 3 Groups

5

Success And Money
Steps to Financial Freedom

1. Make More Money

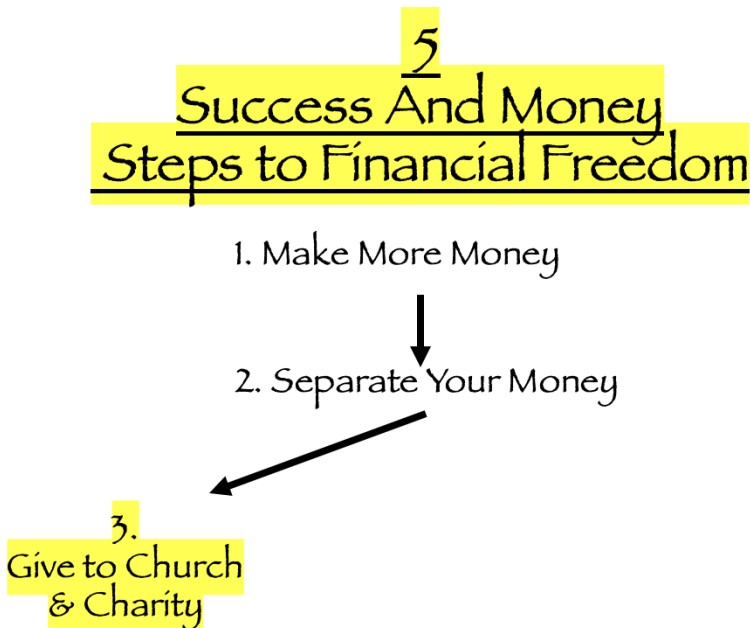


2. Separate Your Money

CHAPTER 5

Step Three

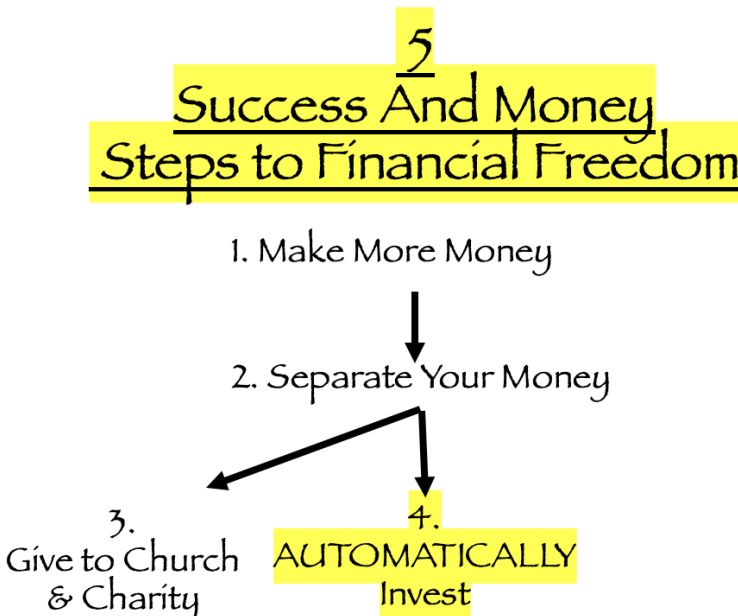
Give to Individuals Churches and Charity



CHAPTER 6

Step Four

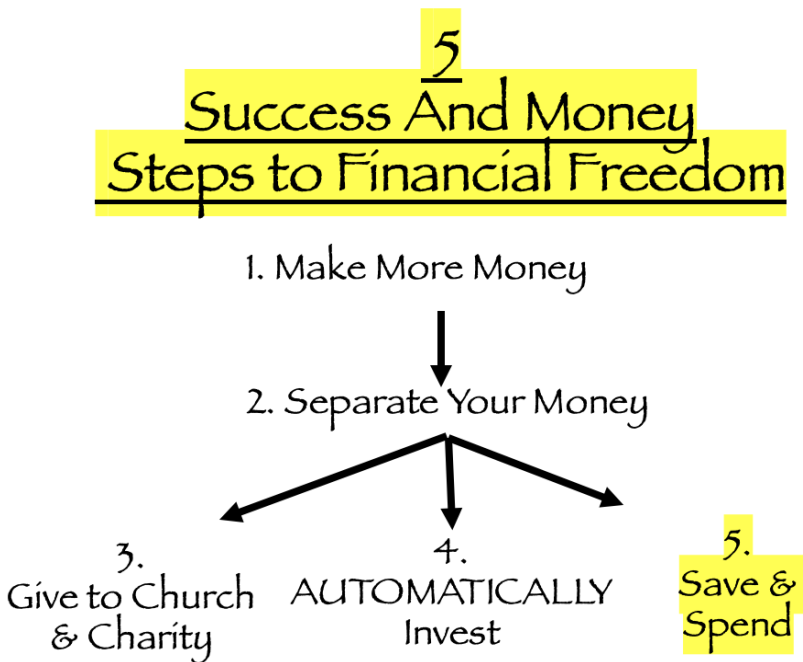
Automatically Invest



CHAPTER 7

Step Five

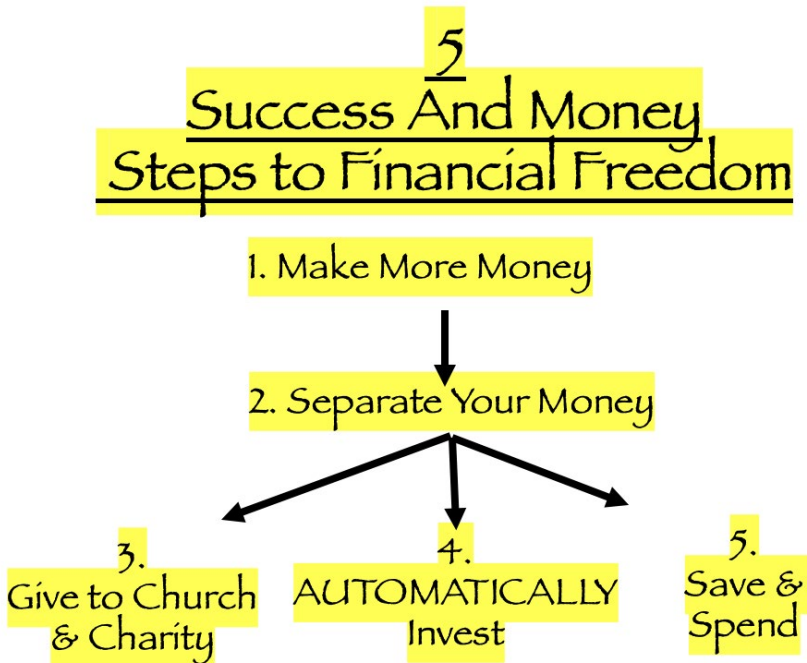
Save And Spend



CHAPTER 8

5

Steps To Financial Freedom



CHAPTER 9

Make More Money With Your Job



Next Steps

FREE Make More Money With Your Job Classes

Salary Negotiation

How To Ask For A Raise

Know Your Worth, Then Ask For It

How To Find Your Passion And Make It Your Job

CHAPTER 10

Make More Money With Your Small Business

“Some People Make So Much Money From Their Small Business,
Investments And Real Estate

That They Don’t Have A Job

All They Do Is Manage Their Assets”

James L. Painter, To His 14 Year Old Son, Tom

FREE Make More Money With A Small Business

Michael Gerber - The E Myth

Jay Abraham - Money Making Secrets Of A Marketing Genius

Stephen Gibson - Creating Family Prosperity

Brandon Barnum - Making Money With Referrals

Robert Kiyosaki - Make Money With Direct Selling And MLM

Additional Free Classes

SuccessAndMoneyFoundation.Org/Courses

CHAPTER 11

Start A Small Business And Give Yourself A Tax Cut

There are 2 reasons to start a small business

Cut taxes and to earn extra income

CHAPTER 12

3 Ways To Grow Your Business

Get More Customers

To Buy More

To Buy More Often

CHAPTER 13

25

Ways To Make More Money With Your Small Business

A special thanks to Stephen and Bette Gibson

Who are the founders of

Academy for Creating Enterprise

This non-profit has taught tens of thousands of people all over the
world how to start and run successful small businesses

For more information on the academy

Go to

The-academy.com

25 Ways To Make More Money With Your Business

1. Start Small; Think Big
2. Sell What People Will Buy
3. Focus, Focus, Focus
4. Use Suggestive Selling
5. Keep Your Personal Money And Business Money Separate
6. Pay Yourself A Livable Salary
7. Keep Good Records
8. Turn Your Inventory Often
9. Don't Eat Your Inventory
10. Continually Look For Improvements
11. Buy Low; Sell High
12. Inspect More, Assume Less
13. Be Nicer Later
14. Work On Your Business 10 Hours A Day
15. Make A Profit Every Day
16. Value Your Customer
17. Hire Slow; Fire Fast
18. Work On Your Business, Not Just In Your Business
19. Buy On Credit; Sell For Cash
20. Use Multiple Suppliers To Get The Best Price
21. Purchase In Bulk
22. Have Written Agreements
23. Increase Sales; Decrease Costs To Earn More Money
24. Daily And Weekly Business Goals
25. Make Your Business Different From Others

25 Ways To Make More Money With Your Small Business

1. Start Small, But Think Big

Your goal is to nail it, then scale it, add zeros

Simplify then multiply

2. Sell What People Will Buy

Sell what people will buy

Everybody has biases on what they think people want

The real key is to ask people what they want

People vote with their wallet, keep track of

What's selling and supply more of the things that are selling

3. Focus, Focus, Focus

Focus, focus, focus

You need to focus on your business to get off the ground

It's like an rocket trying to get into orbit

Give it full throttle, and once you get it up into space, the breath of a
baby can propel it

4. Use Suggestive Selling

Use suggestive selling

Have you ever gone through the drive-through, and they say,

"Would you like fries with that order?"

Or

"Would you like to upsize your order?"

A lot of people will say no

It doesn't matter because some did say yes,

And

They increased their sales

5. Separate Personal & Business Money

Keep your personal money and your business money separate

You'll never know how well your business is doing if you
commingle it with your personal money,

So they need to have separate bank accounts and keep them all
separate

6. Pay Yourself A Livable Salary

Pay yourself a livable wage

Find a way to be able to make enough money

So

Live off your job

And

Put your business profits back into your business or into

Step 4. Automatically invest

7. Keep Good Records

Keep good records

The reason for good records is that we want to make mathematical decisions, not emotional decisions

The more that we can keep it to math, then the easier it is to decide what things we increase, what things we take away, and how to hone in on the business

8. Turn Your Inventory Often

Turn your inventory often

Find things that aren't selling

Let's sell them at a discount get rid of them take that money

And invest it into things that will sell

9. Don't Eat Your Inventory

10. Continually Look For Improvement

Every day you should say
"how can I make this business run better?"

