

Millionaire Scope:  
Secrets of Wealth & Prosperity  
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## ONE

### *Success and Wealth Strategies*

Success is a series of accomplished events measured by wealth, influence, and positive impact on society. Here, “success” can mean numerous things but the main definition is that something has been accomplished or achieved. People define success in different ways and it means different things to different people. Success to a father and husband may mean supporting his family with everyday needs. Success to a musician may mean getting his first sound track completed. The diverse measurement of success varies depending on the person who chooses in their own way how to define what success is. In this book, success is defined as stated earlier, which is the completion of an event that leads to wealth, influence, and positive impact on society. Overall, the abundance of wealth, influence, and positive social change advances the culture of our world and lays a foundation for others to build on or get ideas from. The amazing part about success is that anyone can achieve it but must unlock their inner talents and gifts to do so. A multimillionaire said, plus statistics show, that there are five people who make up millionaires. First, the majority is business owners, second is CEOs and executives, third is professionals like engineers, doctors, lawyers, etc., fourth are sales people, and lastly is the smallest percentage like people who gain inheritances and lottery winners. The good news is that skills to become wealthy are learnable. The number one recommended way to achieve wealth is to become a business owner and learn at all cost how to sell and make investments.

Case studies show many wealthy people do not showcase their wealth but rather live simply and sometimes in secret. The first step to becoming wealthy is to learn how to gain wealth. The most revolutionary way to build wealth is to take skills you already have or to gain skills and use them and charge people for services or from a product you have made. To gain wealth, you must get out of the corporate mind-set of just always working for someone else. However, for those not interested in entrepreneurial aspirations there are still options to acquire wealth. Some people are not wealthy because they do not know how to become wealthy and have wrong perceptions of how to build wealth. The number one way to become wealthy is financial education and in another form is basically knowledge and action.

#### ***Martize’s Wealth-Building Technique:***

1. Create a \$1200-\$2000 reserve account
2. Create a super reserve account (8 to 12 months of expenses)
3. Pay off all or the majority of debts, starting with the smallest and progressing to the largest
4. Once your debt is reduced by 45 to 70%, began investing in retirement accounts (10-15% of salary at minimum) while simultaneously paying down the remaining debts
5. Begin a higher education fund for your children (if any) while still investing pay off the mortgage, commercial or personal estate, or any such property
6. Aggressively invest, focusing on assets that generate cash –flow income so that if you ever stop working cash flow continues to occur

You may find similar recommendation offered by the well-known financial advisor Dave Ramsey, and I give him full credit for the technique. However, I have modified his method for a simpler approach to build wealth.

## ***Wealth Building Technique 2:***

This technique assumes you live with a partner.

1. With two incomes, live off one income and pay debt down with the other then begin investing

### Wealth and Prosperity Secrets:

- Get more hours out of the day than the average person by waking up super early
- Take calculated risks in terms of investing and entrepreneurship
- Work while you are working (while on your daily job also work on other ventures)
- Read two to five books or more per month about success, finance, and wealth building
- Have urgency and become quick to act on opportunities worth pursuing
- Sacrifice your life, family, and friends (time spent with them may become less and less because of your vision that you are so determined to make a reality)
- This is difficult to do but find a millionaire advisor
- Join or start a group who are intending to accomplish similar goals
- Do not stop working on something when you are exhausted rather stop when it is completed
- Stay or become healthy as well as watch what you eat and exercise daily

### Daily Routine of the common wealthy and more prosperous people:

- Rise early in the morning, 5am or 6am, or two hours before regular wake up schedule to read the information in your field or about subjects related to where you are intending to go in
- Make a list of everything you have to do that day
- Prioritize the list in order of importance
- Start on the most important thing in the list with concentration, focus, and discipline then go to the next one after completion
- Listen to audio programs in car
- After experiences ask the questions what did I do right? What would I differently next time? Then write down how to improve
- (Optional but is recommended) 20 point approach is a method used to maximize a person's way to think through to finding a solution to a problem or to answer a question. Let us say the question is how do I double my income in less than 3 years? Write out 20 ways to accomplish this or solutions then act on them

The book, *The Millionaire Fastlane*, author MJ DeMarco shows five ways to earn large amounts of money quicker than average. Those five are the following: rental systems, software systems, content systems, distribution systems, and human resource systems. Briefly, I'll explain them so that you can choose the best option for yourself. Rentals are money-generating activities that empower you to earn money from others renting your assets. The common example is real estate. If you rent out a home, apartment, or commercial real estate, your clients will pay you rent each month regardless of how you spend your time. Software systems accumulate money with code and often done over the Internet. This

could be anything from financial software to an iPhone application. Content systems are the term used for selling information. Selling information could mean you run a newspaper or a magazine. It could also mean that you're an author or a blogger. Distribution systems are ways of delivering products and services to large populations. Some people desire to create the product or information while others desire to get it out to the world. A human resource system simply is having employees running the company for you.

As a person ventures into the journey of becoming wealthy it is important to mimic the practices of wealthy people. There are ways that the wealthy allocate their money that helps them build more wealth and sustain it. Tom Ferry, an expert money management professional explains the money patterns of three different groups which are the 80%, 15%, and 5% of the American population. The majority of people, around 80% of Americans, make money and it goes to their personal accounts, which in this manner has the highest tax rate on it. This is a quick sketch of the 80%:

Check



Personal account(s)

The 15% group of Americans their money pattern is as the following:

Checks



Home Account ← Business Account(s) → Tax Account



Business Expenses

The 5% and the wealthiest money patterns are as the following:

Checks



Investment Account ← Business Account(s) → Tax Account



Business Expenses

Investment Account continued from the pattern above:

Investment Account is distributed to all of the below sections



529 Account; Cash Account; Home expenses; Retirement; Market; Real Estate

So what does wealth look like? The goal is to produce income-generating assets that are more than your expenses. Wealthy people talk and behave in the manner of establishing and increasing their cash flow. What this means is wealthy people or people on the journey to wealth use their money to create or acquire instruments that produce passive income such as but not limited to real estate, personal business, stocks, bonds, mutual funds, and private investments. These financial instruments produce more money for the investor. When the person gets to a point, in monthly terms, where he or she is bringing in large amounts of passive income that exceeds their monthly expenses this is wealth. Another view but in the exact same manner wealth is when a person can stop working, while still have cash flow coming in, often from assets, that are enough to cover their expenses and have plenty more left over, that is wealth. The objective of creating wealth is to put your money into investment opportunities that make you more money and yield returns on your investments. Success can lead to wealth and often is the result of many failures in life. Another critical part of how to gain wealth is to understand the different categories of cash flow. Robert Kiyosaki, a financial expert and millionaire, mentions the people that make up the world of business which are the employee, small business owner, big business owner, and investor. So I remember this by the acronym “ESBI”. The objective is to move from employee to big business and investor. The United States dollar is losing value while the cost of living keeps rising. Therefore it makes not since to save money and do nothing with it.

