



Roadmap to Financial Success for Entrepreneurs

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THE SEED OF SUCCESS

PAY YOURSELF FIRST (SAVINGS)





➤ Breakthrough Thought:

Sow a Seed to Plant Your Tree of Wealth!

“If you do not save, the seeds of success are not in you”.
— Peter J. Daniels

- This lesson holds the key of wealth!
- What you are about to learn is very simple.
- Do not allow its simplicity to keep you from realizing how powerful the secret is.
- Once you “get it” you will start to “see” that financial freedom is yours for the taking.

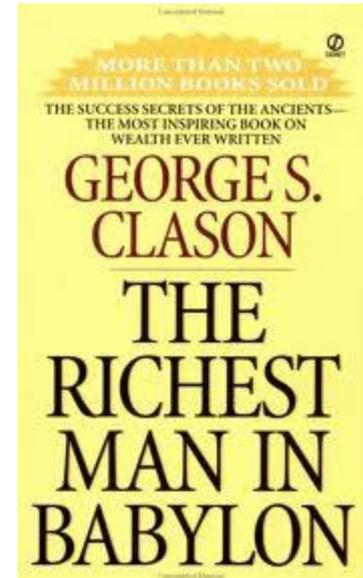




Read: The Richest Man in Babylon

- “If you have not acquired more than a bare existence in the years since we were youths, it is because you have either failed to learn the laws that govern the building of wealth, or else you did not observe them.”

— The Richest Man in Babylon



- There are specific Laws of Wealth you must learn to become wealthy.
- Fortunately that is about to change!



What is Wealth?

- “Wealth is a power. With wealth many things are possible.”
 - One may ornament one’s home with the richest of furnishings (HOME).
 - One may sail the distant seas (TRAVEL).
 - One may feast on delicacies of far lands (FOOD).
 - One may buy gold and precious stones (INVESTMENTS).
 - One may do all these things and many others which delight the senses and gratify the soul (ENTERTAINMENT).
- Decide to claim your share of the good things of life!
- You only live once!



What is Needed to Achieve Wealth?

- **A Burning Desire:** “I decided that if I was to achieve what I **desired**, time and study would be required.”
- **A Key Decision:** “I **decided to find out how one might accumulate wealth**, and when I had found out, to make this my task and do it well.”
- **Determination:** “Although initially I had nothing to show for my earnings, my **determination** did not leave me.”
- *Remember: “Failure will never overtake you if your determination to succeed is strong enough.”*
 - Og Mandino: The Greatest Salesman in the World



The Secret is Revealed

- Are you ready?

This is Secret to achieving unlimited wealth...



- **Breakthrough Thought:** 'I found the road to wealth when I decided that *a part of all I earned was mine to keep*. And so will you.'
- Question: Is that all???
- Answer: "That was sufficient to change the heart of a sheep herder into the heart of a money lender."



The Secret of Wealth

- **A PART OF ALL YOU EARN IS YOURS TO KEEP!**
- It should not be less than a tenth no matter how little you earn.
- It can be as much more as you can afford.
- Pay yourself first!

Pay Yourself First close

To "pay yourself first" means that you treat your savings as you would any other bill – as if it is a non-negotiable expense. When you receive your paycheck and are preparing to pay bills, you will pay yourself the amount you have determined you need to save (putting the money in a savings account or investment account).

Pay Yourself **FIRST.**



“But *all* I earn is mine to keep, is it not?”

- Who Gets Paid Before You?
 - Do you not pay the clothing stores?
 - Do you not pay the shoemakers?
 - Do you not pay for the things you eat?
 - Can you live without spending?
- What do you have left of your earnings to show for the past month? For the past year? Fool!
- You pay everyone but yourself.
- You labor for others. You may as well be a slave and work for what your master gives you to eat and wear.





Who Wants to Be a Millionaire?

- Do You Realize You Are a Millionaire?
- Think About It.
 - If you earn a median household income of \$50,000/yr
 - And you work for 40 years
 - How much would you earn over your working career?
 - Answer: \$2 Million!
- Yet how much of this money much have you kept?
- How much do you have now?
- Why? Where did it go?





Just Imagine...