You need to work on your business, not in it

Your job is to get the right people together and then get out of their
way

11. Buy Low; Sell High

Buy low and sell high

You need to have a margin

You won't be profitable

12. Inspect More, Assume Less

Trust but verify,

“Ronald Reagan”

13. Be Nice Later

Be nice later,

Which means sometimes people give away the store

You need to get your business to be functional and profitable so that
you can stay in business

14. Work On Your Business 10 Hours A Day

We joke

We only work half-days from 7 in the morning till 7 at night,

In order to get this plane off the tarmac and into the air

You've got to give it full throttle

15. Make A Profit Every Day

Your goal is to make a profit every day and work until you do

16. Value Your Customer

Your customer is not always right,

But your customer is always your customer, and your goal is to
satisfy your customer so they become a long-term customer

16. Hire Slow; Fire Fast

17. Work On Your Business, Not Just In Your Business

One of the biggest mistakes people make is that they are really good technicians

They have a skill, and they say, "I don't want to work for this guy

I would rather work for myself "

And as a result, you start working for yourself,

And then you become a manager, and you're no longer doing it

You need to work on your business, not just in your business

18. Buy On Credit; Sell For Cash

Make sure you don't get in a cash crunch

19. Use Multiple Suppliers To Get The Best Price

20. Purchase In Bulk

Purchase in bulk, but only purchase the things that you know will
sell

The way you know things will sell is you keep track of them
mathematically

We want to make math decisions, not emotional decisions

21. Have Written Agreements

Use written agreements

Even if you have a verbal agreement with somebody, send them a
text

Saying, "this is what we agreed to"

Please confirm and reply

That's the worst-case scenario

Best-case scenario is you have a written contract

22. Increase Sales; Decrease Costs To Earn More Money

Increase your sales,

Decrease your costs

Do those two things to earn more money

23. Daily And Weekly Business Goals

Daily and weekly business goals

How do you know you're successful unless you have a goal,

And you can track where you're at?

24. Make Your Business Different From Others

Make your business different from others

You do that by adding more value

Find other things that you can add that have value to them that are
not expensive to deliver

CHAPTER 14

How To Make Money With The Internet

We have multiple free class and books on Amazon and eBay

SuccessAndMoneyFoundation.Org/Courses
SuccessAndMoneyFoundation.org/Downloads

CHAPTER 15

Direct Selling

&

Multi-Level

Marketing

Teach The

Compensation Plan

CHAPTER 16

The 5 F's of Real Estate

Find It

Fund It

Fix It

Farm It

Flip It

CHAPTER 17

Fix And Flip Properties



















Here are some before and after pictures











CHAPTER 18

Buying Real Estate With Little Or Nothing Down

CHAPTER 19

*Nothing Down
Just Add Zero's*

CHAPTER 20

50

Nothing Down Techniques

Robert Allen is the author of the book

Nothing Down

“How to buy real estate with little or nothing down”

Here are his 50 nothing down techniques

1. The Seller
2. The Buyer
3. The Realtor
4. The Renters
5. The Property
6. Hard-Money Lenders
7. Underlying Mortgages
8. Investors
9. Partners
10. Options
11. Assume Sellers Obligations
12. Using Talents, Not Money
13. Borrow Against Life Insurance Policy
14. Anything Goes
15. Creation Of Paper
16. The Two-Way Exchange
17. The Three-Way Exchange
18. Lemonading
19. Borrowing The Realtors Commission
20. Rents
21. Deposits
22. Splitting Off Furniture And Other Items
23. Splitting Off Part Of The Property
24. Small Amounts Of Money From Different Banks
25. Cash By Mail Companies
26. Credit Cards
27. Home Improvement Loans
28. Home Equity Loans

29. Refinance Boat, Car, Stereo Or Personal Property
30. VA Loans
31. FHA Loans
32. The Second Mortgage Crank
33. Variation Of The Crank: Seller Refinance
34. Buy Low, Refinance High
35. Using Discounts From Holders Of Mortgages
36. Moving The Mortgage
37. Creative Refinance Of Underlying Mortgages
38. Pulling Cash Out Of Buildings You Own But Don't Want To Sell
39. Making A Partner Of The Holder Of An Underlying Mortgage
40. Selling Of Second Trust Notes
41. Borrow Partners Financial Statement
42. Borrow Partners Money For Down Payment
43. Borrow Partners Money For Down Payment Until Your Money Comes
44. You're Cashflow/My Equity Or Some Combination
45. You Put Up The Cash; I Put Up The Time And Expertise
46. The Rolling Option
47. Equity For Options
48. Sale Option Back
49. Earnest Money Option
50. Lease With An Option To Purchase

Free Course You Can Take On Real Estate

Robert Allen - The Road To Wealth
Robert Allen - The Real Estate Launch

SuccessAndMoneyFoundation.Org/Courses

Free Books You Can Download On Real Estate

Mark Haroldsen - Wake Up The Financial Genius Inside You

[SuccessAndMoneyFoundation.Org /Books](http://SuccessAndMoneyFoundation.Org/Books)

Free Downloads On Real Estate

Real Estate Bargain Finder
Property Scoring System
Find It, Fund It, Farm It
Nothing Down Real Estate Techniques
Zero To \$1,000,000 On \$49 A Month

[SuccessAndMoneyFoundation.Org /Downloads](http://SuccessAndMoneyFoundation.Org/Downloads)

CHAPTER 21

Making Money With Real Estate

“Don’t Wait To Buy Real Estate, Buy Real Estate And Wait”

Robert Allen

CHAPTER 22

Is Debt Good

Or

Bad

CHAPTER 23

Step Two

Separate Your Money

Manage Your Money

On

1 Piece Of Paper

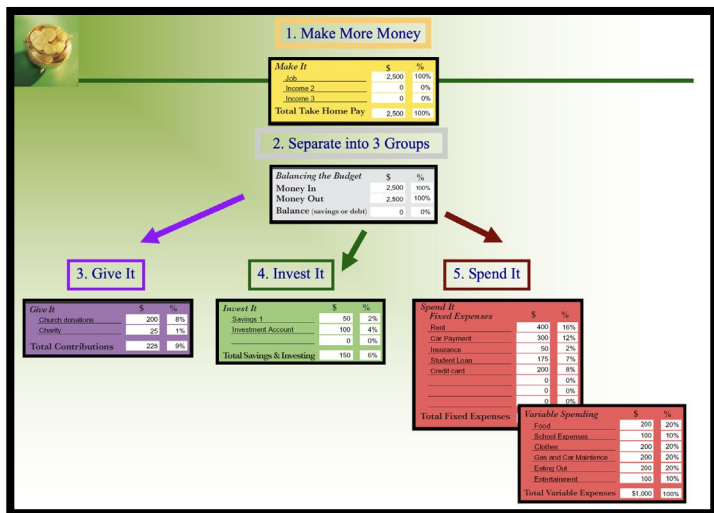
The solution to cash flow management is to run out a month before you run out of money, The system must be so simple that you can manage it on one piece of paper

I want to introduce you to the cash flow tracker

This cash flow tracker is free

Successandmoneyfoundation.org/downloads





And puts them on one piece of paper

Month _____

Day

	\$	%
Money In	6,000	100%
Money Out	6,350	106%
Balance (savings or debt)	-350	

www.moneymadeeasy.com

Dad's spending	Mom's spending	Kids allowance	Family recreation	Gas & Auto exp	Clothing
\$ 100	\$ 200	\$ 100	\$ 300	\$ 500	\$ 150

Over

Number 1. Make more money

1. Make More Money		
<i>Make It</i>	\$	%
<u>Job</u>	2,500	100%
<u>Income 2</u>	0	0%
<u>Income 3</u>	0	0%
Total Take Home Pay	2,500	100%

This is where you're going to add your take-home pay from your job, your wife's job, or other income that's coming in

Number 2 is to separate it

2. Separate into 3 Groups		
<i>Balancing the Budget</i>	\$	%
Money In	2,500	100%
Money Out	2,500	100%
Balance (savings or debt)	0	0%

Number 3 is to give to individuals, churches and charities

3. Give It

<i>Give It</i>	\$	%
<u>Church donations</u>	200	8%
<u>Charity</u>	25	1%
Total Contributions	225	9%

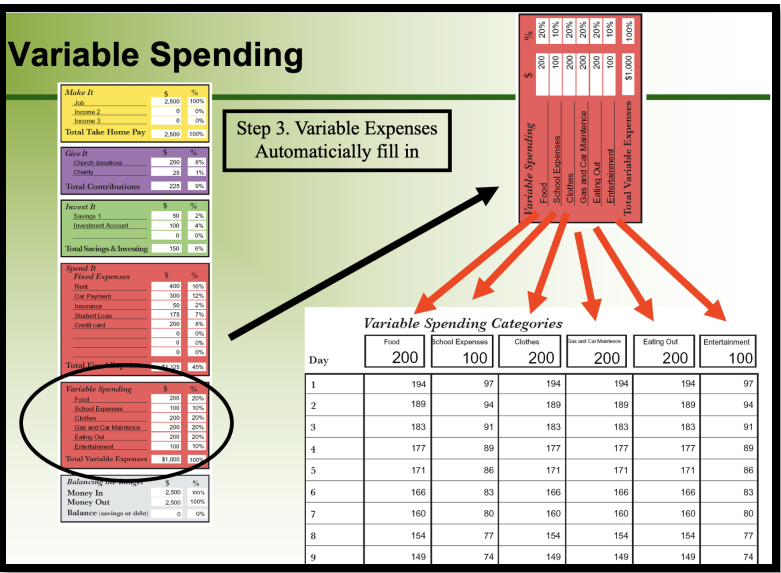
Number 4 is to automatically invest,

4. Invest It

<i>Invest It</i>	\$	%
<u>Savings 1</u>	50	2%
<u>Investment Account</u>	100	4%
	0	0%
Total Savings & Investing	150	6%

Number 5 is to save and spend

5. Spend It		
<i>Spend It</i>		
<i>Fixed Expenses</i>	\$	%
Rent	400	16%
Car Payment	300	12%
Insurance	50	2%
Student Loan	175	7%
Credit card	200	8%
	0	0%
	0	0%
	0	0%
Total Fixed Expenses		
<i>Variable Spending</i>	\$	%
Food	200	20%
School Expenses	100	10%
Clothes	200	20%
Gas and Car Maintenance	200	20%
Eating Out	200	20%
Entertainment	100	10%
Total Variable Expenses	\$1,000	100%



<i>Variable Spending Categories</i>				
Day	Food 200	School Expenses 100	Clothes 200	Gas and Transportation
1	194	97	194	
2	189	94	189	
3	183	91	183	
4	177	89	177	
5	171	86	171	
6	166	83	166	
7	\$160 160	80	160	
8	154	77	154	
	149	74	149	

In this example, if you spend \$40 from your food budget, you simply subtract the \$40 from the \$200 budget