The opposite of success is to fail, have failed or a failure, though I believe it is necessary to fail in order to succeed. My illustration to demonstrate this point is when Bill Gates first company failed miserably, Walt Disney was told he lacked creativity, and Oprah Winfrey was fired by a producer and labeled “unfit for television”. Yet, all of these people continued on through failing to achieve what the world would call an amazing success obtained by first failing. These are big names but let us work our way down the funnel to see other stories at different levels. Whether heard or unheard of by the public, people have experienced failure as a means of eventually reaching success. Everyday citizens who seek to become doctors, lawyers, or any highly respected professional often come up against road blocks in their journey. A man or woman could easily fail a standardized test to become licensed in their area of professional interest. To those people who fail the exam one of two things will happen. Either a person is pushed to try harder or give up. To view failing the exam as a means to see what areas they need to focus their study on more shows growth and maturity and in doing so when they re-attempt the test assuming they pass, it shows their preparation improved because they knew what subject matter to understand better. In this, we see failure made way for success to come.

Continuing down the funnel, let us look at another level of others who had to fail in order to succeed. A low-income individual wants to get a higher paying job but lacks the experience of the jobs he prefers. In applying for an opportunity then after the interview was not selected and told the person lacks experience, what can a person do to display qualifications? It is crazy how to get a position in a certain field you are interested in but have no experience. It is almost unreal to expect to get the job. However, one way is from a failed interview the person seeks opportunities that require shadowing of a job-related position to get unpaid experience and even try to work themselves into the real position along with making firm connections with people in that specific job sector. As time goes on and the individual keeps

getting job interviews for higher paying jobs one's experience increases as one attempts to land a job in one's field of interest. Another way is to maximize one's opportunities by seeking every possible job position or similar position in one's interest while in doing so one demonstrates one has other qualities just as good if not better than what the employer is looking for, then show it and present yourself in that manner when an employer conducts the interview. This person may be rejected over 100 times before acquiring a sought-after job. As this person failed each time, make it a duty to pick up something to improve so your chances are more in favor of you next time around. As this person moves forward and gains knowledge of what is expected he or she becomes a person ideal for the employers' desired open. The goal of this individual may not be accomplished when he or she feels it should be but it will if a person keeps making progress. Regardless of how long it takes for an individual to land a higher paying job, the lesson learned is that the higher the volume of job interviews you get the more it puts you in a position to land a higher paying job. The secrets of wealth and prosperity applied here is simple. Everyone should know that to acquire financial freedom, whether it is money from one's day job or one's business this money needs to be used to set a pathway for one to becoming wealthier. The objective is to focus on increasing cash flow and keeping it so investments can be made. Going away from career-minded and professional success there are also other forms of success such as, but not limited to, spiritual as well as social success.

I have used traditional examples of people searching for jobs as a common means of demonstrating how a person can become successful through failure. Here, I would like to touch on an example of building wealth. Here, it is important that whatever job you have should act as a stepping stone to help you achieve more. The objective is to save money for future investments such as but not limited to business ownership, real estate or any such resource that generates income. When you work in most corporate jobs, they seem to have an issue with you getting overtime, so you have a cap placed on your salary. The people who become great are not interested in jobs but in multiple income streams and investments. Jobs will never pay what one is worth, so it is important to go out and make your own profits. I am in no way saying quit your job, but simply let the money you make be utilized to pursue your dreams and ambitions. Failure cannot scare you and plays a role in your overall success. You do not become great by just working an 8 to 5 job then retiring and then dying. People who become great pass on their knowledge and wisdom and leave massive amounts of influence that empowers others. To reach success in terms of wealth, you must calculate your life, and you do that by spending time with one's self to uncover ways one can practically build money.

The suggestion I am about to make is an option because the purpose is for you, the reader, to see examples of building wealth so you can decide what acts best suit you. The most critical part is to act on your plans. Suggestions on increasing income streams are the following: Write and develop information products, create physical products, consult and charge fees, blogging, e-commerce store, financial services such as tax preparation, and real estate management. The suggestions here are to spark your interest and even if you desire none of these options find something that works for you but choose it only if its scalable meaning products or services have potential to reach past the million-dollar threshold. A person may become passionate about making small dolls for girls as toys but if the producer is only that person and a team of a few people, how can you keep up with demand if it reaches 10,000 purchases a month but the team can only make 2000 at maximum per month? This means it is not scalable unless actions are taken to fix it on scaling. It is an area you would like to try out that you have no experience in its best to research then act on moving into that field.

Spiritual success is to live by the very doctrine that explains how your faith should be put into application in your daily life style. My example will be Christianity. If one believes and gives their life to the God of the Bible, then their soul is saved, and upon that, a mission by God is granted to you, which is your life's purpose. Even without a person believing in God I believe he still has plans for you. I believe God has a mission or rather a purpose for everyone whether being the saved or unsaved. In regard to spiritual success, the Bible talks about what is termed the great commission in it where Jesus Christ instructed his disciples to go out to all the nations spreading the news of the Gospel. So, even today as one is saved and uses their experience and faith to tell others about the Gospel along with living a holy life that is described in the Bible you are deemed a spiritual success. Also, to further your success in your spiritual walk one must spend time with God and become deeply rooted in his word and understanding the bigger picture God is showing you. Another view of success is from a social point.