- If you kept for yourself one-tenth of all you earned, how much would you have in ten years?
- As much as you earn in one year?
- This is but half the truth.
- Every gold piece you save is like a slave that works for you.
- Every copper it earns is like its child that can also earn for you.
- If you wish to become wealthy, then what you save must earn, and its children must earn, and its children's children must earn, so that you may acquire the abundance you crave.





Plant Your Tree of Wealth



- Wealth, like a tree, grows from a tiny seed.
- The first copper you save is the seed from which your tree of wealth will grow.
- The sooner you plant that seed, the sooner the tree can grow.
- And the more faithfully you nourish and water that tree with consistent savings, the sooner may you bask in contentment under its shade.



The Key to Wealth: Pay Yourself First!

- The Secret of Wealth is: A Part of All You Earn is Yours to Keep!
- Pay yourself first!
- Pay yourself faithfully.
- Unless and until you grasp this truth, you will not understand the rest of what we will teach in this seminar.
- Go back and Re-read this chapter of The Richest Man in Babylon several times until the key lesson is burned in your mind forever!
- **Say it Aloud: “A part of all I earn is mine to keep! I must pay myself first.”**
- It has to be at least 10%.
- **Remember:** If you do not save the seed of success is not in you.



A Few Other Lessons From Arkad

1. Learn to live on less money than you earn.
 2. Learn to seek advice from those who are competent through their own experiences to give it.
 3. Learn to make gold work for you.
- “Teach yourself how to acquire money, how to keep it and how to use it.”
 - “You need to have the desire to prosper before you do.”
 - “You prove your definiteness of purpose by keeping at least one tenth of all you earn.”
 - “Opportunity wastes no time with those who are unprepared.”
 - “When you set a task for yourself, complete it.”
 - “Wealth grows wherever men exert energy. Wealth grows in magic ways. No man can predict its limits.”



Pay Yourself First

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Speaking Outloud and Repetition are Key:

- “Say to yourself, ‘A part of all I earn is mind to keep’.
- Say it in the morning when you first arise. Say it at noon.
- Say it at night. Say it each hour of every day. Say it to yourself until the words stand out like letters of fire across the sky.

➤ *For verily I say unto you, That **whosoever shall say** unto this mountain, **Be removed, and be cast into the sea; and shall not doubt in his heart, but shall believe that those things which he said shall come to pass; he shall have whatsoever he said.**”*

- Mark 11:23



How and Why You Should Pay Yourself First



- Impress yourself with the idea.
- Fill yourself with the thought.
- Then take whatever portion seems wise.
- Don't make it less than one tenth and put it aside.
- Arrange your other expenditures to do this if necessary. But lay aside that portion first.
- Soon you will experience the rich feeling of having something that only you own.
- As it grows it will stimulate you. A new joy of life will thrill you.
- You will be motivated to work harder to earn even more.

Understand and Internalize These Truths

- Pay Yourself First.
- If I pay myself first, I get stronger financially, mentally and fiscally.
- If I pay myself last, or not at all, I get weaker.
- Persistence is Key.
- A Tree of Wealth does not happen overnight.
- It has to start somewhere.
- Make the commitment to start right here, right now!
- If not you, then who?
- If not now, then when?
- Most people pay all others, but not themselves.



Key Concept: Net Income

- ✓ Earnings
- ✓ - Expenses
- ✓ =====
- ✓ = Net Income

➤ **Net Income** is the difference between what you **Earn** and what you **Spend**.

What Makes the Difference Between The Rich vs. Middle Class vs. Poor

- **Poor** = Net Income of (-).
 - They spend more than they earn.
 - They borrow to buy the things they want.
- **Middle Class** = Net Income of (0).
 - They live paycheck to paycheck.
 - They do not borrow, but do not save.
 - They spend every dollar they earn.
- **Rich** = Net Income of (+).
 - They save a part of all they earn.
 - They live under their means.
 - They are smart and patient and know the key to wealth is savings and investment.



