

C.L. CROWDER

# HOW TO NOT GO TO WORK ON MONDAY



A SIMPLE GUIDE TO QUIT YOUR  
9 TO 5

Inspired by The Entrepreneurial  
Spirit, Embracing Freedom

# **HOW TO NOT GO TO WORK ON MONDAY**

*A Simple Guide to Quit your 9 to 5*

C.L. CROWDER

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Write To The Point Publishing LLC.

ISBN:

## HOW TO NOT GO TO WORK ON MONDAY

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C.L. CROWDER

## DEDICATION

“This book is dedicated to that inner child within you all,  
who always knew there was more to life than building  
someone else’s dream.”



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## INTRODUCTION

We have all been taught that higher education is the most stable, feasible, and secure way to succeed while growing up. Sadly, our education system was built to create hard workers instead of self-sufficient millionaires. You need to work to create your wealth.

Work for your money, and then get it to work for you. Making wealth is not only dependent on capital, the information you are exposed to matters as well as your creativity.

This book is a guide for the entrepreneur to be able to truly live his or her dreams out in the form of economic freedom. My pledge is to create 1,000 millionaires in ten years. To break it down further, I will personally help 100 readers reach the millionaire milestone, and in return, they will each help 10 individuals reach the coveted milestone as well. These individuals will be known as ***The Executive Team***.

1,000 millionaires have the power to move: move change, move policies, move industries...move the  
WORLD!!!

In this book are true stories and examples in the shape of gems and jewels for your own lives and businesses to become that millionaire you desire to become, and Not Have to Go to Work on Monday!



## CHAPTER ONE: STAY SHARP

There were 2 men tasked with chopping down a tree in the woods for some lumber. The tree was equal in size and shape in every way. One man was big, strong, burly, and muscular. The other was small in stature and size. He was tiny in comparison.

The larger man began chopping fiercely away at the wood, stroke after stroke nonstop. Every now and then he would hear a few strokes in the other direction and would glance at the smaller man to see his progress. When he looks over at the smaller man,

he notices him sitting and resting on the side. The bigger man paid it no mind and began chopping fiercely away at the tree again. Chopping and chopping, he again noticed he only heard a few chops from the smaller gentleman. As he glances over again, he noticed the same thing, the smaller gentleman just sitting there. The larger man chopped fiercely away again this time harder and faster. By now he was getting a little winded and thought he should take a small rest before returning to chop the remainder of the tree. As the larger man began to take his rest, he heard the smaller man's tree fall. As he jumped in amazement and glanced that direction, he saw the smaller man standing over the tree still holding his Axe.

The larger man could not believe what he had just witnessed. He could not help himself and went over to ask the smaller man how he did it, when he would clearly see him just sitting at times and only swung a few chops here and there.

The smaller man replied.... What you may have

thought you saw me doing was just sitting here doing nothing. You see my back was towards you, so I could see how you would think that. But in reality, what I was doing was *Sharpening My Blade*. I knew a dull blade would never strike as hard and efficient as a sharp one would. So, in between chops I was sharpening my blade to make my strikes more effective. In doing so, I was able to chop down this tree far more efficiently and in less time. The larger man walked away in pure astonishment at what he had just learned.

The best decision you can make is to quit working for others and start working for yourselves. The ability to stay sharp while pursuing your career will keep your mind refreshed and active, and this is one of the most important things to do. Staying sharp includes: building skills, reading up on your industry, staying current on the trends of your industry, read self-development books, take a new course or class, etc.)

When you've been in the same role for a while, you

tend to get bored or uninterested. It's quite reasonable to feel like you're not staying sharp when you're bogged down with your day-to-day tasks at work and you might find yourself falling short when it comes to moving ahead.

Industries are constantly changing, and it is wise to ensure that you have your best foot forward by investing in your personal and professional development while keeping your skills up to date. Seek insight into what the successful people in your industry are doing right now, take a look at the qualifications they have, and cross-reference your findings to identify the skills you need. Successful people tend to develop habits that help to sharpen their skills to remain on top of their game.