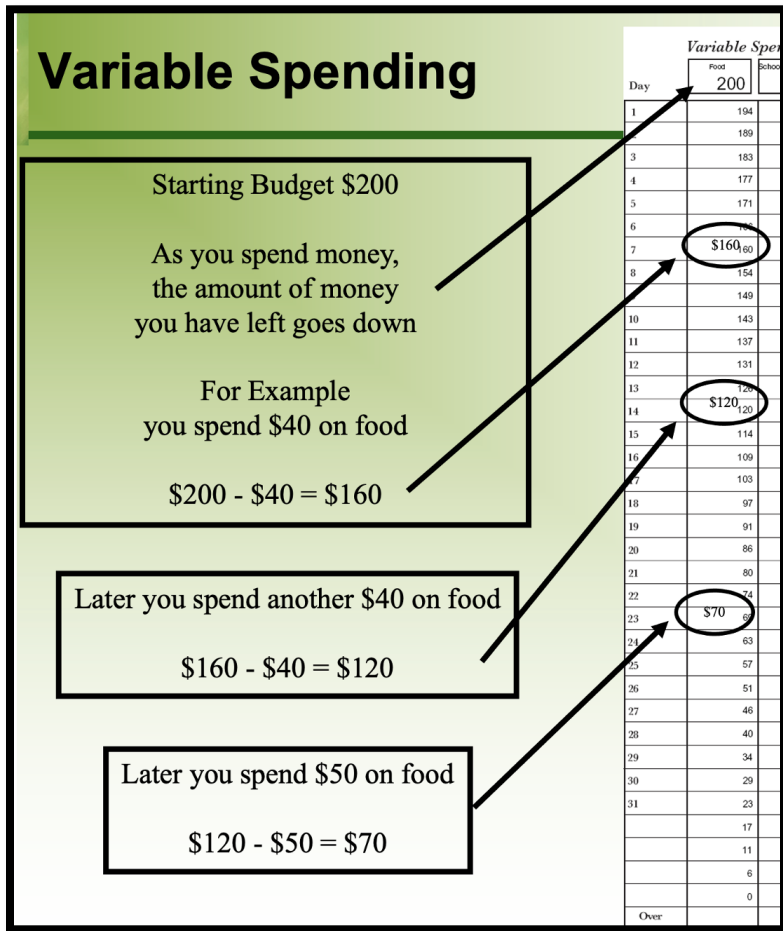
You now have \$160 left

On the left side column, if it is the 4th of the month

You are spending your food budget faster than the month

If it's the 8th of the month, you're right on pace

The idea is to run out of month, before you run out of money



We have also added 4 additional days to help you pace your spending, so you'll have extra money at the end of the month

With that extra money, put it into your investment account

CHAPTER 24

Cash Flow Statement

(+) Income

*(-) Charity, Investments
And Expenses*

(=) Net Cash Flow

CHAPTER 25

Income Statement

(+) Income

(-) Charity & Expenses

(=) Net Income

CHAPTER 26

Net Worth Statement

*(+) Assets
(Anything Of Value)*

(-) Loans

(=) Net Worth

CHAPTER 27

Give To Individuals,

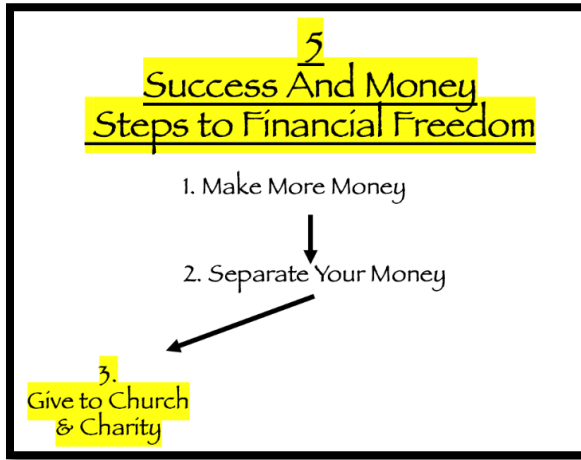
Churches

&

Charities

“The Secret To Living Is Giving”

Tony Robbins



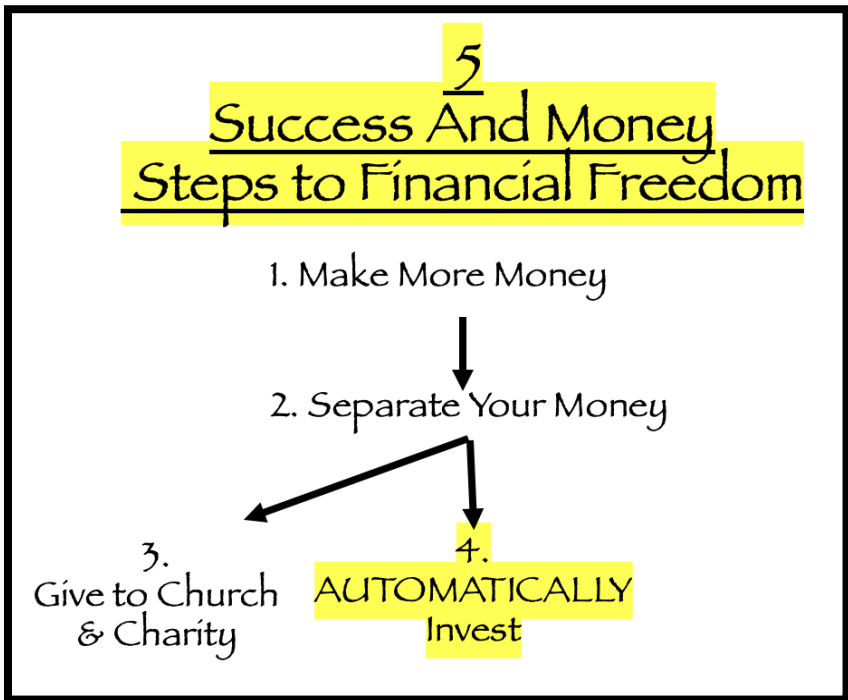
“Make A Difference, Make It Happen, Every Life Is Precious”

Thomas Painter



CHAPTER 28

Automatically Invest



CHAPTER 29

Does Money Grow On Trees?

Does money grow on trees?



Would you like to grow your own money tree?

What kind of seed would you use to grow a money tree?

You'd need a penny



If you didn't water your money tree, would it grow?

You need to water your tree with dollars



Watch your money tree grow



You're going to plant a penny, and then it's going to grow and grow and grow and grow and grow and grow

It's going to take years for it to grow, and then eventually, it will produce fruit



That tree will produce more fruit every year, just like a cherry tree, apple tree, or a peach tree produces fruit that you can trade for cash

A money tree does the same thing,

Very successful people have a lot of money trees

Would you like to have a tree that grows a million dollars?

This is what it would look like



Well, it doesn't quite look like that,

But this is kind of a fun way to look at it

You need to water your tree

How many dollars do you water your tree with?

It all depends on your age

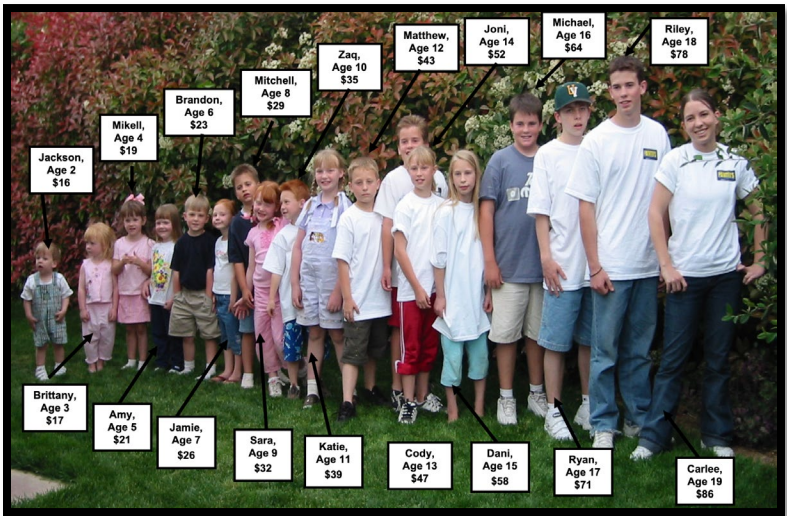
So how old are you?

You can see this is a picture that was taken many years ago of some of my nieces and nephews and some of my own kids

This is how much money they need to invest on a monthly basis to have \$1,000,000 when they turn 65

So you'll notice down at the very end, is Jackson

He only needs \$16 a month all the way up to Carlee, who is age 19 and needs \$86 a month



Why?

Because they have a longer timeframe

So if you find your age on this chart,

This is how many dollars you need to put away on a monthly basis starting at this age until age 65 to have a million dollars

now, that assumes that you get a 10% rate of return

you can see a 10-year-old in the first column only needs \$35 a month,

Whereas a 19-year-old would need \$86 a month

Many people and kids don't have that kind of money

And so what we want you to do is ask your parents if they'll match part of it so you only need half as much money

Age	Monthly	Age	Monthly	Age	Monthly	Age	Monthly	Age	Monthly
1	\$14	16	\$64	31	\$292	46	\$1,479	61	\$17,029
2	\$16	17	\$71	32	\$324	47	\$1,665	62	\$23,934
3	\$17	18	\$78	33	\$359	48	\$1,879	63	\$37,812
4	\$19	19	\$86	34	\$398	49	\$2,126	64	\$79,583
5	\$21	20	\$95	35	\$442	50	\$2,413	Monthly savings required to reach \$1 Million by age 65 (10% rate)	
6	\$23	21	\$106	36	\$491	51	\$2,749		
7	\$26	22	\$117	37	\$546	52	\$3,145		
8	\$29	23	\$129	38	\$608	53	\$3,617		
9	\$32	24	\$143	39	\$676	54	\$4,187		
10	\$35	25	\$158	40	\$754	55	\$4,882		
11	\$39	26	\$175	41	\$841	56	\$5,745		
12	\$43	27	\$194	42	\$938	57	\$6,841		
13	\$47	28	\$215	43	\$1,049	58	\$8,268		
14	\$52	29	\$238	44	\$1,174	59	\$10,193		
15	\$58	30	\$263	45	\$1,317	60	\$12,914		

You can see that if someone started at age one in the top left-hand corner,

They only need \$14 a month,

And over time by age 65, that would turn into a million dollars

That's at a 10% rate of return with long-term stock

Berkshire Hathaway, the S&P 500 has been averaging between 8% and 12% over the years

Some years it goes up, some years it goes down,

But over a long period of time, that's about what it's done

You'll notice in the second column, at the very top, an age 16-year-old only needs \$64

CHAPTER 30

Wealth Formula

Monthly Investment

(X)

Increase In Value

(X)

Length Of Time

(=)

Wealth

5 Success And Money Steps to Financial Freedom

1. Make More Money



2. Separate Your Money



3.
Give to Church
& Charity

4.
AUTOMATICALLY
Invest

5.
Save &
Spend



Wealth Formula



Monthly Deposit (X) Increase in Value % (X) Time (=) WEALTH

CHAPTER 31

Time To Double In Value?

Interest Rate

(X)

Length Of Time

(=)

72

Or

72

(Divided By)

Interest Rate

(=)

Length Of Time To Double

CHAPTER 32

How Much ?

*If You Put A Dollar A
Day In The Bank*

*For 66 Years And
Receive 0% Interest?*

The Correct Answer Is \$24,090

Rate	How much in 66 years?
0%	\$ 24,090

CHAPTER 33

How Much?

*If You Put A Dollar A
Day In The Bank*

*For 66 Years And
Receive 3% Interest?*

The Correct Answer On This One Is \$75,736

So A Dollar A Day With A 3% Rate Of Return Turns Into \$75,736

Rate	How much in 66 years?
0%	\$ 24,090
3%	\$ 75,736

CHAPTER 34

How Much?