Rich vs. Middle Class vs. Poor

Poor

Earn \$100
- Spend \$101

=====

= **Borrow (\$1)**



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Middle Class

Earn \$100
- Spend \$100

=====

Net Income = \$0



Rich

Earn \$100
- Spend \$99

=====

Save = \$1





How to Pay Yourself First

**The Rich Do NOT
Spend first**

Earn \$100

- Spend \$90

=====

Save = \$10



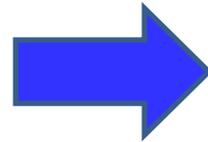
**The Rich PAY
Themselves First**

Earn \$100

- Pay Yourself First = \$10

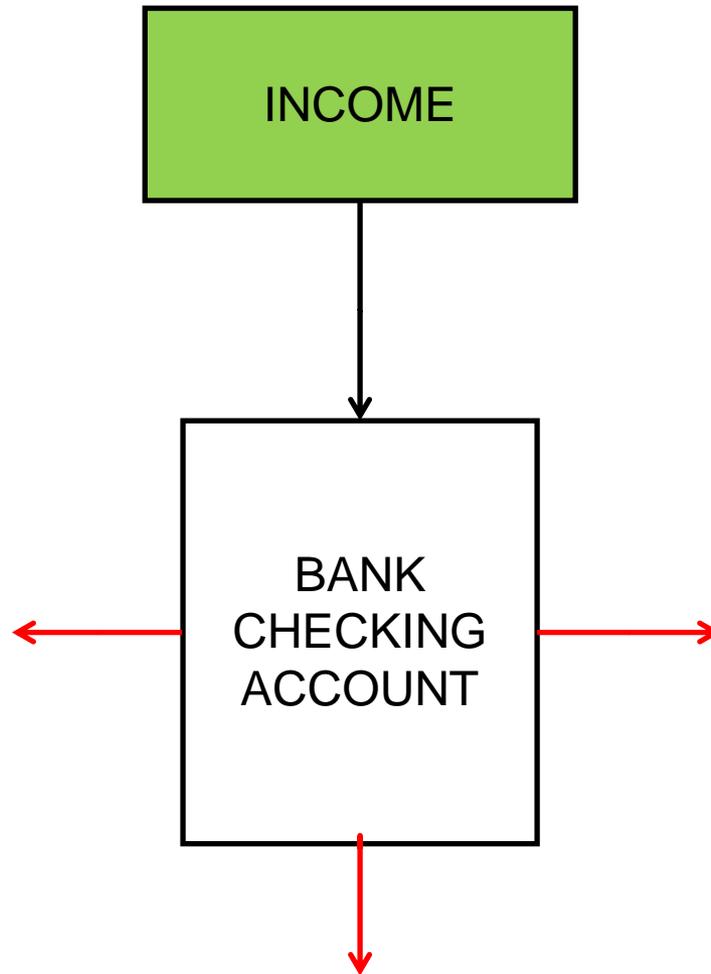
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= Spend \$90