The most successful people are keenly aware of their strengths and limitations and are trying to make up the gap. The knowledge you have determines your success, and the solution to your skill gap is in seeking knowledge. Maybe it's mastering a technical skill, seeking mentorship or getting lost in other

people's written knowledge, or consistently setting a goal to learn something new. It is the sharpness of your blade that will set the tone for your success.

### ***Sharp to The Point***

You cannot just simply wish something to come true, especially if you do not know what it is that your heart truly desires. Take the time to really analyze what you want most in life. Really *focus* on that one thing...whether it's finances or career. Next, I want you to write your desire down on a piece of paper. Now, over the next 30 days I want you to develop an insane obsession over that desire. Read it and re-read it at least 3 times daily.

It can feel like there is no time for this when you are trying to build an organization or a successful empire. Making time for this critical step is a non-negotiable factor for many successful leaders, and is a key component of *Sharpening Your Blade*.



## CHAPTER TWO: TIME = MONEY

Individuals who work a 9 to 5 typically do not have much time for much else. With family and other personal responsibilities, it sometimes seems impossible to have time to start your own business. Time is money is attributed to the great aphorist and host of our hundred-dollar bill, Benjamin Franklin.

You are just throwing away potential earnings when you're not using time correctly. Spending time is like spending money, and like money if you spend it correctly it can net an increase on return. Assign your

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hours a dollar sum; it will help you decide how much time you should or shouldn't spend on a task. If you look at the day's first hour like a thousand dollars instead of an hour, your perception on that hour would most definitely change.

Assigning monetary value to time helps us enter into a higher mental level of productivity. Stop for a moment, and truly envision that your time is equivalent to \$1,000 an hour and you work a typical 8-hour day five days a week. That would equvalate to \$208,000/year, \$160,000/month, \$40,000/week, \$8,000/day, and ultimately \$17/minute. Not a bad way to earn a living, right?

If we all viewed our minutes a bit more like money, there would be less time spent on social media, and more time spent pushing our businesses and organizations forward.

Time is a valuable resource, and you need time to make more money. But, where do we find the time?

The answer is when your body tells you...Meaning

everyone has that one time that they just cannot explain why they wake up and cannot seem to go back to sleep. It could be 3am, 4:37am, 2:19am or whatever. Whatever time it is, that could be the time that instead of just sitting there in a dark room, or scrolling through social media that you could dedicate to your craft. After a while, working at that time will ultimately feel like second nature. You have to utilize every bit of time you have to get the results you desire.

Your lunch break at work should be dedicated to the smaller administrative task, such as answering emails or making phone calls. However, remember to always operate with integrity and be punctual when returning from your break or lunch as you would want your employees to do for you when you are running your own successful business.

One of the universal labor laws is that time is equal to money: the less time you waste, the more work you can get done and the more money you can get. This is incredibly important in any workplace-even

in the non-profit sector, where money-making is not the main objective of the goal. The hours of the day are limited and intrinsically valuable.

We have 24 hours in a day. The only thing that changes are the activities with which we fill our time. The difference between a millionaire and a struggling poverty-stricken hard worker is how they spend their time. You need to take control of your time to be at the top, to achieve your desired dreams and goals. You have as much time in a day as Bill Gates, Jeff Bezos, or Sean Carter. The difference is how they are spending theirs.

If you want to make any progress whatsoever, you need to stop giving the excuse of not having enough time and prioritize the time that you do have. We can all have a tight schedule, but being busy is not the same as being productive. Give priorities to your task, and execute accordingly. Avoid wasting time worrying about what needs to be done first, or wanting your business or project to be perfect and just do it.

As a wealth creator and manager, placing a value on the times of your colleagues and employees is equally important. The most productive managers and people in business are the ones who not only handle their own time well, but also efficiently handle others' time. While I know we all have feel as if we can save money doing the work on our own, some tasks should be delegated to maximize your time to be the true visionary the company needs to soar.

## **CHAPTER THREE: WHY DO FOR YOURSELF, WHAT YOU CAN HAVE OTHERS DO FOR YOU?**

When you are at work, you typically are doing just that: WORK, and not your own. You are working for your boss as an employee and therefore are not able to do some of the tasks your business needs done to be up and running. There is only so long in a break or lunch. Even when you get home, there are family and personal responsibilities that will limit your

ability to perform the necessary task. Then there are some things that we just do not know how to do ourselves, and to learn would take more time that we already do not have.

