

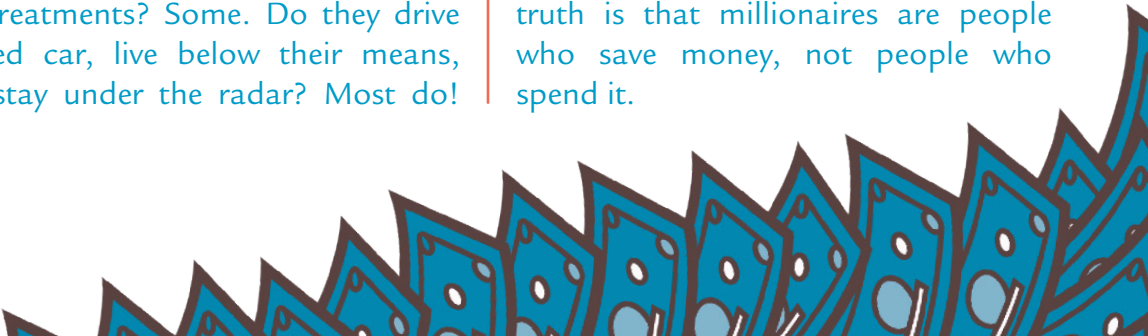
# Chapter 1:

## THINK LIKE A MILLIONAIRE



**W**HAT do real millionaires look like? Are they tall, dark, and handsome? Some. Do they jet around the world, getting spa treatments? Some. Do they drive a used car, live below their means, and stay under the radar? Most do!

Real millionaires come in all shapes and sizes. Sure, some of them may be hip, young influencers, or **brokers** on **Wall Street**, but not many. The simple truth is that millionaires are people who save money, not people who spend it.



We admit that's not as dramatic as the movie version of a superhero millionaire, but it's also awesome because it means that almost anyone can become one. Even you! Even if you've never saved a dollar in your life. You can do it if you start now!

## BUT HOW?

**T**HERE actually is something you can start doing right now, and it's as easy as putting on a pair of flip-flops: Begin working on your Million-Dollar Mindset (MDM).

Having a Million-Dollar Mindset, more than anything, is all about attitude. It means you commit to a financial goal of making a million bucks. We're not talking about a half-baked commitment. We mean you really, truly commit. Like a pinky-promise, swear-on-your-life kind of commitment. You decide that you can do this and that you are *worthy* of this. Because you are. You wouldn't play a championship soccer match without a game plan, would you? Well, just like any sport, thinking like a millionaire means you commit to a plan with goals to reach the objective. You have to put yourself in the proper mindset to win the game.

## IGNORE THE BLING AND DO YOUR OWN THING

**Y**EAH, right. Like all you have to do is *think* like a millionaire and *poof!* It happens. If it's so simple, why isn't everyone a millionaire? Temptation, my friend. The kind of temptation that is all around us. Everywhere you turn there's something to spend your money on, making it seem like as soon as you buy it, you'll be happy, healthy, popular, and beautiful, with a perfect life. It's hard to resist temptation, especially when you are being bombarded with advertisements and it seems like everyone else is buying the latest phone, game, gadget, or gizmo. You must resist, my friend. Resist that temptation to spend!

One big secret to becoming a millionaire is *not* buying the latest thing just because everyone else is. Thinking like a millionaire means you find ways to save money instead of constantly spending it. Sometimes that means holding off on the latest sneakers and maybe settling on a cheaper pair of shoes. Sometimes it means taking an extra shift at your job instead of going out with friends. It might even mean cooking ramen noodles instead of always going out for dinner.



# WAIT... THERE'S MORE!

**S**AVING more and spending less is definitely part of the MDM, but there's a little more to it than that. Having an MDM means you also have the following:

**1. FOCUS.** Saving up \$1,000,000 is a very ambitious goal. To get there you have to stay focused. You may experience setbacks along the way—jobs that don't work out, investments that lose money, and, most of all, so many tempting ways to spend money rather than save it. You must focus on ways to always be moving forward toward that ultimate destination.

**2. PATIENCE.** We know, you want to be rich yesterday. Sure, some millionaires got that way in a flash—by winning the lottery, inheriting some money, or inventing a cool new app, but that's a very small minority. Most millionaires built their savings over a period of time. They saved, invested, and waited, protecting their nest egg (aka “investments”) while continuing to add money on a regular basis and watching it grow over time.