*If You Put A Dollar A
Day In The Stock
Market*

*With 10%
Appreciation*

How much would you have if you put a dollar a day in the stock market and got a 10% rate of return for 66 years?

Some years it goes up, some years it goes down, but over a long period of time, we're looking for about a 10% rate of return

Here's an example of the stock market:

McDonald's is owned by thousands of people

You can buy a small portion of McDonald's by buying its stock

How much would you have if you went to McDonald's instead of buying a drink you bought a small part of the company?

A Dollar A Day With A 10% Increase In Value For 66 Years Turns
Into
\$2.6 Million Dollars

Rate	How much in 66 years?
0%	\$ 24,090
3%	\$ 75,736
10%	\$ 2,607,064

CHAPTER 35

*How Much Would
You Owe*

*If You Spent A Dollar
A Day On A Credit
Card*

21% Interest Rate

The Correct Answer Is \$1.6 Billion Dollars

Rate	How much in 66 years?
0%	\$ 24,090
3%	\$ 75,736
10%	\$ 2,607,064
21%	\$1,611,877,660

CHAPTER 36

*How Long Does It
Take For Your Credit
Card To Double In
Cost*

At 21% Interest Rate

Remember the rule of 72, It takes 3.5 years for your credit card to double in cost, unless you pay it off every month



How long does it take for your checking or savings account to double in value?

72 YEARS

How long does it take for your credit card to double in cost?

3.5 YEARS





The Rule of 72 21% Credit Card Debt

$$\frac{72}{21\%} = 3.5 \text{ years to double}$$

Or

$$21\% \times 3.5 \text{ years} = 72$$

CHAPTER 37

*Which Would You
Rather Have?*

*\$1,000 A Day
Or
A Penny Doubled
For 40 Days?*

Which would you rather have?

1 penny
doubled every
day for 40 days



\$1,000 each
day for 40 days

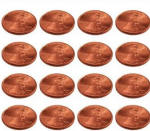


Q: What can you buy for a \$1,000?

A: A computer or a stereo.

1 penny
doubled every
day for 40 days



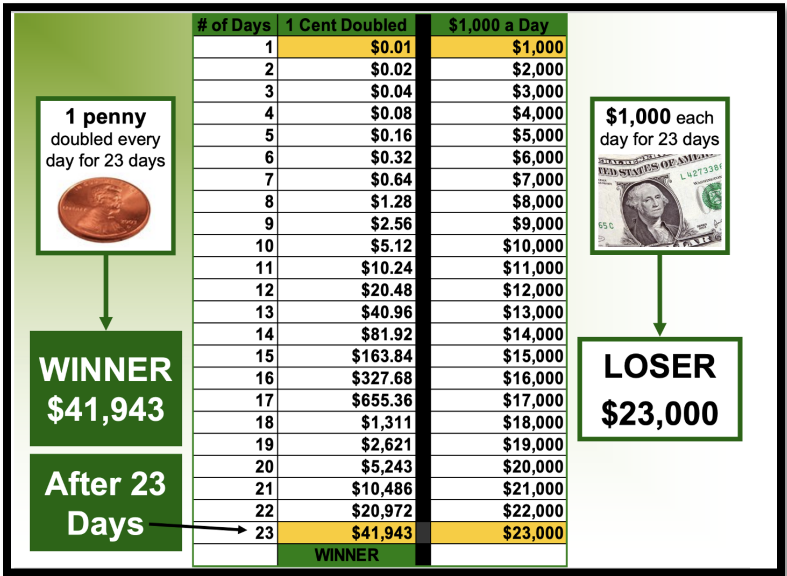
Day 1		.01
Day 2		.02
Day 3		.04
Day 4		.08
Day 5		.16

\$1,000 each
day for 40 days



Day 1		\$1,000
Day 2		\$2,000
Day 3		\$3,000
Day 4		\$4,000
Day 5		\$5,000

Penny Wins



Which Would You Rather Have?

A Penny A Day Doubled

Or

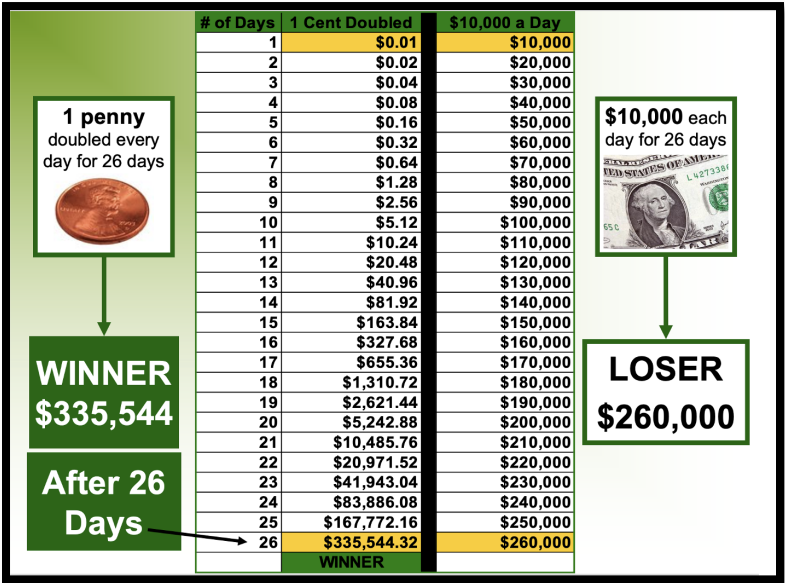
\$10,000 Each Day For 40 Days

Which would you rather have?

1 penny doubled every day for 40 days 	\$10,000 each day for 40 days 
---	---

Q: What can you buy for a \$10,000?
A: A car.

Penny Wins



Which Would You Rather Have?

A Penny A Day Doubled

Or

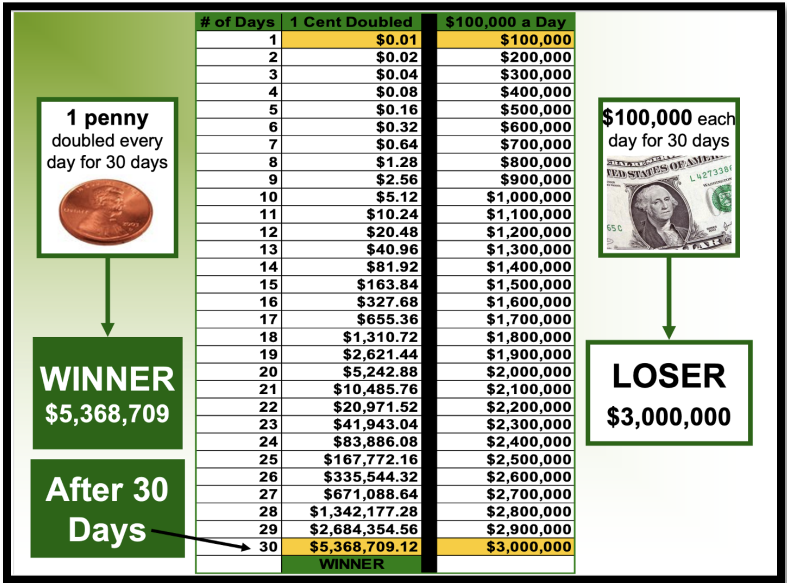
\$100,000 Each Day For 40 Days

Which would you rather have?

1 penny doubled every day for 40 days 	\$100,000 each day for 40 days 
--	---

Q: What can you buy for a \$100,000?
A: A house.

Penny Wins



Which Would You Rather Have?

A Penny A Day Doubled

Or

\$1,000,000 Each Day For 40 Days

Which would you rather have?

1 penny

doubled every
day for 40 days



\$1,000,000

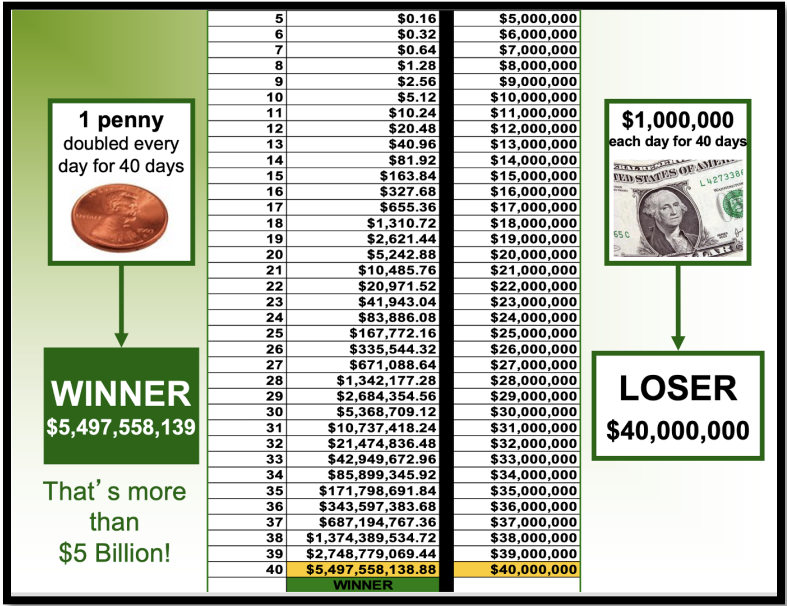
each day for 40 days



Q: What can you buy for a \$1,000,000?

A: Apartment building.

Penny Wins



You Would Need

\$137,438,953

A Day For 40 Days

To Equal

A Penny Doubled

1 penny doubled every day for 40 days 	\$137,438,953 each day for 40 days 
---	---

You would need \$137,438,953 each day for 40 days to equal the compounding effect of a penny doubled for 40 days.

CHAPTER 38

What Items Go Down In Value?

Cars

Electronics

Computers

CHAPTER 39

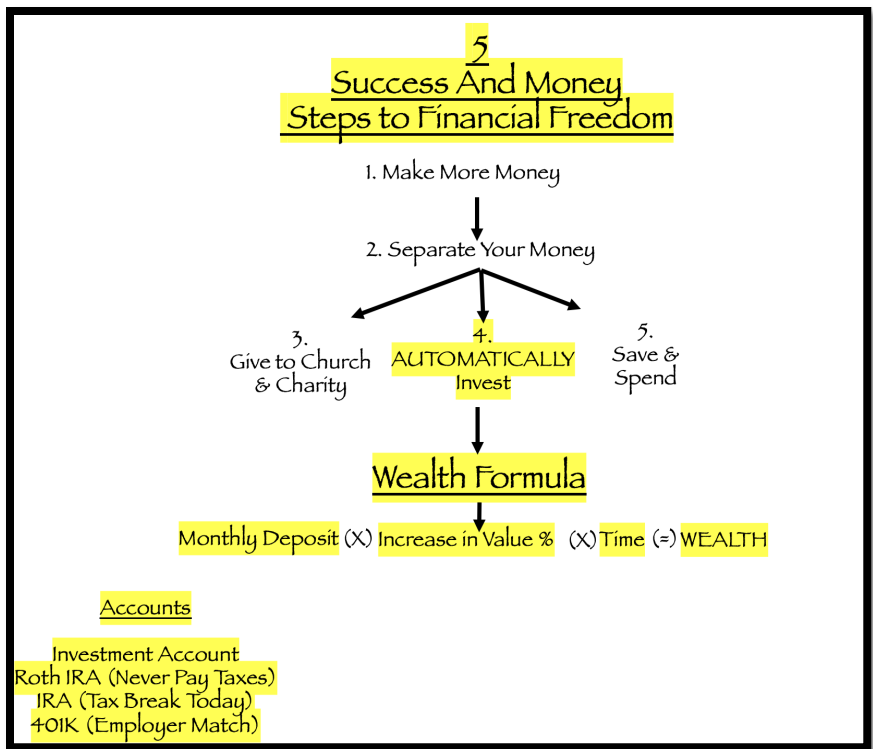
What Items Go Up In Value?