That's when we resort to outsourcing. There are third party sites that can handle everything from a virtual assistant to logo design to web development to a social media manager. There are also physical ways of outsourcing services. For Example:

I had a client who wanted to open a cleaning business. She loved to clean but felt she lacked the professional experience and capital to start a business. She was working a 9 to 5 and could barely afford her rent. I helped her set up an LLC and found her some online classes for the basic and mandatory sanitation certifications for cleaning in her State. We then went on a third-party site similar to Angieslist.com and found a couple of cleaners. She and a few of her relatives hired various cleaners from different agencies to clean different parts of their homes at different periods. We took what we saw

and piled together a list of about 3 or 4 cleaners whose work she liked. Since the cleaners were already independent contractors, she offered them a job to work for her as an independent contractor on an as-needed basis. One of the cleaners was from an actual cleaning agency, so she was able to work out a contract with her on an as-needed basis as well.

### ***Work on the Business, Not In the Business***

I asked her do you want to be a cleaner or a CEO? She stated a CEO. I then asked her, Why Do for Yourself What You Can Have Others Do for You? I reminded her how she never saw Mr. Sam Walton at the checkout at Walmart or Ray Kroc behind the fry machine at McDonald's. You do not see that because they understand the age-old principle of, Why Do for Yourself What You Can Have Others Do for You.

Fast forward to her first contract. It was for a gentleman who owned about 4 multi-unit properties and had quite a bit of upcoming move-outs. She was able to negotiate a down payment from the owner before cleaning was to begin. She was also able to



use the down payment from the owner to pay the cleaners she hired and the remaining she kept for herself as profit. The cleaning ladies came with their supplies so there was no overhead on equipment or a building to house supplies. All of the cleaning crew had their required certifications already from currently working in the industry. There was no human resources dept or payroll. She simply just payed them as independent contractors for their hours of service that day. She even had them wear company t-shirts she had made for \$15 at a local mall. She accompanied the cleaners with clipboard and pen to monitor her newly formed crew. It gave such a professional appearance to the building owner that he hired her cleaning company for more jobs on his other multi-unit properties. The referrals of her cleaning service has been spreading rapidly, so rapidly that she has now regularly had to turn down cleaning jobs and is currently in the process of hiring permanent staff. Most importantly, she was able to quit her 9 to 5 and now runs one of the most successful cleaning services in her city. All by

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realizing “Why Do For Yourself What You Can Have Others Do For you”.

If you keep doing all the work yourself, you are never going to get far. Hiring people to do the work for you will make your work much easier. It is probably one of the wisest decisions you can make to hire people who possess skills you lack yourself.

## **CHAPTER FOUR: WHY DIG WHEN YOU CAN SELL SHOVELS?**

The most known figure of the iconic gold rush was a man by the name of Sammuel Brannon. Brannon owned a general store along the American River named Sutter's Fort. When he noticed a few settlers using small gold pieces to pay for liquor sold at his shop, he was intrigued by where it came from. Shocked, Brannon found out there were massive amounts of gold in the river behind his store.

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Sam immediately purchased every shovel, pick, pan, and more from all over town and stocked his store. He then went out into the streets and in a bold marketing move, yelled to the world of his findings in the river.

In 1849 mass amounts of people from all over the world, over 300,000 swarmed the town of San Francisco. This was known as the American Gold Rush. (This is also where the NFL team, the San Francisco 49'ers gets their name from).

No one came and traveled all that way to get their wife some new gold earrings or to melt the gold into a chain or jewelry for themselves. They came because of what the product could translate into, which was huge amounts of dollars worth its weight.

The men and women in 1849 who participated in the gold rush knew it was no easy task. They would have to search and dig amongst hundreds of thousands of other competitors trampling on each other in the trenches of water and mud digging for their dreams in the form of a golden nugget.

So, in 1849 during the time of absolute certainty of mass fortune in this iconic gold rush, it's sad to say only a few of the 300,000 miners became rich. But that's just the way it was. With so many people out there searching for hidden treasures, the gold became scarcer and scarcer until the land eventually dried up, and thousands of miners went home with nothing.