Social success involves anything related to society such as family and communities whether local, national or internationally that bring about positive outcomes. Family success is simply providing for your loved ones and to support them. Demonstrating long-term consistent aid is what I would use to display social success in a family setting. Going into more depth with family success it can be seen through a mother carrying out the basics of raising a child by providing food and clothes and equipping them with resources to be a productive member of society growing up and into adulthood. Others examples could also be nonmaterialistic and nonmonetary like just encouraging words to family members. Families are not perfect. Perhaps there is a drug addict, junkie, or even felon who is traveling a path of darkness. So, whether it is your family or non-family lending a hand to pull people out of the darkness within their lives is a form of social success. Social success is also seen when it comes to the community helping those who are unfortunate volunteering and or being part of a movement that advances community life. Where there is even just one person who was uplifted, encouraged, or helped, this improves society one person at a time. People love the idea of creating their own organizations for a big cause to improve the lives of those around them. This is a great idea, but nothing is wrong with joining groups who are already structured and you assist in fulling that group's mission.

Measuring success is a huge topic and is debated among the highest of intellectual people stretching out to even the everyday citizen. Here are a couple of ways people view general success. Income and net worth are ways people will measure your success by how much you make through a monetary system. Other ways to measure success is by influence and having the ability to bring people together for a cause, also, some could consider this leadership. When a person has the ability to unite others on a small scale or even on a large scale that cannot always be achieved so easily which is why using this measure for success can be useful. Another way society measures success is by being independent when you are able to support yourself without help from others. Feel free to use these traditional standards or create your own definition. I have two measures of success. One measure of success does not include money or how much cash you accumulate nor by materialistic items. Success is creating or adding something positive to the earth and its inhabitants whether animal or human, whether big or small. To extend my measure of success, it also means showing light in times of darkness and implanting seeds of hope for those who see no reason to live in a world that is failing. My second measure of success is dependent on how much wealth one acquires, the degree of influence you have on others, and impact on society. When you empower others you spark a feeling within yourself and feel indescribably great.



## TWO

### *Approach to Greatness*

To reach greatness, you must first establish a reachable target and or objective. Below, you will see a model that illustrates ideas of reaching greatness from the perspective of a typical person assuming these are the person's general interests. Listed below are ideas from a typical black person with ideas to become movements that are accomplished through pure relentless efforts and use of the person's talents. As you read this list you will notice some of the ideas may or may not be considered pro-black. This version is simply for anyone to use in their own way to build their own ideas and movements. Allow these ideas to make a difference in your life as you shape your future. If you are of African-descent, I will hope you would allow my list to act as a model for you to create your own list that ultimately supports people of African-descent. However, if you are not of African-descent it is your own choice to make your own list whether it is to improve your own race or all of them. Furthermore, you may choose to write your own list in favor of what your interests are. This is a general form of a person's success that they believe would make them great in life and by great; I mean something that will create or add positive things to the earth and its inhabitants. I term this list "THE GREAT 10."

#### 1) Triple C

The full name is "CREATING CHANGE with CHANGE." The meaning and purpose are to use the change, coins, and any leftover money from households and firms to save and collect and put toward a meaningful purpose to help improve communities in some form or at least struggling homes. Triple C is the name of this movement to help provide monetary support to communities on a reasonable scale or individual households. The model starts with collecting the change of a citizen then placing it in a safe financial instrument to grow over time. There is too much lose money or money that is being spent recklessly that could be put to better use. Also, if people are serious about change in their lives or society, then people need to put their money where their mouth is and make no excuses. Once a certain amount is reached the money is withdrawn and used for the desired project of interest. For example, let us take a single person who earns \$25,000 per year in North Carolina (often low rent averages depending on the area). Let us do some quick math for basic costs broken down before continuing to my Triple C model:

\$25,000 annual gross  
\$21,250 net income (after taxes)  
\$21,250/12 months= \$1770 per month  
(Bills are calculated monthly below and are estimates)  
Minimum health insurance: \$50  
Low cost of living resident rent and utilities: \$650  
Car payment, car insurance and gas: \$360  
Cell phone: \$45  
Unexpected expenses: \$130  
Food and groceries: \$175

\$1770-\$1410 = \$360\$ left over

Of the \$360, let us say just \$20 is used to go toward Triple C. It is then placed in an account until the desired amount is reached for the project desired. Let us assume you have almost nothing left over so you only put \$1 into the Triple C account that works because money will accumulate as contributions are added regardless of how little. If the Triple C platform is being used for a group or a community, then the account should be made in such a way that anyone at any time can contribute to the account. However, for safety reasons the account will not allow withdrawals of money until the goal is reached and operations for the project begin. I believe it is necessary to hold people accountable for the greater cause. For example, having weekly online or phone conference calls to get updates on the progression of the funds and intending to reach the goal at a reasonable time.

## 2) Breakthrough Foundations to Control Disease

Develop a think tank to control, minimize, and prevent the spread of sexually transmitted diseases. In general, a person would organize a forever oath and orchestrate a meeting of scientists, economists, researchers, and medical doctors semi-annually to address and implement strategies to combat sexually transmitted diseases. Possibly write up a grant proposal and attempt to get funding for healthcare efforts. If not funded there are ways to enforce healthcare objectives and a think tank would help guide us. A website would be made as well as a blog or some form of a continuous stream of information. The make-up of the think tank would be to collect a large sum of data and have it analyzed. After analysis, a report would be written then submitted to the public and included in the report would be a logical approach to resolve sexually transmitted disease issues.

## 3) Biblical Intelligence (BI)

BI is a tool to help increase the understanding of the Gospel and to answer the questions that puzzle those seeking the truth. In general, a person would intend to have this tool made available to all so they may find the answers to the questions they are asking. It is important to provide clear responses when talking about the Gospel to enable people to gain a proper understanding. This idea of BI may not satisfy everyone but would accomplish the goal of providing clarity to those in pursuit of the truth. The structure of BI could change to meet the needs of the mission to open a phone line during certain hours of the day or week or month and have people call in to ask questions to creditable pastor's and experts in the Gospel. Other methods would be simply having pre-selected questions and then use these questions as a basis for conversation as well as proceeding to answer them. The BI tool is not to debate others who believe in different things or things that are not Gospel-related but to provide insights on the Gospel in a question and answer style.