Stocks
Real Estate

CHAPTER 40

What Kind Of Accounts Do You Use?

Bank Account
Saving Account
Investment Account
Retirement Account



Successful people

Separate their money with different accounts

Bank and saving accounts

Are what you use to run your daily lives

And

A separate bank account is used for your small business
And

Real estate

Investment accounts

Are what you use for long term investments

Like stock and bonds

Retirement accounts

Are used for long term investing

There are different kinds of retirement accounts

Ones that you pay taxes later

And

Ones that you never pay taxes with

Let's start with the ones you will pay taxes later,

These retirement accounts are

401k

Individual retirement account (IRA)

These accounts give you a tax break today

The

Disadvantage is that when you take the money out, you have to pay taxes on all the money

Over the years your investment account has increased in value

You have to pay taxes on all the money you invested and all the growth and profit

The second kind of retirement accounts are tax free accounts

ROTH individual retirement account (ROTH IRA)

The disadvantage is that you don't get a tax deduction today

But

When you take the money out

You never pay any taxes on the money you invested or the growth and profit

The profit might be 2 or 3 times the amount you invested

If I was in an elevator and only had 30 seconds to give you some advice

I'd tell you to make more money

And

Automatically invest

Get as much money into your ROTH IRA, 401k, IRA and investments accounts as soon as possible

I don't care how much money you make,

I don't care what you spend it on

I only care about how much you put into your investment accounts

You need to invest in yourself first

You do that by opening financial freedom accounts

Here is the order in order to maximize you money and reduce your taxes

#1. 401k

If your employer offers a 401k plan

And

They are matching your contribution

This is where I would start

A 401k

Is a retirement account where you work

Many employers will set one up for the benefit of their employees

Each month the employee has the ability to contribute part of their salary to the retirement account

You can get a tax break today on that money

The best part is some employers will match a certain percent of your salary

When you invest they match it

Most companies will do 3%-5%

That's like getting a 100% return on your money

If your employer is not matching

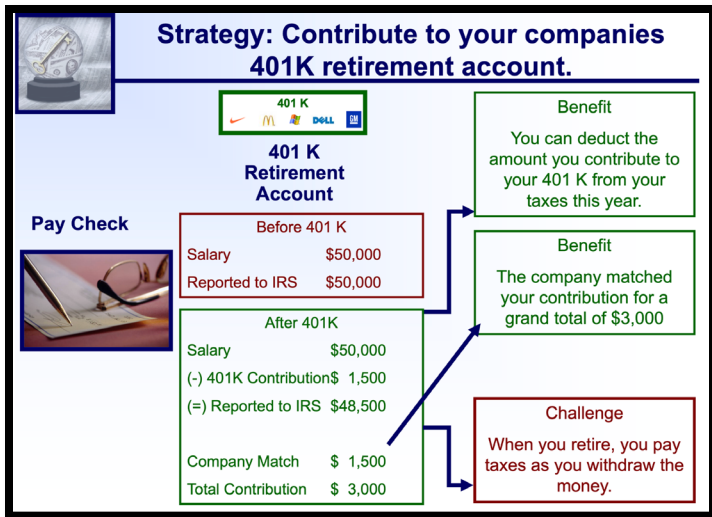
Then I would max out your ROTH IRA

First

Then your IRA

Then

401k



#2. ROTH IRA

Why is it called a ROTH IRA

It's a retirement account that was named after congressman ROTH

It's a retirement account where you never have to pay any taxes on the money you put in or the profit it makes

Ever

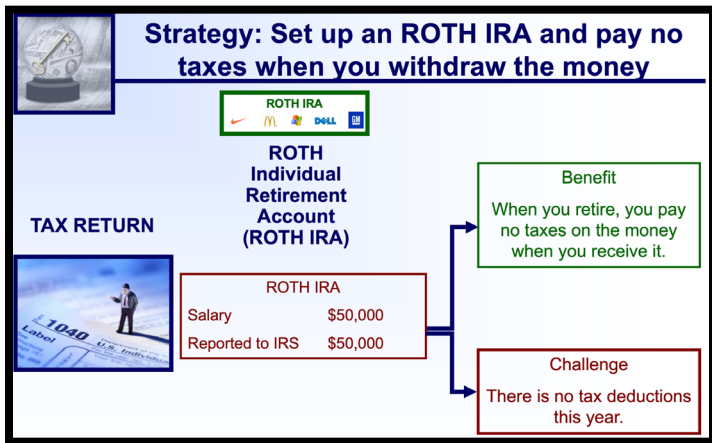
The good news is you can contribute \$6,500 a year

Take that money and invest in the S&P 500 or Berkshire Hathaway

The bad news is you don't get a tax break today

Remember

All this money grow tax free



#3. IRA

Individual retirement account

The good news is you get a tax break today

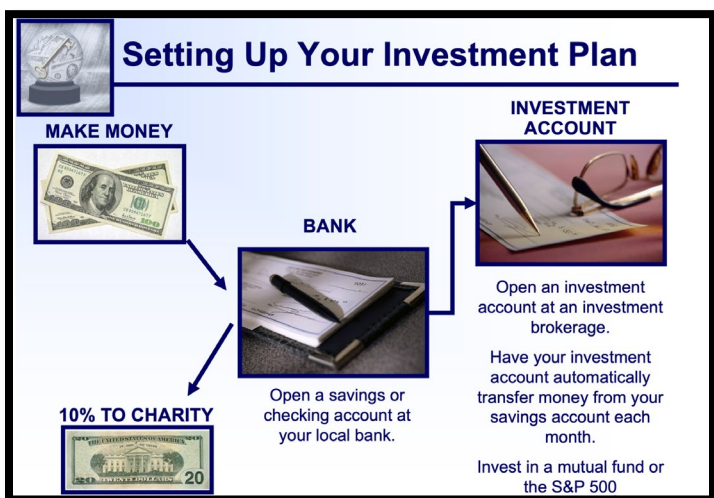
The bad news is you have to pay taxes on all of the money when you take it out

All the money you invested plus all the growth



#4. Investment account

Then fund your investment account



The next chart shows if you had \$300 to invest each month and how much you would have at retirement

Investment Account Options								
	Monthly	Company Contribution	Tax Deduction this year	# of years	% Increase in value	Value	Taxes at Retirement (30%)	Net at Retirement
Investment Account	\$300	No	No	40	10%	\$144,000 Monthly contribution \$1,608,666 appreciation	\$-482,600	\$1,126,066
IRA	\$300	No	Yes	40	10%	\$1,752,666	-\$525,799	\$1,226,866
Roth IRA	\$300	No	No	40	10%	\$1,752,666	-\$0	\$1,752,666
401K	\$300	Yes \$300	Yes	40	10%	\$3,505,333	-\$1,051,600	\$2,453,733
Which program is best for you? Would you rather pay taxes on the Seed (Investment Account, Roth IRA) or on the Harvest (IRA, 401K)								

You can see with a 401k

Your investment of \$300 gets matched by your employer

You have to pay taxes on the gain, but the total amount is greater

The next best is the ROTH IRA

Then a regular IRA

Then an investment account

When I was very young, I was talking to my dad about long-term investing,

He mentioned that some people make so much money off their real estate, small businesses, and investments that they don't have a job;

all they do is manage their investments

That was a big eye-opener for me

The goal is to put your investing on autopilot

You want to set up an investment plan that automatically transfers funds from your checking or savings account to an investment account, such as a brokerage like Fidelity or Schwab

And

Invest in the S&P 500 or Berkshire Hathaway

The S&P 500 is a group of stocks made up of the 500 largest companies and has historically appreciated over 10% annually

It's crucial to avoid frequent buying and selling; instead, focus on a long-term investment strategy

Putting money into the S&P 500, which generally has low fees, is a wise choice

The idea is to have your investments grow over time through compounding

In addition to the S&P 500

You should consider investing in Berkshire Hathaway

This is the company that Warren Buffett created

The stock symbol is BRK.b

Over time, it has outperformed

Picking and choosing individual stocks

Mutual funds

S&P 500

One of the big reasons is that it has no fees

The good news is that you will make, manage and spend

Between

\$1 million and \$10 million dollars in your lifetime

The bad news is that the vast majority of people will retire broke and in debt

Because of inflation

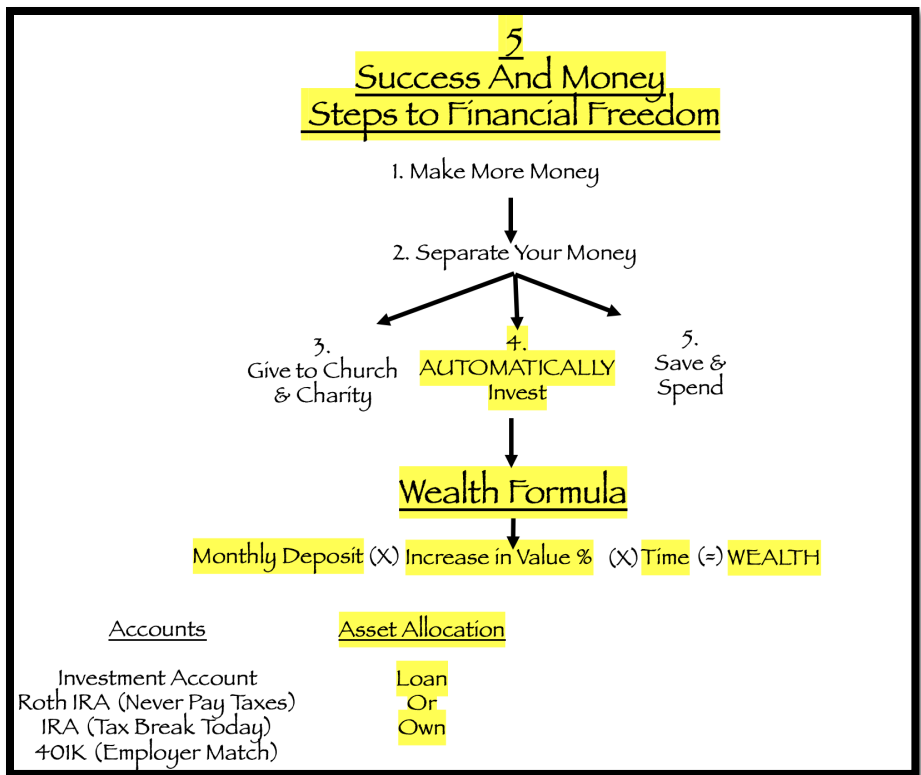
You need to have your money making you more money

CHAPTER 41

Loan Vs Own

*Loan: Checking,
Savings
Bonds*

*Own: Stock, Real
Estate, Businesses*



Loan verses own

Now, when you hear that, you're probably wondering, what are they talking about?