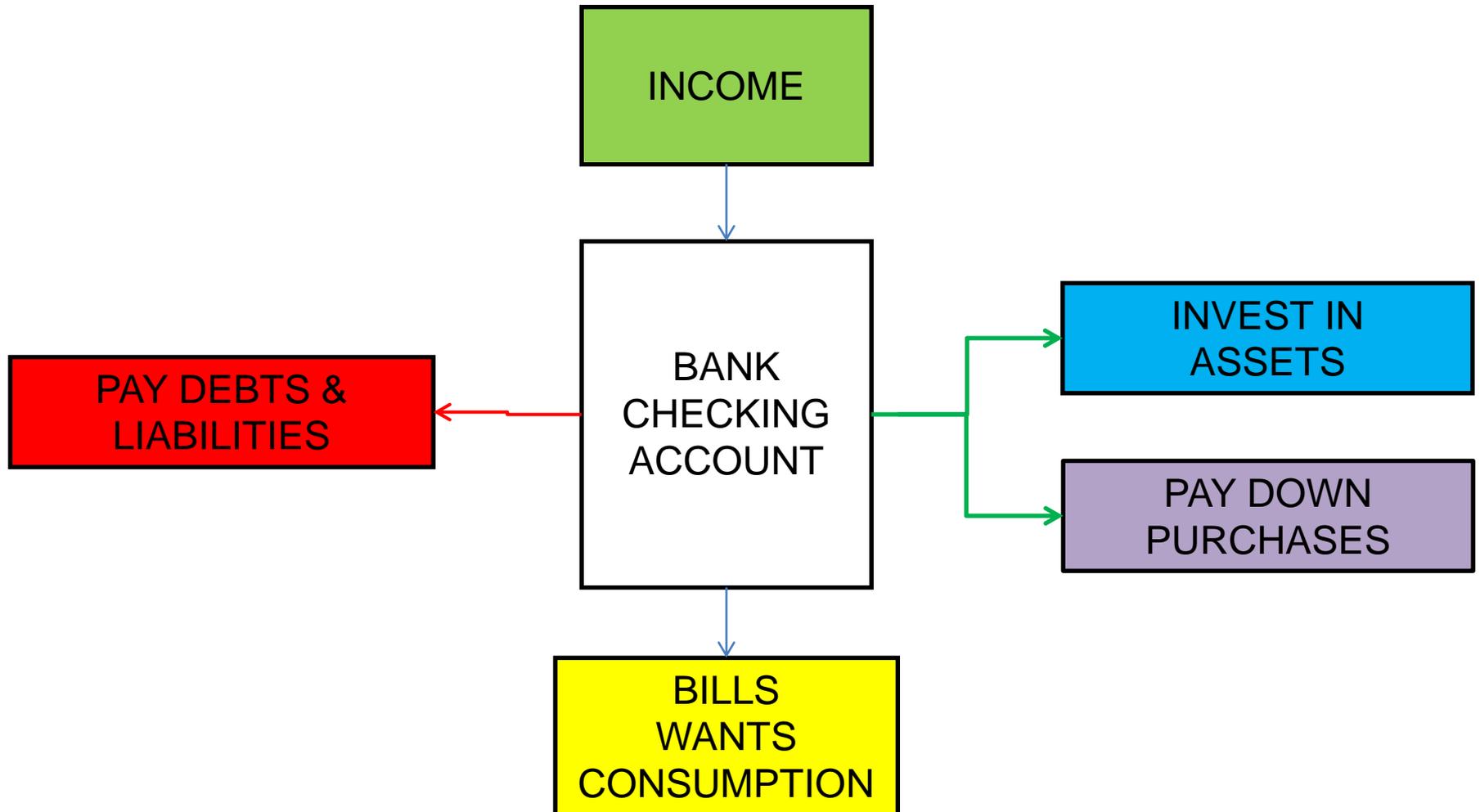


Most people use one account to manage their money



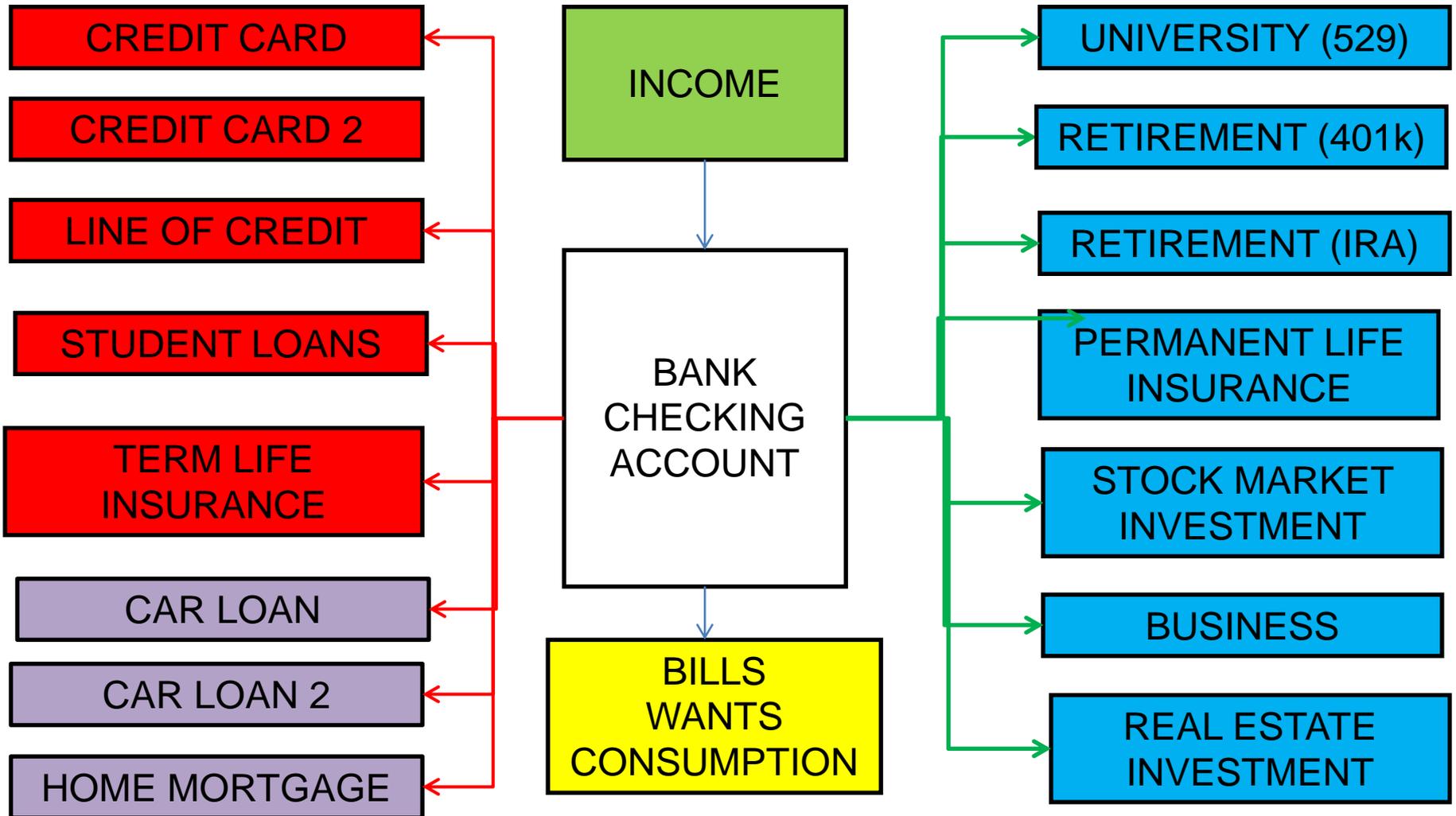


Most people use their checking account to pay for everything



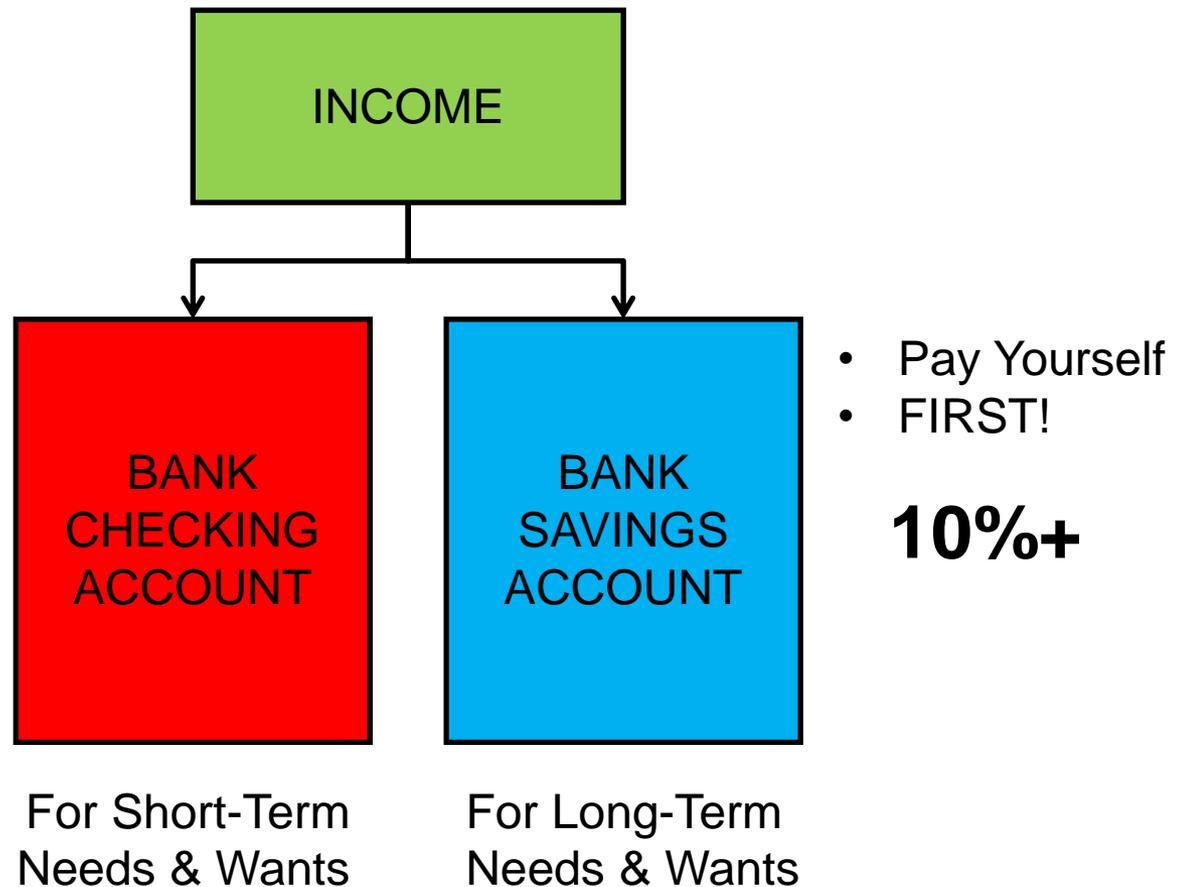


Most people try to save and spend in many separate places



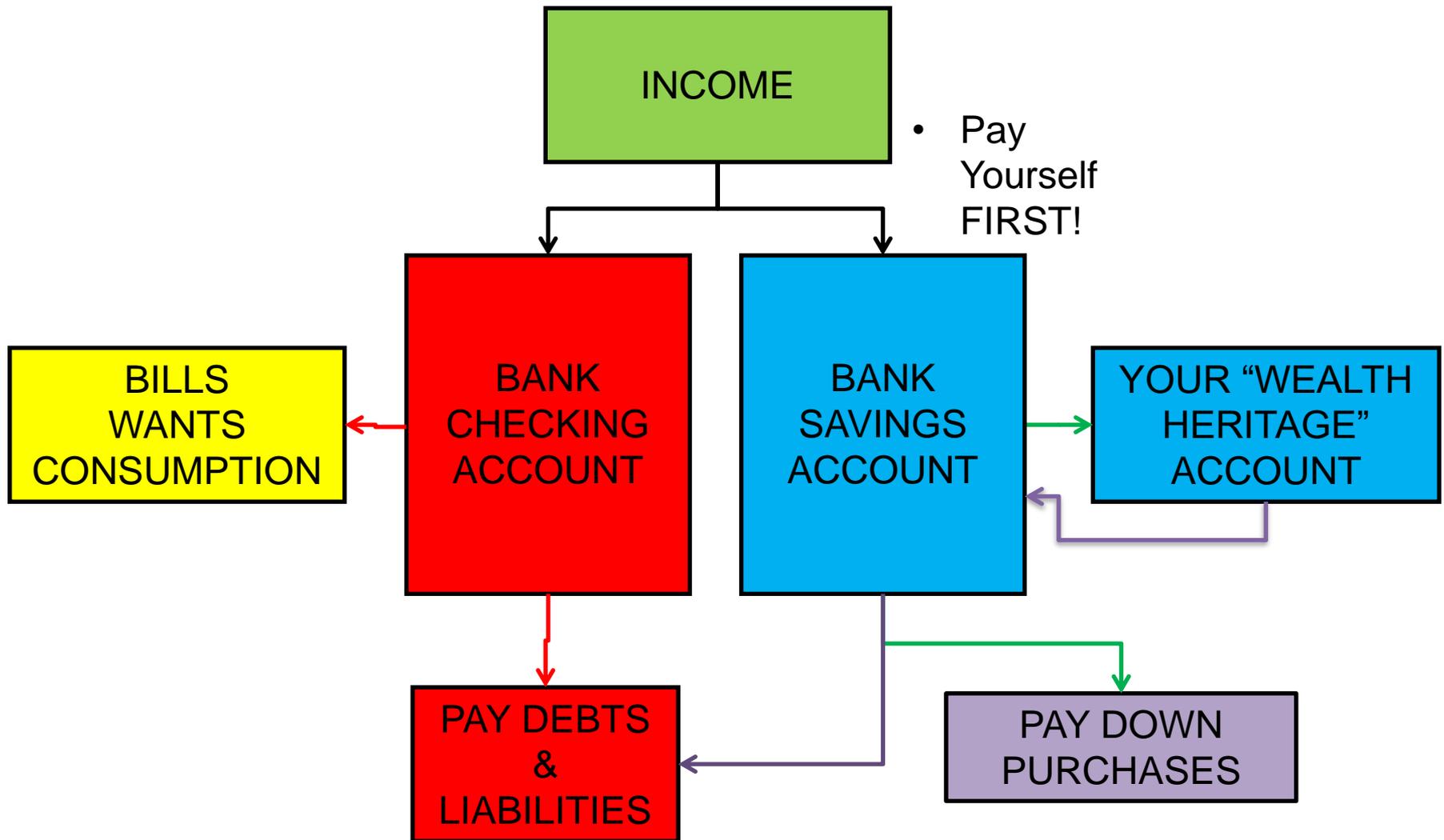


The Key Lesson is to Save Before You Spend