Why did it become scarce so quickly? Because the ones with the big pockets came in with the expensive industrialized equipment and bled the land dry, and left only a few miners able to make a significant fortune in the gold rush.

The most important thing to remember about Sam Brannon is that he never sold one ounce of gold and became California's first millionaire and the first millionaire west of the Mississippi, all because of the gold rush.

### *How, you may ask?*

He provided the tools and resources the average everyday person needed to succeed. Sam's **“don't**

**dig, sell shovels” model** is what I encourage in helping those who don’t have the expensive capital or experience to be able to provide a service or business by thinking outside of the box. He used the low-cost/ high-return method. He paid a low cost on his original supplies and got back an astronomically high return. Every person who passed through San Francisco **had to pass by his shop in order to get to the river**, and because he purchased **ALL** the tools in town, they had to purchase from him.

Each reader has their own tools that people need. They should be figuring out which tools in their personal toolbox they have. The tools are what people need. If your tool is marketing, utilize it. If your tool is video editing, utilize it. If your tool is gardening or data entry or whatever, utilize the tools you already possess. “Someone needs your tools to get to their gold”.

Finding what your talent or special ability is, is a way to finding your tools and thinking outside the box, but the most effective way remains to find a solution

to a common problem, be it a problem people never knew existed or one that seems too difficult for one to master without your assistance. Seek solutions; your wealth will grow.

## CHAPTER FIVE: SAY GRACE BEFORE A “MILL”

*Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough.*

*-Oprah Winfrey*

We often think about what we do not have and rarely stop to think of the blessings that have already been bestowed upon us. We may block our blessings just by being ungrateful for what we do have or have



already been blessed with, or what we have overcome.

We were taught to say our grace before a meal as a sign of gratitude and thankfulness to God, the Universe, or whatever Higher Power you serve. Typically, at that moment the meal is there in front of you, your salivary glands watering, and you really are grateful you have that meal you are about to devour.

In that same manner, we should remember to say our grace before a “mill”. In this case “mill” meaning *million*, as in a million dollars. We should show our gratitude and thankfulness every step of the way to our millions as we salivate like it is already before us. You can keep a journal of all of your accomplishments to help you remember what to be grateful for if you seem to forget.

Most of us don't suffer from a shortage of things. It is not the absence of one thing that makes us unhappy; our attachment to the things we don't have causes our suffering to a great deal. The people with

the most things sometimes tend to feel they lack the most. That's because they often focus on what they do not have, or what we hope to acquire someday instead of appreciative of our current blessings.

Focusing on what we lack makes many of the good things that we already have invisible. It also makes it more difficult for us to know that something fresh and exciting is coming across our path. It's a kind of ignorance that restrains our view.

If we spent only a few minutes a day thanking our higher power for what we have, most of us will realize we already have everything we need. It is difficult to feel grateful, and powerless.

If you want to improve your sense of gratitude, then a well-known exercise is to write down things you are grateful and why you are grateful. Every day, write down two things that you're grateful for. These should be concrete, not general, and complete this exercise for 30 days along with the exercise in chapter one.

You'll soon discover that it will completely reorient your attitude to life if you do this daily. This can change over time how you see the world and the mindset you carry to life events. When your viewpoint shifts, so will your life experience, without altering the outward events of life.

I urge you to try the exercises mentioned in this book and see the phenomenal outcome in your career and finances...

## CHAPTER SIX: BURN YOUR SHIP

*Security is the way of the coward. Risk-taking is the way forward.*

There was a General who led his troop of about 500 men to an expanse of land off the coast. They traveled by ship and when they reached the destination the general waited until every man got off the boat. When the last one was off, the general set the ship ablaze. As the crew watched the boat go up in flames, the general gathers them and tells them that they have to get to the other side of the land. In

front of them is an army of 10,000 soldiers ready for battle and armed to the tee. Behind them is their only form of retreat engulfed in flames. He tells them the only way they will make it out alive is to push through the opposing army and make it through to the other side.