Loan versus own?

Well, it's very simple

When you put money in the bank in your checking account, you are loaning money to the bank

That's the good news

The bad news is they're not paying much

If you put it into a savings account

You're loaning money to the bank

If you put it into a cd certificate or deposit,

you're loaning money to the bank

You can loan money to

Banks

People

Schools

Companies

Governments

Another name for a loan is a bond

With a loan, you're going to get a rate of return for a specific amount of time

So \$100 dollars, is very easy to figure, if you're loaning money out at 2%, you would make \$2 worth of profit

So you'd have \$102 at the end of that timeframe

If you are taking that same \$100 dollars and you're getting a 4%, then you make a \$4 profit which makes your investment worth \$104 at the end of that year

That's how loans work

Or

You can own things

Like

Real Estate

Stocks

Businesses

So when you're looking at your investments, you have to say, am I loaning money or am I owning assets?

If you are loaning money, you have a straight line rate of return

It's the merry-go-round

it just goes around and round, and it's pretty solid

Owning

Is more like a roller coaster

They're going to go up in value, go down in value, go up in value,
and go down in value

And the reason they do that is the law of supply and demand

Why does the stock market go up?

Because more people are chasing it

There's are more buyers versus sellers

When crypto was really hot, a lot of people were jumping in it

They were taking their cash and dumping it into crypto

As a result, you had more demand for the existing supply

That's why it either goes up or down

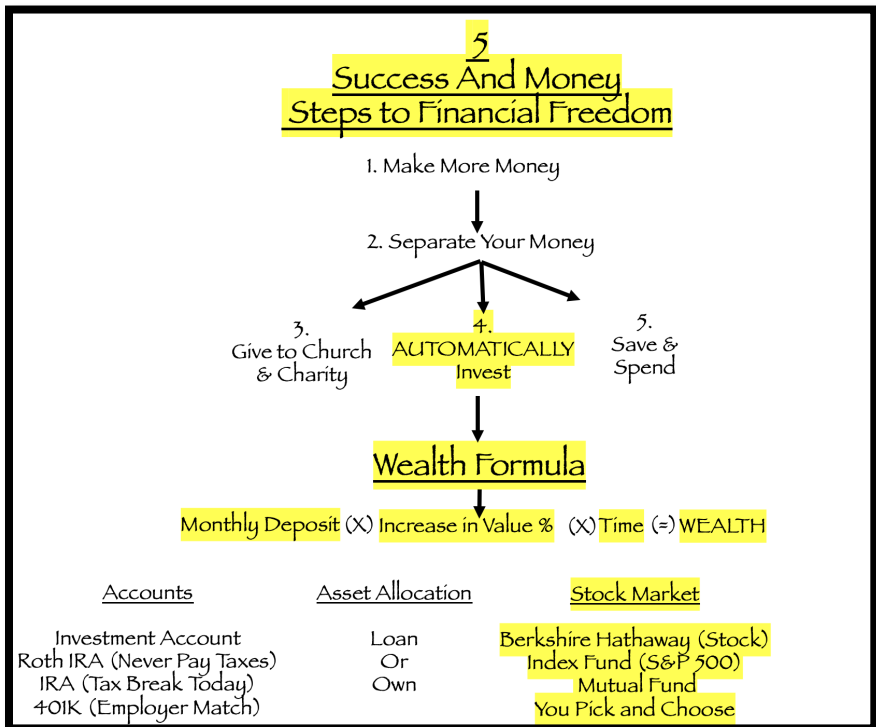
The same is true with your real estate

Or

Other assets

CHAPTER 42

4 Ways To Invest In The Stock Market



There are 4 ways to invest in the stock market

You can pick and choose

Invest in a mutual fund

Invest in an index fund

Or my favorite is Berkshire Hathaway

What does each of these mean?

Picking and choosing

Is when you pick and choose which stocks you want to buy or sell

Mutual fund

Is when you hire a profession manager to pick and choose the stocks

Index fund

Is when an investment company invests in a group of stock

Like

The S&P 500

Which is the 500 largest companies in America

That do business worldwide

Or

Dow 30

This is a group of 30 companies

1 from each industry

For example

There is a computer, software, automobile, food company etc.

Or

Or you can do the last one which I like is Berkshire Hathaway, BRK.b

Berkshire Hathaway is a company that Warren Buffett controls

Its roots are in insurance, business and investments

The difference is that it is a stock

The reason we like this so much is that there are thousands of stocks and companies

You can pick and choose which companies you want to buy and invest in

The problem is most people spend all their time and energy trying to pick and choose

Is the stock going to go up?

Is it going down?

When is it going up or down?

Which way is it going?

The reality is, nobody knows

Our goal is not to spend our time doing that

Our goal is to have our small businesses make us more money

And then have the profits automatically invested

The second way is to choose a mutual fund

Take those same stocks that are out there, and we pay a professional to pick them

The third is an index fund

An index fund is like the S&P 500

The S&P 500 is the 500 largest publicly traded companies in America that do business world wide

Nobody's picking and choosing

It's just the 500 largest companies

S&P stands for Standard and Poors

Many years ago, a publisher started tracking the 500 biggest companies

That companies name was Standard and Poors

The fourth is my favorite

Berkshire Hathaway

Berkshire Hathaway is a stock

It's Warren Buffett's company,

It has its beginnings as a textile mill

The textile mill was not doing well so warren sold the assets and started investing them into other things

Mainly

Insurance

Its most well-known company is GEICO

They take the premiums and profits from the insurance companies and invest in other companies

They buy companies or stock in companies

For the vast majority of people

You should spend your time in step 1.

Making more money

Invest the profits into Berkshire Hathaway or S&P 500

Over a long period of time

Berkshire Hathaway has done better than the S&P 500

Mutual funds

And

Picking and choosing

One of the biggest reasons is the fees

Here are the plus and minuses of each

Picking and choosing the problem is, you're spending your time

You're spending your energy,
and
You don't know what's going on

The problem with pick and choose

Is that most people lose

A mutual fund is where you hire a professional manager, and they
pick and choose the only negative to that is the fees that they're going
to charge

So in this example, just to make it really simple, let's say that you got
a 6% rate of return, and the fees were 2%

Most of the time you're never going to see the fee cost

It's in the small print

And the problem is that if you made 6%, and there's 2% in fees

Your profit is only 4% you just lost 33% of your investment by
having somebody do that for you

The S&P 500

The reason we like it so much is that the fees are low

The fees are $\frac{1}{2}$ of 1%

So in the same example, if it made a 6% rate of return minus the fees you would have 5.5%

And then the last one is Berkshire Hathaway

If you have that same 6% rate of return

The fees are about \$5 in commission when you invest

If your stock made 6%

You get to keep all 6%

Because its a stock

Over time

Berkshire Hathaway has out performed

The S&P 500

Mutual funds

Picking and choosing

Berkshire is a conglomerate of many companies that they own or invested in

Those companies have gone up in value

They make money, and they take that money and reinvest it

That's why it's done so well

Mission #1 of the foundation

To provide financial rewards to students when they attend class and share with others

These rewards are to be added to their investment account

One of the missions of the foundation is to help you get started investing

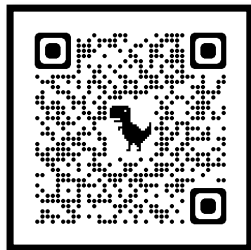
That is why we giving away our Berkshire Hathaway stock

The foundation has give out over 30,000 financial rewards to students all over the world

We have over 3,000 students that have started saving and investing

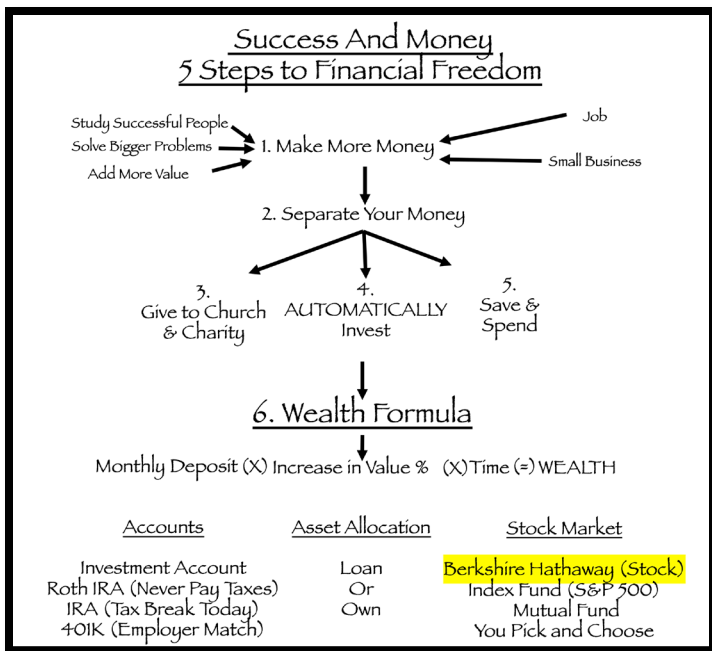
To get a financial reward from the foundation go to

SuccessAndMoneyFoundation.Org



CHAPTER 43

Warren Buffett *Berkshire Hathaway* *Stock*



There is a wonderful book written by Robert Miles, called

101 Reasons to Own the World's Greatest Investment

Here are some of the reasons I like Berkshire Hathaway

One is a historic performance; it has outperformed many of the

Other mutual funds over a long period of time

Low cost, almost no cost, because there's no money under management, and it's got a proven track record

There is a wonderful owner's manual

Warren Buffett wants you to think like he does

Which is an owner of a business

It has a unique annual meeting

I've been at this meeting multiple times, and there's 40,000 people in the audience and hundreds of thousands of people watching online

There's no dividend

The problem is that with a dividend, they don't get a tax break, and you have to pay taxes on it at the highest rates

They've taken that money and reinvested it in their companies

There's no taxes on this until you sell it

So you can make it very easy to hand down from generation to generation

The chairman's age, he's been doing this for a long time, but more importantly, he's got a whole group of people that are trained that are going to take over when he retires

It acts like a mutual fund, but it does not have the same cost structure as a mutual fund

It has a unique charity program

It is a wonderful way to learn

He's a teacher, and warren said that when he passes away on his headstone, he wants to have the word 'teacher' written on it

Loyal shareholders

They're long-term holders

It's owner-managed

They have many companies that they purchased where the original owners are staying to manage it

It's got a stable portfolio, it's done really well on some of its tax exposure and asset protection

They reduced a lot of the investment mistakes

It's very easy for you to gift or to give away as an estate

Because it's a stock,

It's a smaller shareholder group

Business ownership

Investors have the ability to buy the stock in what they call a 'slice,'
so you can buy it with any amount of money

Ownership

They focus on mergers and acquisitions

They like to write a check and buy things

They're investing with a higher purpose, the book value per share

We think that it's usually undervalued, which is a good thing

Equal opportunity investment,

Joining a winner,

Billionaire maker

Lots of people have made lots and lots of money owning this for the long term

So it does not have that movement up and down

It's outperformed the S&P 500 over a long period of time,

Which has outperformed mutual funds, which underperform

Pick-and-choose because when you pick and choose, you lose

Lower institutional ownership

It's included in the S&P

There's no tax return until you sell it

Small shareholders are welcome

You're buying a stock, but getting a lot of companies, similar to what you would in the S&P 500

