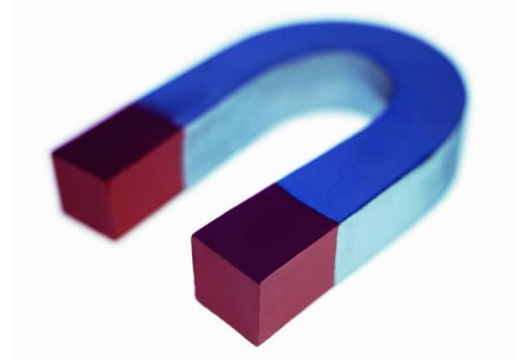


# The Wealth Files

**1. Rich people believe, “I create my life.” Poor people believe “Life happens to me.”**

- a. Victim clue #1 – Blame
- b. Victim clue #2 – Justifying
- c. Victim clue #3 – Complaining  
(crap magnet)



**2. Rich people play the money game to win. Poor people play the money game to NOT lose.**

- a. Feeling comfortable
- b. Don't order chicken



**3. Rich people are committed to being rich. Poor people want to be rich.**

- a. The number one reason most people don't get what they want is that they don't know what they want. I want to be rich, I choose to be rich, I commit to being rich.



b. Write a short paragraph on exactly why creating wealth is important to you.

**4. Rich people think big. Poor people think small.**

a. Write down what you believe your natural talents are. Discuss how you could use these gifts in a job.



**5. Rich people focus on opportunities. Poor people focus on obstacles.**

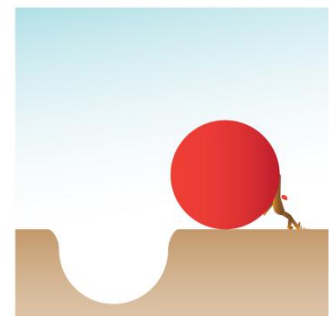
a. What if it doesn't work, I sure hope this works, it will work because I will make it work.

b. Rich people take educated risks

c. Get in the game. Consider a situation or project you've wanted to start.

d. Practice optimism today

e. Focus on what you have not on what you don't and make a list of 10 things you have in your life right now.



**6. Rich people admire other rich and successful people. Poor people resent rich and successful people.**

a. Cancel cancel, thank you for sharing.



**7. Rich people associate with positive, successful people. Poor people associate with negative or unsuccessful people.**

a. Identify a downer in your life and remove them. Stop watching trash tv.



**8. Rich people are willing to promote themselves and their value. Poor people think negatively about selling and promotion.**

- a. High and mighty syndrome
- b. Leaders earn a heck of a lot more money than followers
- c. Try to promote yourself in your field.



**9. Rich people are bigger than their problems. Poor people are smaller than their problems.**

a. Poor people will do almost anything to avoid problems.

b. If you have a big problem in your

life, all that means is that you are being a small person.

c. Write a problem you are having in your life right now and think of 10 ways you can resolve this situation and improve it.



**10. Rich people are excellent receivers. Poor people are poor receivers.**

a. Most poor people feel undeserving of things.

b. If you say you're worthy you are. If you say you're not worthy you are. Either way you will live into your story.

c. Money will make you more of what you are already.



- d. How you do anything is how you do everything.
- e. Practices being an excellent receiver – say thank you.
- f. Any money you find or receive should be enthusiastically received.
- g. Pamper yourself, so something to nurture your spirit.

**11. Rich people choose to get paid based on results.**

**Poor people choose to get paid based on time.**

- a. Poor people prefer to be paid a steady salary or hourly wage. They need to feel that they are receiving the same amount of money every day.
- b. Rich people believe in themselves. They believe in their value and in their ability to deliver it. Poor people don't, they need guarantee.
- c. Never have a ceiling for your income

**12. Rich people think both. Poor people think either/or.**

- a. Rich people live in a world of abundance. Poor people live in a world of limitations.

- b. Do you want a successful career or a close relationship with your family? Do you want money or meaning in life? Do you want to earn a fortune or do the work you love? B O T H!
- c. RP = have your cake and eat it to, MCP = cake is too rich, I will only have a small slice, PP = they don't deserve a piece of cake so they order a donut, and eat it wondering why they have nothing.
- d. Think of yourself as a role model – you can be kind, generous, loving and RICH!

**13. Rich people focus on their net worth. Poor people focus on their income.**

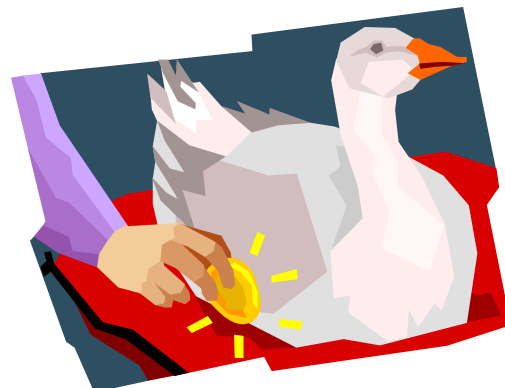
- a. How much do you make vs. what is your net worth?
- b. NET WORTH = income, savings, investments, simplifications

Spenders have 3 motto's - it's just \$

- What comes around goes around
- Sorry, I can't right now I am broke.

**14. Rich people manage their money well. Poor people mismanage their money well.**

- a. To master money, you must manage money well
- b. Poor people say managing money restricts their freedom.
- c. 10% buying passive income (golden goose)
- d. 10% to blow and indulge
- e. 10% to savings



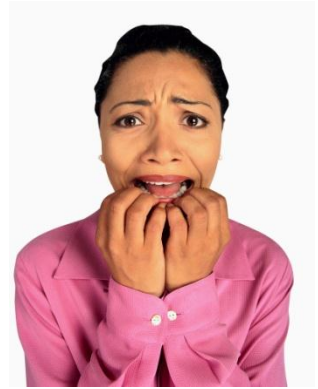
**15. Rich people have their money work hard for them. Poor people work hard for their money.**

- a. Leverage
- b. Work hard for your money, then let it work hard for you.
- c. Passive income
- d. Rich people think long term
- e. Spending money you don't have comes from expending emotions you do have. "retail therapy".



**16. Rich people act in spite of fear. Poor people let fear stop them.**

a. Millions of people “think” about getting rich, and thousands only do affirmations, visualizations and mediations for getting rich.



b. You have to train yourself to not be stopped by anything.

**17. Rich people constantly learn and grow. Poor people think they already know.**

a. 3 most dangerous words: “I know that” go from a know-it-all to a learn-it-all.

b. “if you think education is expensive, try ignorance”

c. Every master was once a disaster

d. BE DO HAVE vs. Have Do Be