## 4) International Progression of Blacks to Improve Lives

Throughout history, black lives have faced challenges economically, socially, and politically. Through IPBIL, we can establish new foundations and build on existing ones that promote the well-beings of black lives. The overall goal is to create wealth cycles or large cash flow that bring in money and put out money to strengthen black businesses. An example of what IPBIL would do is to bridge investors to black businesses mainly but not limited to technology, financial, insurance, medical, and food industries. I believe if black businesses are strengthened, they can use the money on a large scale for the cause of improving black lives. When massive amounts of money are generated all that is left is the

careful use of money to move an agenda forward. An extreme example is using 100 million dollars donated by black corporations to build state of the art science labs, research facilities, machines for wealth production in areas like agriculture or any activity that generates wealth, obtains land and real estate properties, and builds banks as well as lending institutions. After all the resources are in place then making educational programs to train and hire blacks, both felon and non-felons, would significantly improve black lives. Black lives would be improved because the more blacks are employed, the more the unemployment rates for blacks would decrease, and it would keep blacks occupied so they are less likely to commit crimes. Also, hiring felons would be essential because most jobs do not offer felons employment due to a criminal background. Therefore, hiring felons would keep them occupied and give them the chance to better their lives. Once all of the pieces are in place and wealth is constantly generated then the wealth cycles are established then used for the benefit of black lives.

#### 5) Engagement of Leaders International To Excel (Elite)

The movement termed ELITE is designed to hold conferences during certain times of the year to socialize African Americans in adopting the mind set of contributing to black society. Conferences would be held on black college campuses and would cover a broad range of disciplines, and all majors could become involved. Some believe if blacks are educated and motivated while positive pressure is placed on them then this movement would break the barriers of black culture selfishness and only wanting to keep everything to themselves and not give back to black communities. Obviously, this does not apply to everyone in the black community. The leadership of the ELITE would use proven social and psychological approaches to influence blacks to make it a duty in their career progression to enhance our black society. At some point, the participants would actually write out or sketch a way they could use their passions or skills to advance our way of life. Additionally, the leaders of ELITE would make sure the plans that are shaped have a mechanism allowing their plans to continue after the planner's death.

#### 6) Poetry/Spoken Word for LIFE

Spoken word is a creative art that for this example of the GREAT 10 the general person thinks is useful in delivering a message in a way that sticks in the heart of the people who listen. In general, a person would dedicate himself to producing poetry in different forms to inspire others to pursue their creative arts to promote positive change. Ideally, the person here is trying to accomplish either an institution or a small local spot where poets and creative arts performers could showcase their gifts. In organizing this, the general person intends to be a participant as well. The hope is to produce skillful, creative art performers and to deliver real-life messages that support social growth. Then the person would create a documentary or record a series of creative arts performances that focus on the major subjects in life such as but not limited to racism, economic inequalities, purposeful living, injustice, history, etc. Competition is suggested or to enter tournaments such as poetry slams are useful. Moving forward, a person may consider writing with a group of Ph.D. professionals to make a black creative arts literature book for educational entities likes school and colleges. Lastly, after formation of the book have it updated with different versions annually or every two years then enter books into the international market to share with the world.

#### 7) Black Peoples' True Character

Publicity to promote positive change is necessary, so the views of certain groups like black people are not frowned upon or made to be an embarrassment. The idea here is to bridge local news that may overlook black success and intelligence to large media outlets. If contracts are in place with powerhouse news sources this could influence heavy populations on the good and worth of black people. This could be accomplished by organizing time slots into the media production businesses or areas in the newspaper or perhaps gaining the international spot light so positive things are associated with black people. This objective stems from the passion black people and how they notice there is too much negative news spreading about blacks. However, the hope is to make this movement 100% positive. If bad things are mentioned in this movement about blacks, it would be for the purpose of addressing issues in the black community so that our leaders would take more action and the ones already leading continue to improve black community.

#### 8) Captivating Global Arts Society Institute

Building an institution that advocates for the creative arts or combining creative arts with facilities already in the community would be great for community development and act as a motivational force. This assumes the person making this Big 10 list has the skill of writing poetry. This person's talent is spoken word poetry and believes their words and other peoples' can reach the minds and hearts of the listeners, so they better themselves or think about different ideas through the artist and interpret their own meanings. Words can be used to build or break down someone but this project would build up and encourage others to pursue their gifts and talents. Also, creative arts are more than just spoken word it is dance, songs, mime performances, skits and plays, scripts, drawings, etc. Even if someone does not have any of these talents being submerged with environments that promote excellence through creative arts, they will uncover their gifts and talents even if it is unrelated to creative arts. This is the beauty of it. Additionally, this project propels people into reaching deep within them to bring out the greatness in themselves. This movement does not have an age group but for the general person would primarily focus on adults. If everyone exercised their talents in a positive manner, this could lead to amazing progress for all communities who adopt this or make something similar to this idea or have their own way of pushing an agenda that advances us all.

#### 9) General Person's Legacy

Perform an act or acts so bold a person is remembered at least one hour or honored on a birthday or any day of the year. This may just be an ego thing and in reality, may not happen. This was a thought that the general person had and desired to either accomplish or do something so spectacular they are honored nationwide or even internationally. The challenge with this goal in the Great 10 list is that there is no sure way of accomplishing this. It is very broad and may be nearly impossible. However, people want to live and serve those who are around them so that impact is great and they become worthy of remembrance. When someone dies, the biggest question is what good or great things did they do for people that can never be forgotten and passed on to endless future generations. Perhaps if a person cannot achieve this great 10 goal as a partial success they may be able to do something on a small scale such as to pass on their philosophy of life and teachings on to those who will come after them and start a cycle, so the information is transferred with no end.