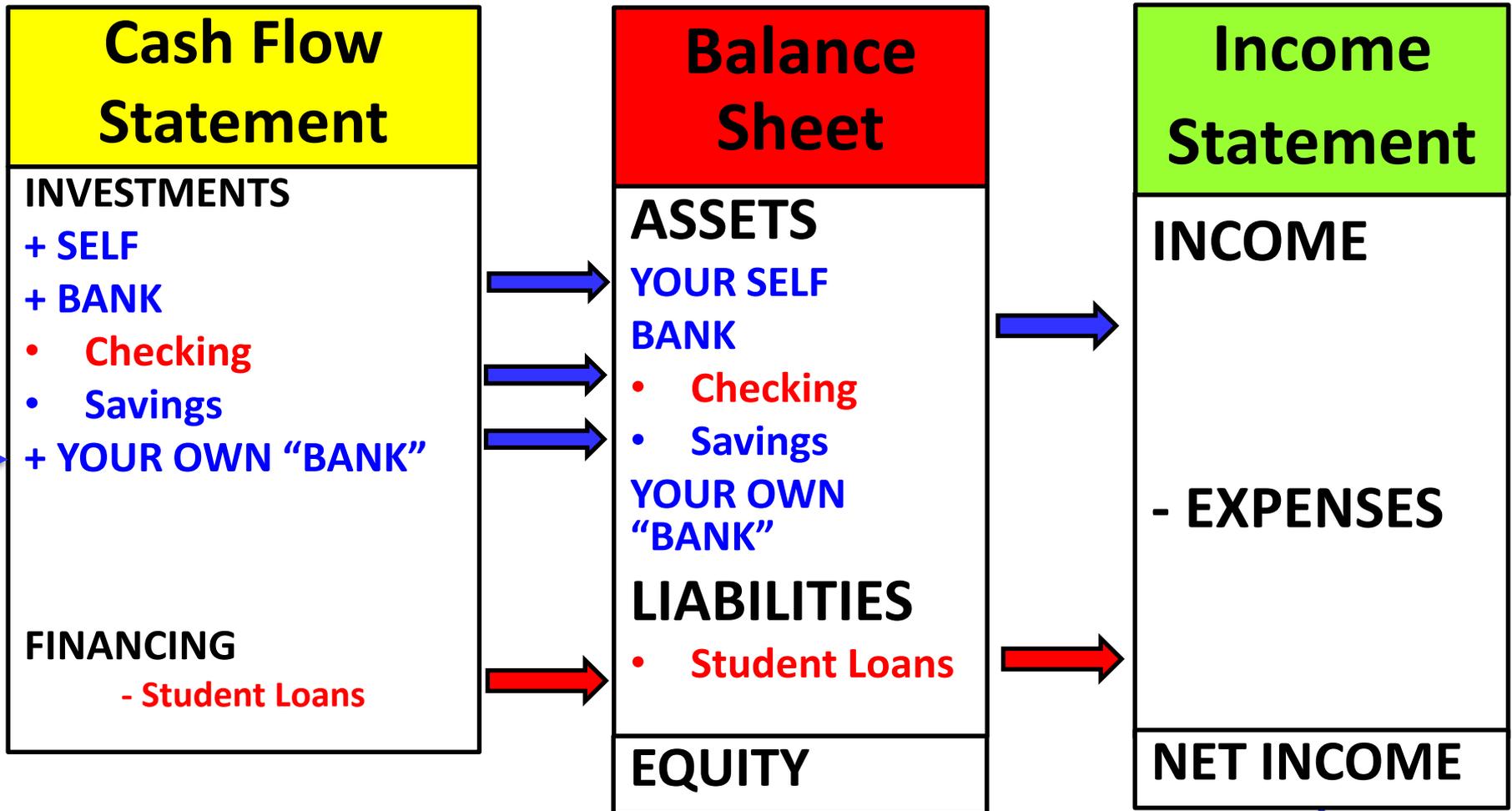
Separate your money into 2 Accounts





The 3 Financial Statements

Pay Yourself First must be a Priority





Words of Wisdom on Savings

"Financial success begins with the savings attitude."

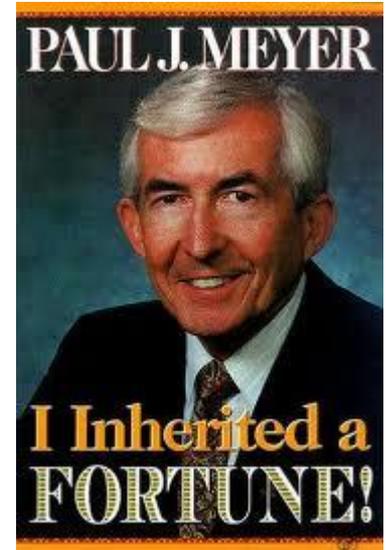
"Saving and investing a thousand a year has many advantages in support of your goal to achieve financial success. Perhaps the most important of these is the value of forming the savings habit."