It attracts the same kind of minds you're looking for, the same kind of people that think the same way that you do

It's not flashy

They're investing in things that are solid

They have great businesses that make money

A great way to allocate your assets

There is a large nonprofit foundation

Buffett's given away 99% of his money to charity

You think differently

You think like an owner, not like a speculator

You can give these gifts to the next generations, and it's very tax-efficient

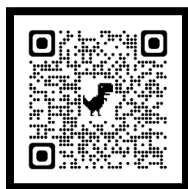
Wonderful investment model and simplicity

So those are some great ideas of why we like Berkshire Hathaway

There are some great classes and interviews on Warren Buffett and Berkshire Hathaway

FREE Books and Classes

SuccessAndMoneyFoundation.Org/Books

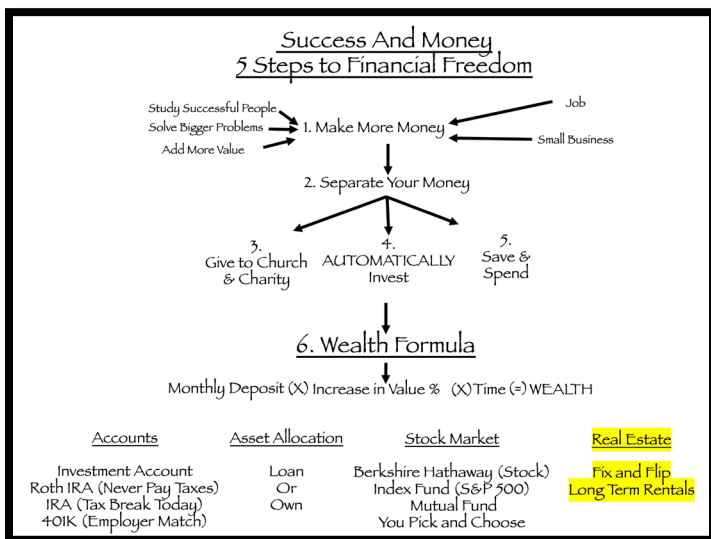


SuccessAndMoneyFoundation.Org/Courses



CHAPTER 44

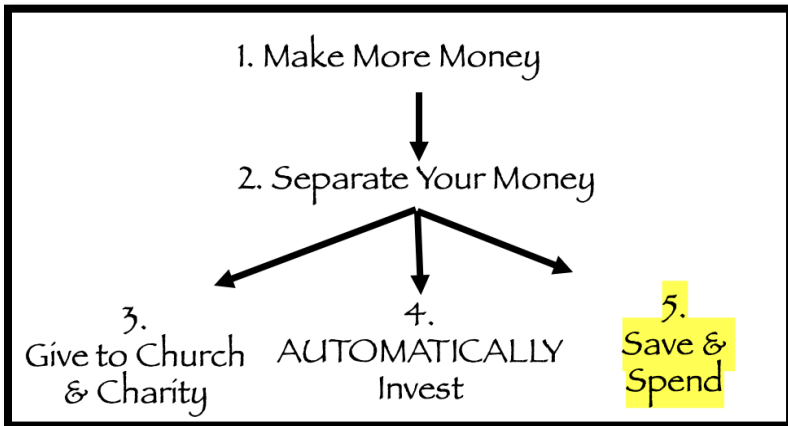
Real Estate Fix And Flip And Long Term Rentals



(Review Real Estate Chapters 16-21)

CHAPTER 45

Save And Spend



Step number 5 is to save and spend



Every dollar of
income

Is either saved and
invested

Or

Spent and consumed



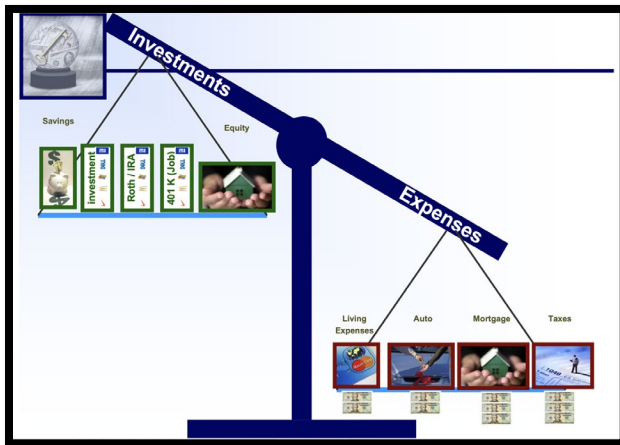
So where does all of your money go?

Where does all your money go?

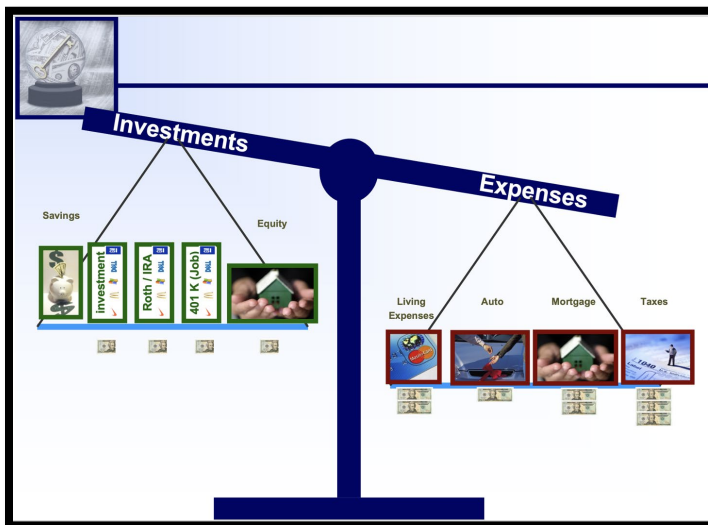
- Auto, insurance, food, entertainment, credit cards, communication, medical, apparel
- Housing
- Taxes



Most of the money that comes in is going to expenses,
Your goal is to get it into long-term investments



This is how you reduce your expenses by 20% and
invest the savings



Are there expenses that should or could go without?

Over a 40 year period with a 10% growth rate

\$60 a month would grow to \$350,000

\$100 a month is \$584,222

\$400 a month is \$2,336,888

\$1,000 a month is \$5,842,221

What are some other things that you're doing that you probably shouldn't?

The key is automatically invest 10%-20% of your income and let it grow

 What do things really cost?				
Are you spending money on things You could/should go without?				
Item	Cost	Times per month	Yearly cost	Same amount invested for 40 years @10%
Cigarettes	\$ 4.00	15	\$720	\$350,533
Starbucks	\$ 5.00	20	\$1,200	\$584,222
Alcohol	\$100.00	4	\$4,800	\$2,336,888
Drugs	\$250.00	4	\$12,000	\$5,842,221

CHAPTER 46

*Save 20%
When You Use
Cash
Verses
A Debit Or Credit
Card*

Carrying a credit card automatically increases your spending by 20%

If you pull cash out of your wallet, that's painful

But it's very easy to put it on a debit or credit card

How much do you spend a month with your credit card? \$3,000, 4,000, \$5,000 or month

You could save \$600-\$1,000 with simple plastic surgery, simply cut them up and use cash, put that amount into your #4. Automatic Investment Account



Strategy: Cut up all personal credit cards, keep business cards.

- Carrying a credit card automatically increases your spending by 20%
- How much do you spend a month with your credit card?
 - **\$3,000**
 - **\$4,000**
 - **\$5,000**
- Save a \$600 to \$1,000 with simple plastic surgery



CHAPTER 47

*Save Hundreds Of
Dollars A Year*

Switch Credit Cards



Cut Your Credit Card Expense

- What is the difference between these credit cards?
- About \$300 a year in interest
- Are you tired of paying 18-21% on your credit cards when there are so many cards at 9% or less?



Strategy

Transfer your current high rate credit card to a lower rate credit card

Continue to pay the same amount or increase the payment

And

Pay off the debt in half the time



Strategy: Pay Your Credit Card Debt in Half the Time



- Transfer your current high interest rate credit card to a lower interest rate credit card.
- Continue to pay the same payment and pay off the debt in half the time.

CHAPTER 48

Increase Your Payments And Save



Credit Card Debt

- **\$10,000** in credit card purchases
- Monthly payments of \$183
- At that rate, it will take you 15 years to pay off the card
- You will have spent **\$32,951**



The strategy is to increase your payment

Instead of paying a \$183 a month

You simply increase it to \$395 a month



Strategy: Increase your payment



**Increase your
monthly payment
from \$183 to \$395**

If you increase the payment from \$183 to \$395

You're going to save \$19,628

Increase your Credit Card Payments and Save

Loan Balance	%	Term Years	Payment	Total Interest	Grand Total	Difference
\$ 1,000	21%	15.00	\$ 18.31	\$ 2,295	\$ 3,295	
\$ 1,000	21%	9.99	\$ 20.00	\$ 1,397	\$ 2,397	\$ 898
\$ 1,000	21%	5.78	\$ 25.00	\$ 735	\$ 1,735	\$ 1,560
\$ 1,000	21%	4.21	\$ 30.00	\$ 514	\$ 1,514	\$ 1,781
\$ 1,000	21%	3.33	\$ 35.00	\$ 398	\$ 1,398	\$ 1,897
\$ 1,000	21%	2.76	\$ 40.00	\$ 326	\$ 1,326	\$ 1,969
Loan Balance	%	Term Years	Payment	Total Interest	Grand Total	Difference
\$ 10,000	21%	15.00	\$ 183.06	\$ 22,951	\$ 32,951	
\$ 10,000	21%	9.99	\$ 200.00	\$ 13,972	\$ 23,972	\$ 8,979
\$ 10,000	21%	5.78	\$ 250.00	\$ 7,350	\$ 17,350	\$ 15,601
\$ 10,000	21%	4.21	\$ 300.00	\$ 5,139	\$ 15,139	\$ 17,812
\$ 10,000	21%	3.33	\$ 350.00	\$ 3,984	\$ 13,984	\$ 18,967
\$ 10,000	21%	2.81	\$ 395.00	\$ 3,323	\$ 13,323	\$ 19,628

CHAPTER 49

*How The Banks
Are Making 21%*

And

*Paying
You Nothing*

If You Have A Thousand Dollars In Your Checking Account

And

You Have A Thousand Dollars On Your Credit Card

Where Did The Bank Get The Money To Loan You On Your Credit Card?