#### 10) Massive Generous Donations

Donate money for a facility to be built in your personal name or any desired person on a college campus that inspires political involvement, global experience, and purposeful living. Many would like to accomplish this before they die. This goal is aimed at creating a concrete plan that will produce other people to strive for greatness as well. This can be created by using all of the money I have accumulated in my lifetime to be given to a particular college that would allow a building or facility to be constructed and named after me. The extension of this would be to include a section, of the person who starts the massive donation movement or any relevant person, in the structure that was built in honor of the person of interest, perhaps a gallery or library section that provides information on my personal, educational, and social backgrounds to those who enter the building. Included in this section also could be a person's life's work, teachings, and philosophies to live by. Another idea is to have the blueprint for a building to become made having all but not limited to areas like: Lobby, café or restaurant area for food and refreshments, gym area, hangout spots with televisions, areas for brainstorming ideas of all categories, conference rooms, study rooms, a learning center that displays and promotes political involvement, global experience, and purposeful living, as well as other educational guides. This final GREAT 10 goal would be the lasting desire to showcase contributions to society and inspire others to become great.

This next idea is more of a business venture. It can play a role in the advancement of black society. However, this idea is meant to give an example of ideas to pursue so the reader can create in their own way their own ideas and pursue them. Regardless of how innovative a person is, money often is what determines if the idea becomes practical or stays an idea going nowhere. Below, I will outline the benefits of having a black owned conglomerate or large entities whether independent or collectively working together to fund resources for blacks. Some would say a segment of black society lacks the ideas or skills for their own personal development, but this could be said about any race or group of people. I think financial issues are what hold the majority back from success. Altogether, it is the full belief in someone that triggers hope and confidence in another along with general and financial resources that propel people into becoming their best selves. It hurts to see upcoming black leaders fail or not become their best selves in any realm when financial challenges hinder their progress. Research has shown blacks are not as good at managing their money, which leads to bad money habits and often going further and further into debt. Lack of education in finances is high among African Americans. Data shows that the black purchasing power is approximately 1.1 trillion dollars and that is great but if it is squandered and not used effectively then it is difficult for community to grow. I used this example as a point because black society spends that much yet have little to no wealth to show for. The idea was to focus on building black businesses. Even legendary black activists urged blacks to put their money and trust into black banks but sadly people did not fully listen. The idea presented below as number eleven is not originally a part of the "THE GREAT 10" life goals but is still good for thought. If, in general, a person chooses to, he or she could move this into the 10 life goals and remove one from the original 10 to number eleven if necessary. Anyway, the focus is to show how large entities that are pro-black who bring in millions of dollars should play a role in black lives becoming enhanced.

#### 11) Conglomerate or Large Entity Contribution to Improving Black Lives

A conglomerate in the context in which I wish to use it is large institutions that are made up of different unrelated businesses whether organizations, education facilities, or any such thing. My suggestion in forming a conglomerate is by having black organizations, colleges and universities as well as any other large entity form pacts for the sole purpose of raising funds for pro-black projects toward but not limited to greater educational resources, political advancements of blacks, and international relations. The leaders

to start the pact should first become discussed with presidents or CEOs of the black institutions on an ongoing basis. Once talks have been completed in the initial stage a written outline of the pact should be documented and a name for this movement chosen. The leaders of this pact from each institution would choose what projects to work on in a time-specific manner and update each other monthly on progress. Before projects begin estimations of projects would need to be calculated and then activity following would reach or exceed estimations. Not all the leaders of these institutions would have background knowledge of finance or rather large funding ideas similar to corporate finance. Therefore, the business schools or business staff must include themselves and if possible mathematicians, experts in forecasting analytics, and tax professionals. This creates a good group of focused talent to achieve the main goals of the pacts. In preparation for the projects to be completed, if we are to continue future projects endlessly having the attribute of every project, including cash returns on investments is ideal and an intelligent thing to do.

Another attribute to incorporate into all these pro-black projects is to socialize blacks who are using the resources given to them. By socialize, I mean to emphasize the importance of giving back to black society and with undying efforts much can become accomplished for black people. Some blacks use what little resources that have and after becoming successful do not reach back to help others. Some blacks, after succeeding in life, will not think to give back and often will not. They either do not care or if they do desire to give back, it is with an attitude of "when it happens it happens." This is not good. All must be held accountable. If all or the majority of blacks gave back in some form, we as a black race would be stronger. As for the idea of large entity funding or any idea shows that a person is thinking in the right direction. The next thing to do after developing an idea is simply to act on it. These are a few basics of the idea of having conglomerates and or large entities funding projects for black people. My recommendation to give black innovators or anyone desiring to do the same as me here or something similar would include having a universal template structure for the formation of these pacts with conditions, restrictions, or possibility of success involving different organizations working together, unexpected costs or expenses, average cost per organization to perform certain types of projects and much more. Basic to advanced math will illustrate the likelihood of projects being completed. Whether there is a template for the pact formation or not let us assume there is not one then creating one and making it visible to the public domain is great, so if others need a guide they can find one. Also, in this template, if it was written out having ways to communicate to organizations is great and how to present the idea of collective large entity funding as well as show the value and benefits in seeking out an opportunity such as this. It is important to have lawyers too, so there is a complete legal understanding of the agreements by every party involved.

The dynamics of organizational operations easily shift when things happen whether catastrophic or mild in the event this happens, it is important for institutions not to become a part of the pact unless they believe it is appropriate for their own organizational environments. To prevent mishandling of funds, each institution would need to become transparent with others who are in the same pact, so if they need to intervene, they can do so legally and respectfully. What I have learned is that organizations have strengths and weaknesses. To this end, it is ideal for whatever the agreements of the pact or the project that is being pursued based on the organization's strengths should determine the role they play in the pact's project. The idea presented here is merely a suggestion and even if implemented would take long periods of time. I also present this idea in hope that even if others who read this believed such an idea would be unrealistic or ineffective, they might present their resolutions with a similar end result. For the purpose of this idea, I

used large entities as my framework for funding pro-black projects. However, this does not mean I have ignored the funding power and abilities of medium to small institutions. Concepts for funding are doable for smaller organizations and if from this idea a person desires to run projects in their own way they feel free to pursue it and structure it in a way fitting for the settings of the institutions working together.