With no form of retreat, and no other options available, they were literally fighting for their life. Many were battered, bruised and unfortunately, some even lost their life. But, at the end of the day, the general and his remaining troops not only made it but conquered the land. They had no other options. It was either proceed and succeed or stay there and perish.

Those ships in our life can represent our jobs, career, or even relationships that are no longer serving a purpose to get you to your goal. Quitting your work, or mortgaging your house to fund your company or taking on a business partner are all actions that involve dedication and no withdrawal strategy. With retreat as no option, you are going to do whatever it

takes to get things done.

I am in no way advocating that everyone just up and quit their job, but sometimes that job represents a safety net that hinders us from truly soaring into our destiny. We don't fight or grind as hard for our business because there is no real sense of danger. The safety of knowing you have a check coming regularly often relaxes us into feeling as if we don't need to start that business right away or start implementing real strategy to obtain and maximize profits. If there was no regular check coming in, I could all but guarantee you all would be grinding and putting 1000% into making your dream turn you a profit!

*"Whoever isn't brave enough to take chances will gain nothing in life." Muhammed Ali.*

## CHAPTER SEVEN: RULE #1

I remember years ago at a bar an older gentleman told me one of the greatest pieces of advice I had ever heard, or (not heard). The guy was a rather successful looking individual. We struck up a conversation and I was amazed at all the success the man had gathered over the years. In the midst of the conversation, he had made mention of a few times of him following the 2 rules of success. As the bar began to close, I asked him “sir, you mentioned 2 rules of success, if you don’t mind, can you share them with me”. As he fixed his coat to get ready to leave, he looked me in

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my eyes and told me if I take hold of the 2 rules he is about to share, I will always be successful.

He said “Rule #1 is **Never Tell Anybody Everything...**

As he said rule #1 I turned to get a pen to write it down, and had my pen ready for rule #2. But as I turned around, he was gone. No trace of him. For months I was upset because I had this highly successful individual in front of me ready to give me his 2 rules for success that he said would make me successful and I only got rule #1. It bothered me, for months I pondered what rule #2 could be.

Then, on one day it dawned on me like a light went off in my head and I could not help but laugh. In fact, I laughed for hours. The man had indeed told me rule #2 that very night.

Rule #1 was to **NEVER TELL ANYBODY EVERYTHING...**

I remember after he stated rule #1 he walked off.



That is because that led to rule #2, which is him NOT telling me everything. He told me everything by telling me absolutely nothing.

This is how you must approach individuals on your job as you are pursuing your dream and ultimately quit your 9 to 5. If a boss knows you are trying to leave and do better, they may stifle you and make it extremely difficult for you. They know you are trying to excel and they may not have your drive, and it could make them envious that you are trying to get ahead and feel like you are better than them. Some of your co-workers may resent you for trying to move on while they remain stuck in the “work life”. This may create unwanted difficulties and tension at your place of employment, so it is best to minimize this by remembering rule #1 and not telling them everything or your every move and keep some moves to yourself.

When people say, "don't tell anyone about your next move, or move in silence" It made absolutely no sense to me why we should be silent about these

things. When someone goes through a change in their life or levels up, of course, they want to talk about it, right?

But, as with chess, it is not suitable for you to share your next move. It's alright to share your dreams with close family and friends. After all, when we share dreams, we often encourage others to dream as well. What you should not share are the steps you will take to get to that point.

However, when the day comes, and it will, that someone asks how you were finally able to quit that job, **tell them Rule #1, and pass this book on...**

***THE END***

## NOTES

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C.L. CROWDER

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## ABOUT THE AUTHOR

**C.L. Crowder** is an author, consultant, professor, and serial entrepreneur. Crowder is the CEO of Executive Summary Consulting LLC. and is committed to sharing his unique business expertise to create a network of 1,000 millionaires.

This book is a guide for the entrepreneur to be able to truly live his or her dreams out in the form of economic freedom. **My pledge is to create 1,000 millionaires in ten years.**

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If this book inspired you in **ANY** way, or if you would like a consultation with the author, Contact at:

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C.L. CROWDER

THIS BOOK IS EXACTLY 50 PAGES...

I DID MY HALF OF THE WORK, NOW  
YOU PUT IN THE ACTION

1/100

*Executive Team Member*