"Formulate definite and specific savings goals, for you cannot invest money if you have none to invest. Pay yourself first."

"Include in your financial plan an increase in savings that matches the projected increase in your earnings goals."

"Wise investment of savings is necessary to reach the Tenth Multiple of your goal."

"Do you have specific goals for earnings, savings and investments?"



– Paul J. Meyer



Words of Wisdom on Savings



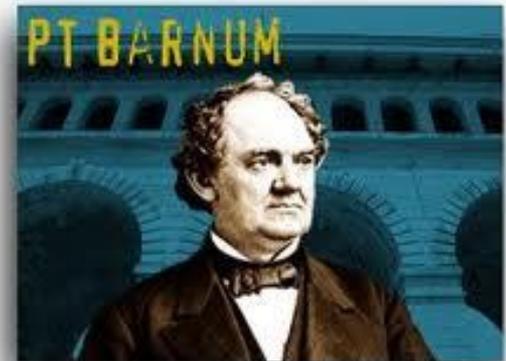
"Neglect to save, and you will limit your financial options later in life."

"Saving is one of the most profitable and important exchanges, between time/energy and finance."

"Do not get in debt. Become a saver all your life. The percentage must be at least 10 percent plus."
- John Edmund Haggai

"You will find there is more satisfaction in rational saving, than in irrational spending."

- P.T. Barnum





Conclusion: Pay Yourself First!



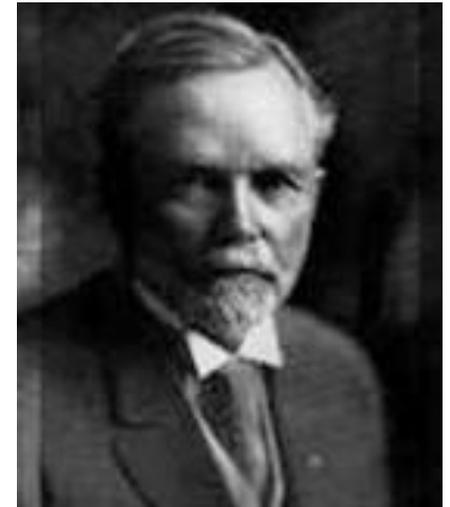
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– Peter J. Daniels

“A Part of All You Earn is Yours to Keep.”

“Pay Yourself First!”

George S. Clason





Questions?

Comments?