I have noticed even if an idea is not workable or realistic or perhaps dull, other ideas can stem from them. I give the exaggeration of an idea not working as planned in someone else critiquing or correcting other forms of ideas or being brought to life. The main goal is clear, which is to be pro-black in supporting black society in all areas but not everyone will agree on how to achieve it. Regardless of the debates on what is the best resolve what is important is the action we take and the lives we impact on a positive note and pushing them to do the same. Research and planning are critical to any movement but there must be a designated time where the action takes place. I think it is safe to say there are flaws in every idea but which one has the least number of flaws. Let that motivate you to create practical steps. A person's ego can hold them back. I do not think anyone wants their ideas shot down and told their idea is a terrible one. A part of learning is criticism and with it leads to one or two things. A person either makes changes and then restructures ideas and plans or leaves it the same and does nothing. It is impossible to please or satisfy everyone but there are ways of making your ideas stronger and fewer negatives. So, dream then achieve.

In general, all of these ideas and movements, "THE GREAT 10," are spawned out of the idea that this would impact massive amounts of people and become a model to those who desire to become great. Also, another tactic from these ideas is to within them have platforms that even in a person's death the vision and work of what was outlined and formed continued on with an imprint forever on this nation and world. These ideas and movements are subject to being changed. However, it would need to be the result of a major shift in a person's interest but right now I am confident for the most part this is what me or anyone may desire to do in their lifetime. I would like to add that it is possible that if a goal or goals from the GREAT 10 are not specifically accomplished something as close to it as possible will be achieved. I also would like to add that it is possible a better idea can become formed to have a greater impact than suggestions laid out in the GREAT 10 list. Also, branch or side goals can stem from the GREAT 10 goals that were originally made. New goals may come up but it is best a person stick with the best 10 and pursues those relentlessly. New ideas may come to a person's head all the time but it is most effective when things are clear and concentrated and not always changing.

I will use this as an example, but please do not interpret this as being a part of the original GREAT 10 but possibly could become an extension or substitute for one of the goals. I could organize a network of resources that bridge the communication of all or most of the Historically Black Colleges and Universities or those who desire to be part of it to advance the collegiate experience for faculty, students, and senior management. My example is to imagine if a student who is majoring in biology wants to improve our environment by enhancing recycling systems and practices and can connect with biology major at another institution with the same or similar aspirations to move their ideas forward into practical measures. This is the beauty of connecting and having more transparent tools bridging colleges and universities together. I believe also that teamwork is a necessary skill to have and perhaps in the future colleges and universities linked in communication may adopt not only team projects within people in one school but at others as well. This link or bridge that brings these educational schools together could also benefit faculty, staff, and senior management. In an example with faculty or staff teachers could consult

and discuss what teaching methods work best for their students in preparing them for life and the job markets. Also, they could brainstorm ways to build the necessary resources and tools for their institutions so they could become powerhouse educational forces. A small view of what this would look like is in having students already trained. If necessary, certified and experienced before they graduate in career areas they plan to pursue. It is my dream to see black educational institutes become fully socialized meaning they will make it a priority to give back to their educational home in some positive form they feel is the best.

Moving on to how this would benefit administrative people is let us say a certain college is experiencing low retention and one of the main reasons its occurring is because students are not able to afford or have knowledge of the variety of sources that could help fund their education. If one college who excels and has high retention and a skilled workforce in financial aid they could provide suggestions of what may work and tell of how they are successful in an area in which the other college is failing in. Perhaps even go as far as having an annual conference where issues from schools are presented and the intellectuals leaders form solutions. Senior management could have a great impact on the communication of schools being bridged more closely together. My example is if a college is intending to raise money for their infrastructure goals to build new dorms and expand but their expertise is not in finance or economics. By having conversations with other schools that have experience, tools, and resources tied to supporting the school needing to carry out their infrastructure goals could dramatically be assisted by another school. This is not to down play each school being independent on their own or giving the responsibilities to another school but more so to connect a network of people so that positive agendas can be brought to life for the progression of these black colleges or universities.

This next section will include a basic approach to building a business plan, or rather, developing a general business plan to sell or act as a solution to potential startups, new businesses, and existing ones wanting to improve their business. This is relevant to the theme of greatness as it lets a person start a way to help build their own financial lives and empowers skills used that will allow possible financial independence in the future. This business plan idea is subject to possible failure but in so much as if a failure occurs adjustments should become made and a relentless pursuit should still remain in striving to build a successful business. Below is a brief guide to a business plan:

### **Traditional business plan format**

You might prefer a traditional business plan format if you are very detail oriented, want a comprehensive plan, or plan to request financing from traditional sources.

When you write your business plan, you do not need to stick to the exact business plan outline. Instead, use the sections that make the most sense for your business and your needs. Traditional business plans use some combination of these nine sections.

### **Executive Write Up**

Briefly tell your reader what your company is and why it will be successful. Include your mission statement, your product or service, and basic information about your company's leadership team, employees, and location. You should also include financial information and high-level growth plans if you plan to ask for financing.



## **Company description**

Use your company description to provide detailed information about your company. Go into detail about the problems your business solves. Be specific, and list the consumers, organization, or businesses your company plans to serve.

Explain the competitive advantages that will make your business a success. Are there experts on your team? Have you found the perfect location for your store? Your company description is the place to boast about your strengths.

## **Market analysis**

You will need a good understanding of your industry outlook and target market. Competitive research will show you what other businesses are doing and what their strengths are. In your market research, look for trends and themes. What do successful competitors do? Why does it work? Can you do it better? Now it is the time to answer these questions.

## **Organization and Management Structure**

**Tell your reader how your company will be structured and who will run it.**

Describe the legal structure of your business. State whether you have or intend to incorporate your business as a C or an S corporation, form a general or limited partnership, or if you are a sole proprietor or LLC.

Use an organizational chart to lay out who is in charge of what in your company. Show how each person's unique experience will contribute to the success of your venture. Consider including resumes and CVs of key members of your team.

## **Service or product line**

Describe what you sell or what service you offer. Explain how it benefits your customers and what the product lifecycle looks like. Share your plans for the intellectual property, such as copyright or patent filings. If you are doing research and development for your service or product, explain it in detail.