They Got It Out Of Your Checking Account

They're Taking Your Money And Loaning It Back To You

It Gets Worse Than That Because Of Fractional Banking They Can Take That Same Dollar And They Can Loan It Out 7 Or 8 Times

They're Not Paying You Any Interest And They're Charging You Interest And Fees

The Rule Of 72,

How Long Does It Take For Something To Double In Cost

If You Take Your Money, Let's Say That It's In Your Bank Account At 1%,

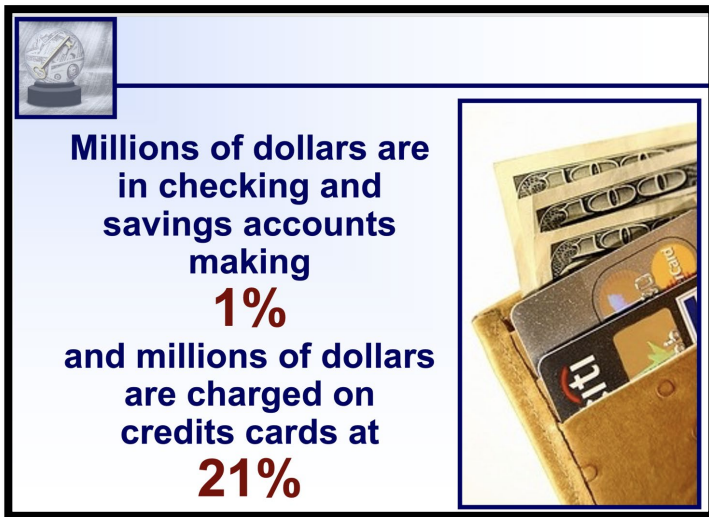
$$1 \times 72 = 72$$

So It Takes 72 Years At 1% For It To Double In Value

If They Are Charging 21%

$$21 \times 3.5 = 72$$

The bank doubles their money every 3.5 years



**Millions of dollars are
in checking and
savings accounts
making
1%
and millions of dollars
are charged on
credits cards at
21%**

“Them’s That Understands It
Gets It

Them’s That Don’t Pay
Pay It”

CHAPTER 50

Getting Out Of Debt Summary

1. Make More Money
2. To Start, Don't Get Into Personal Debt
3. Switch To Cash Vs A Debit Card Or Credit Card
4. Fill Out and use The Cash Flow Tracker
5. Find Additional Money To Pay Off Credit Cards
6. Pay Off The Smallest Debt First
7. Take The Additional Money, Pay Off The Next Smallest Debt, Then The Next

CHAPTER 51

How To Save Money On A Car



Cut your Car Expenses by 20% to 50%

- Financial ignorance at the auto dealer ends up costing you
- Did you hear ...
 - Low down
 - Low monthly payment
 - You've got to have it!



Avoid The Hidden Costs



Cut your Car Expenses by 20% to 50%

- Sticker Price — **\$20,000**
- Hidden Costs
 - Paint/fabric protector
 - Undercoating
 - Dealer prep
 - Extended warranties
 - Credit life
 - Sales tax
 - Licensing fees
 - \$6,500 in finance charges
- A \$20,000 car becomes a **\$30,000** decision



Buy A Late Model Used Car, Everybody Drives A
Used Car



Strategy: Buy a Late Model Used Car

- The day you buy a new car and drive it off the lot, it becomes a used car even before you get home
- Everyone drives a used car, but some people pay for a new one
- Buy a pre-owned vehicle
- A pre-owned is half the sticker price
- After finance charges, you save \$15,000



CHAPTER 52

How To Save Money On Insurance

-Insurance Review

*-Eliminate
Overlapping
Insurance*

Cut Your Insurance Costs By 20%-50%



Cut Insurance Costs by 20 to 50%

- How much are you spending annually on insurance?
 - Life
 - Health
 - Auto
 - Home
 - Disability

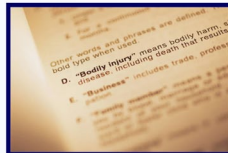


Do An Insurance Review



Strategy: Do an Insurance review

- 13 Ways to reduce your insurance expenses by 20%
 - Eliminate overlapping coverage
 - Raise deductible
 - Buy term
 - Increase co-insurance amounts
 - Avoid some insurances completely



CHAPTER 53

Save 20%-30% On Your Home

Save 20 to 30% on your own home

Your home is going to either be the best or worst financial decision

We're going to use the figure of \$200,000 in this example

Now, depending on where you live in the world, you will either double it, triple it, or even 10 times it

The goal is to understand the concept and then multiply it

But a \$200,000 house for 30 years

You're going to pay around \$328,000 in interest

Plus \$200,000 for the property

For a total of \$528,000

CHAPTER 54

Buy Your Home For Less Money

-Write Offers

If there are 100 properties for sale, only 3-5% of them fit our criteria

The key to getting a good deal on a house is to understand value

Until you understand value, everything is worthless

The second key to getting a good deal is to write offers

Most properties that are up for sale, do not get a written offer

Make multiple offers until someone will give you your price and terms

If you saved 10% on the purchase price

With reduced price and interest payments, you could save 10-15% of the total cost

On this \$200,000 house you would save \$52,830



Save 10%-20% on Housing

- Best or worse financial decision?
- \$200,000 house for 30 years
 - \$328,310 Interest
 - \$528,310 Total Payments
- 12 Ways to find it for \$180,000 or less
- \$180,000 house for 30 years
 - \$295,479 Interest
 - \$475,479 Total Payments
- Savings
 - \$52,830



CHAPTER 55

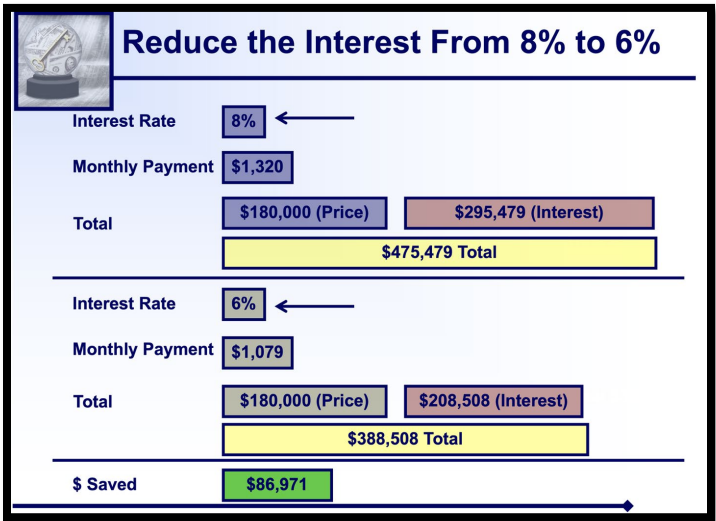
*With Good Credit,
You Can Reduce Your
Interest Rate*

-Pay Less Interest

By simply saving 2% on a loan

You can save 10%-15% of the total cost

You will save \$86,971 on a \$200,000 house





Reduce Your Interest Rate

Loan Balance	\$180,000	\$180,000	\$180,000
Interest Rate	8%	7%	6%
Term	30 years	30 years	30 years
Payment	\$1,320	\$1,197	\$1,079
Total %	\$295,479	\$251,116	\$208,508
Grand Total	\$475,479	\$431,116	\$388,508
Difference		(\$44,363)	(\$86,971)
# of times item paid for	2.64	2.39	2.15

CHAPTER 56

Increase Your Monthly Payment And Pay Your House Off In Half The Time

**How? By increasing
your monthly
payment from \$1,079
to \$1,518**



By increasing you payment, you can pay your house off in half the time saving \$115,099

Pay Off Your House In Half The Time

Interest Rate 6%

Monthly Payment \$1,079

Total \$180,000 (Price) \$208,508 (Interest)

Total \$388,508

of Years 30 ←

Interest Rate 6%

Monthly Payment \$1,518

Total \$180,000 (Price) \$93,409 (Interest)

Total \$273,409

of Years 15 ←

\$ Saved \$115,099

Pay Off Your House In Half The Time

Loan Balance	\$180,000	\$180,000	Difference
Interest Rate	6%	6%	
Term	30 years	15 years	
Payment	\$1,079	\$1,518	\$439
Total %	\$208,508	\$93,409	\$115,099
Grand Total	\$388,508	\$273,409	
# of times item paid for	2.15	1.51	

CHAPTER 57

*Do All Three And
Save Hundreds Of
Thousands Of Dollars*

-Lower Price

-Lower Interest

-Higher Payment

When You Do All

3

Buy For Less

Reduce The Interest Rate

Increase The Payment And Pay It Off In Half The Time

You Will Save

20%-50%

Instead Of Paying A Total Of \$58,310

You'll Save

\$254,900



Save 10%-20% on Housing

- BEFORE
- \$200,000 house for 30 years
 - \$328,310 Interest
 - \$528,310 Total Payments
- AFTER
- Buy it for 180,000
- Reduce the Interest Rate
- Pay off the house in $\frac{1}{2}$ the time
- Total Saved \$254,900



CHAPTER 58

Putting It All Together

Putting It All Together

For Example: Jane Dough age 45 wants to retire in 20 years, she has \$50,000 in equity and invests an additional \$100 a month. Her investments are Appreciating at 10% a year.

Plan	Beginning Investments and Equity	Additional Monthly Investments	Yearly Financial Defense	Yearly Financial Offense	+ Monthly Investment + Defense + Offense = Total	Total at Financial Freedom Age
Before	\$50,000	\$1,200	\$0	\$0	\$1,200	\$372,490

Let's see if we can make that even better

What we want to do is add some additional financial defense and financial offense

Let's do 3 what ifs

A conservative, realistic and aggressive plan

In the conservative plan,

Let’s save an additional \$2,400 a year

And

With our businesses, lets add an additional \$14,400

Along with out \$1,200 were currently doing

For a total of \$18,000

Into our investments accounts

At retirement, we will have \$1,477,388

 Add Financial Defense and Offense						
Plan	Beginning Investments and Equity	Additional Monthly Investments	Yearly Financial Defense	Yearly Financial Offense	+ Monthly Investment + Defense + Offense = Total	Total at Financial Freedom Age
Before	\$50,000	\$1,200	\$0	\$0	\$1,200	\$372,490
After						
Conservative	\$50,000	\$1,200	\$2,400	\$14,400	\$18,000	\$1,477,388

In the next graph, We’ll add a realistic and aggressive plan

If we simply add an additional \$33,600 a year and let it grow

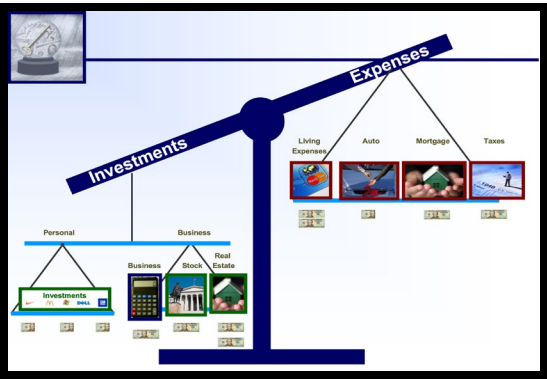
We'll have \$2,503,269

If we get more aggressive and add an additional \$63,600 a year

We'll have a \$4,476,211 net worth

Add Financial Defense and Offense						
Plan	Beginning Investments and Equity	Additional Monthly Investments	Yearly Financial Defense	Yearly Financial Offense	+ Monthly Investment + Defense + Offense = Total	Total at Financial Freedom Age
Before	\$50,000	\$1,200	\$0	\$0	\$1,200	\$372,490
After						
Conservative	\$50,000	\$1,200	\$2,400	\$14,400	\$18,000	\$1,477,388
Realistic	\$50,000	\$1,200	\$3,600	\$28,800	\$33,600	\$2,503,269
Aggressive	\$50,000	\$1,200	\$4,800	\$57,600	\$63,600	\$4,476,211

This is what your net worth will look like



CHAPTER 59

“Make A Difference

Make It Happen

*Every Life Is
Precious”*

Thomas Painter