# KNOW YOUR NEIGHBORS

Back in 1996, a researcher named Thomas Stanley decided to look into what millionaires are really like. The book he wrote is called *The Millionaire Next Door*. What he found surprised many. Most wealthy people don't drive flashy cars or take expensive vacations. Quite the opposite. They spend much less than they earn, drive used cars, and live in modest houses. They invest their money wisely—and they don't buy things to make themselves look cool. Like we said—*actual millionaires are people who save money, not people who spend it.*



### 3. INDEPENDENT MINDSET.

If you do what everybody else does, you'll be just like them, and *not* a millionaire. To save up all that cash, you need to stay independent and not give in to peer pressure. Don't be a sheep following the herd. Trying to impress people with the latest fashions and fancy cars is the fastest way to *not* become a millionaire.

### 4. KNOWLEDGE.

To become a millionaire, you'll need to understand money—how to save it, how to grow it, and how to keep it. Luckily, you can get that basic knowledge from this book! However great the advice we give here may be, it should be just the beginning of your financial learning adventure. There are so many ways to learn about money. Another great place to start is when opening that savings account at a **credit union** or **bank**. Find one with a robust website with all the fixin's. Then make an appointment with the local branch manager or customer service rep to really see what they can offer you in the way of financial information and tools for accelerating your journey to \$1,000,000.

## MAKE MDM A HABIT

**T**HANKS to generations of nail-biters and nose-pickers, the word *habit* has gotten a bad rap. You can, however, have good habits, and one of them would be to put away some money for yourself on a regular basis. That is one habit that almost every millionaire shares. They know how to make a mountain of money and they do it slowly, steadily, and on a regular basis.

Maybe the habit is as simple as saving a dollar a day. Too much? No worries. How about half that? What are you willing to commit to? Any amount is better than no amount. Developing good money habits takes time, but, as with anything else, you start with the first step and work your way up.

## DON'T GIVE UP!

**E**VEN the smartest millionaires can be hit with financial misfortune the likes of what occurred during the **Great Depression of the 1930s**, the **Great Recession of 2008**, and the **COVID pandemic of 2020**. Many people trying to advance their financial



futures were hit hard during those times of great economic downturn. Some were able to recover. Part of that is luck. Part is perseverance.

Michael Jordan, one of the most successful basketball players of all time, said, “I can accept failure; everyone fails at something. But I can’t accept not trying.” Thomas Edison, when told by a reporter he had failed 10,000 times, replied “I have not failed 10,000 times—I’ve successfully found 10,000 ways that will not work.” He failed over 50,000 times before inventing a practical alkaline battery. Millionaires don’t like failing, but many of them fail anyway. They know it’s just part of the game. They also know that if it happens, they learn from it and try again.

There is even a concept known as “fail faster,” which acknowledges that rarely does the first attempt at anything succeed perfectly. Everyone fails, but after failure comes success so fail faster to get to success faster. Be willing to learn from your mistakes and you’ll have a better chance of making money.



*Thomas “Sparky” Edison*

*Michael “Air” Jordan*

## YOUR MILLION- DOLLAR PLAN

**M**OST millionaires and billionaires wouldn’t have achieved their big financial goals if they hadn’t had a plan. In this book we will hold your hand (don’t worry, not literally) through every step of creating your *own* plan to becoming financially independent. We will teach you tips and tricks to becoming a millionaire, and point out the risks along the way.

Making money is a game, and we’re going to teach you the basic rules. Before we move on, we want to make sure you are willing to commit. Can you think like a millionaire thinks?

Can you focus on the goal? Because if you can get into the Million-Dollar Mindset, and focus on earning and saving \$1,000,000, you have a chance at making it. Start by looking at yourself confidently in the mirror and repeating the very important phrase on the next page. Go ahead, turn the page!



**“I WILL  
BECOME A  
MILLIONAIRE.”**

## **LONG STORY SHORT**

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- 1. Millionaires are people who save their money, not spend it.*
- 2. Develop an MDM (Million-Dollar Mindset) to better your chance of becoming a millionaire.*
- 3. Don't fear failure. Fail faster, learn faster, and move on.*