## **Marketing and sales**

There is no single way to approach a marketing strategy. Your strategy should evolve and change to fit your unique needs.

Your goal in this section is to describe how you will attract and retain customers. You will also describe how a sale will actually happen. You will refer to this section later when you make financial projections, so make sure to describe your complete marketing and sales strategies thoroughly.

## **Funding request**

If you are asking for funding, this is where you will outline your funding requirements. Your goal is to clearly explain how much funding you will need over the next five years and what it is to be used for.

Specify whether you want debt or equity, the terms you would like applied, and the length of time your request will cover. Give a detailed description of how you intend to use the funds. Specify if you need funds to buy equipment or materials, pay salaries, or cover specific bills until revenue increases. Always include a description of your future strategic financial plans, such as paying off debt or selling your business.

### **Financial projections**

Supplement your funding request with financial projections. Your goal is to convince the reader that your business is stable and will be a financial success.

If your business is already established, include income statements, balance sheets, and cash flow statements for the last three to five years. If you have other collateral you could put against a loan, make sure to list it now.

Provide a prospective financial outlook for the next five years. Include forecasted income statements, balance sheets, cash flow statements, and capital expenditure budgets. For the first year, be even more specific and use quarterly — or even monthly — projections. Make sure to clearly explain your projections, and match them to your funding requests.

This is a great place to use graphs and charts to tell the financial story of your business.

### **Appendix**

Use your appendix to provide supporting documents or other materials that were specially requested. Common items to include are credit histories, resumes, product pictures, letters of reference, licenses, permits, or patents, legal documents, permits, and other contracts.

*After all of this has been observed let us dive into a practical example using the basic approach I outline for starting a business.*

*Practical Example of starting a business*

### **Traditional business plan format**

Ecommerce may be a potential multimillion-dollar business for someone who is able to close sales using effective selling tactics. Also, e-commerce empowers entrepreneurs to reach crowds from the national and international realms expanding limitless profit potential. E-commerce is simply, an online marketplace where transactions of buying or selling take place. In this example, traditional planning is not always needed but here an individual can find e-commerce hosting sites within their budget to begin creating their online store in the direction they choose. Currently, in 2017 for e-commerce businesses, the average person can start one. Prices vary but can be as low as \$30 per month for the web hosting your online store. Money does not need to be borrowed unless other circumstances come up. Here, I assume the person making this e-commerce business will use dropshipping, a method of selling where business owners market products made by other brands and once customers make purchases the manufacturer sends the product directly to the customer. For the sake of this example, let's name the E-commerce business Sharp Marketing Associates created by an average person making only \$12 per hour, 40 hours

per week, about \$25,000 per year, which is well below the national average income for people with a bachelor's degree at \$50,000 per year.

### **Executive summary**

Sharp Marketing Associates (SMA) is an e-commerce dropshipping business that markets general products. The success of this company is at a high probability because of proven business tactics that help close sales, reach greater audiences, and target those who are most likely in search of products that are offered by SMA. The mission of SMA is to deliver quality products to customers for their everyday wants and needs. The products SMA provides vary greatly and are not limited to just shoes, jewelry, men and women clothes, sporting goods, outdoor gear, and special event gifts. The leadership is headed by the CEO and founder who developed marketing, financial, and customer support. The high level growth strategy takes place at different phases across a time period. In the first two years, SMA will create a sales force and top of the line sales training to equip people to develop new business and sell at high levels. After two years SMA, will create partnerships with other businesses to offer their products and services to client base, as they will do that for SMA's products in return. After three years, SMA will implement a compensation plan for a multilevel marketing approach and shift the focus to enriching and helping average citizens become finally dependent through e-commerce measures and or with business in general. Afterward, incorporating a percent of sales to give to charity will also be pursued.

### **Company description**

SMA empowers citizens to obtain their favorite items to promote their own style and freedom to express themselves more. Company would resolve the issue of customers searching endlessly for items they need and quick to find items if not in possession of the desired product. Consumers we serve are nationally focused in the USA. Here at SMA, the company has product specialists that help provide goods and ongoing follow up services to ensure customers have what they need. As SMA is in the startup phase our business is online and provides more information and highlights along with a way to contact us.

### **Market analysis**

Billions of dollars are spent worldwide in e-commerce and connect sellers and buyers from nation to nation. Sellers are enabled to reach greater audiences and buyers are able to choose from various sellers what products or services best fit their own need. E-commerce is expanding and is forecasted to continue in the coming decades. Consumers are purchasing items more online than in a physical location or at local retail stores. Trends have shown products available online are low in price compared to retail stores. Moreover, customers are given discounts and bundling offers which propel the product sales. These features have attracted huge consumer groups toward online shopping. The other main reasons expected to drive the online purchase are discounts, offers, and cash-on-delivery facility provided by the online retailers. Online retail has made viewers more aware of the product. Customers can see product specifications and compare them with their alternatives. The increase in computer speeds helps in navigation through various catalogs with ease. The rise in mobile phone usage has fostered the global industry growth in recent years. Another factor that has seemed to be useful in market growth is the review system. Retail e-commerce has the provision to write reviews on the product which helps in decision making for other consumers. Some manufacturers are launching their products only through the online retail medium. This sales channel type is effective in reducing operational costs. It also helps in

avoiding inventory to avoid stock out as in the case of a retail store. E-commerce businesses such as Amazon are successful because they are customer-focused and offer services to sellers to sell through them using easy fulfillment measures to store and ship products for the sellers making it easier for them and cutting out their inventory cost. To compete, e-commerce businesses must match or offer more attractive services to sellers wanting to sell through an e-commerce platform.

### **Organization and management**

Company position structure is as follow:

Founder/CEO

Director of Innovation, Director of Sales, Director of Operations, Director of Marketing

Regional Manager

Supervisor of Marketing/Sales Associates

Hiring Recruiter

Marketing/Sales Associate

This is a brief overview of the business lineup or at least the direction of where the positions are intending to position people. If it is only one person who is the founder, then he would be the in charge of everything until the business expands. Currently the business is a sole proprietor but once enough revenue is generated then the transition to a LLC will become active.

### **Service or product line**

Currently, the product lines include dropshipping items of everyday items, clothes, and outdoor gear. Describe what you sell or what service you offer. The benefits of this e-commerce business are that we share information with our clients to help motivate them to pursue their aspirations whether it is business, art, acting, etc. Additionally, the company offers customers a chance to profit from our business if they refer someone and they successfully purchase over a set amount. Also, the design of this e-commerce business is to empower others to start a business within or e-commerce platform such that as they promote products on our website and have others buy, they also reap cash. In short, a multilevel aspect is the underlying outline and model used to generate sales and help others earn money in the process. There will be a focus on encouraging our customers to reach out to small, medium, and large businesses, organizations, and or groups so that they may buy from us and then who ever referred them gets a portion of the total sales, but with that, there would be full guidelines and thresholds.

### **Marketing and sales**

There will be a combination of marketing strategies for this dropshipping business. All of the following tactics are under the assumption a business has set aside a budget for different marketing purposes. One tactic is to use a social media platform such as Facebook and their Facebook ads that allow business owners to specifically target potential customers. Another tactic is formulating a sales team or sales force to find new business and retain current customers. An additional tactic would be affiliate marketing in that the dropshipping business lets other businesses and brands sell our products and they collect

commissions. The last tactic, in general, would be buying in bulk wholesale items then reselling items on Amazon but through their fulfillment by Amazon program.

### **Funding request**

I personally would not borrow money because there is the risk of defaulting or not being able to repay money owed back to the lender. However, if this is your desire to borrow then that is your own choice. I recommend self-funding, donations, and or using personal assets to generate funds or capital for business purposes. For this dropshipping business, little money is needed to start; the most money spent is on marketing and advertising.

### **Financial projections**

The financial projections here are for the purpose of general forecasting to increase the odds of lenders agreeing to lend money, but as I am not a promoter of borrowing, funding projections here show a projected growth. Assuming this business profits \$100 for every \$80 spent on ads and marketing this would project if \$25000 was spent on ads then the business would make \$500,000 gross annually.

### **Appendix**

As stated earlier in this book the use the appendix provides supporting documents or other materials. Common items to include are credit histories, resumes, product pictures, letters of reference, licenses, permits, or patents, legal documents, permits, and other contracts.

## **THREE**

### ***From the Vision to Reality***

My sole opinion is that people with a vision tend or can become considered some of the most successful, thought-provoking, and inspirational people of all time. A vision demonstrates a purpose and gives a person a “why.” The “why” is used often today in messages intending to uncover the reasons we do things and the motivation behind our actions. Altogether, the “why” is the purpose in which we do something. I will mention more of this topic in the chapter to come in talking about self-purpose. For now, I will focus on a person’s vision and how to make it a reality. Visions can be interpreted in different ways and can be close if not used in the exact same way as using or describing a goal. In the previous chapter when I discussed the “GREAT 10” that could be a vision if used in a certain context. However, I see the vision as the overall desired outcome of a situation. So, in my definition, the “Great 10” are goals that lead up to a person’s vision. My vision is to live a life that promotes education, influences generations to become great, and purposeful living. These core things are broad. I believe if I can accomplish my “Great 10” goals, I will have lived out my vision. In this same manner, others should create their own Great 10 list and pursue it every day.

Many people experienced things that shape their vision. Regardless, once the vision has been thought of next is to bring it to life. If a person has not come up with their vision here are a couple of helpful tips to find your own but should not be limited to only these tips. Imagine the first subjects you care deeply about then connect that subject to your talents and abilities and produce a way you can become helpful. For example, a young man whose interests are within building housing materials and his

talent is his creative mind. His vision could be to use inexpensive housing materials or develop affordable substitutes for housing materials so the less fortunate people can own homes easier. This in my opinion if accomplished is greatness at a glance. If you find what you care deeply about but do not have the talent or ability to enforce your interest, then develop the skills needed to complete it. Another tip on finding a vision is to contemplate on your passions of life and research what has not been done or ways to improve or impact the area of your passions. There is a saying that states "A mind is a terrible thing to waste." You will be challenged at thinking but that is a good thing. Please refrain from being frustrated if your vision does not come clear in a short period of time. Seek and keep seeking if you have not found or created your vision. I believe when we search for something hard enough with a relentless pursuit whether or not you succeed, the experience and issues conquered in seeking produces a great individual.

My suggestion would include once your vision is made clear write it out on paper. This helps your brain remember and if this written statement is hung up or put somewhere where it can be seen constantly this puts positive pressure on you to carry out your vision. Also, hanging up your vision is a reminder of where you set your objectives and how your hope is in this vision. Once your vision is clear, making an outline with a timeline is good as well. The outline would consist of an approach to achieving your vision. A step by step guide that makes it simple and breaks down the actions that go toward the vision. In addition, the outline also has notes and things to remember and even who to contact. Along with who to contact other things include but are not limited to: where to go to get the information needed, how to acquire useful resources, what to do when there is an obstacle in the way. The time line comes into play so there is a measure of when things should be done, so you can hold yourself accountable for the steps getting done in a timely manner. Having a timeline is good but is also going to shape the way you handle or juggle objectives that need to become complete. After your vision is clear and the outline and timeline are completed then the transitional part begins and moves the vision into reality and is brought to life. When this occurs, this is what I mean by taking a vision and making it real. There are other ways to succeed but the approach I mentioned in general, and other methods, may be combined including or not including this to help those in their own race to fulfill their vision.

When shaping a vision or in the process of developing your own vision I set super high standards but depending on each person, others may want their vision to reflect different standards. A person simply could want their vision to be a good father or to reestablish a broken relationship or coming out of poverty to even landing a job. However, I challenge my readers to think bigger than what you are a custom to and then create and implement your own vision. What scares many people is the possibility of complete failure in the attempt to carry out their vision. No one wants to fail or be looked upon as a failure but what you do not often hear from the great successors is that they have failed miserably numerous times before their big break to success. Then I would like to also add the truth is that depending on what your vision is and the capacity of it and your environment there is a possible chance you could not accomplish it. There are measures around this I believe if a person is not able to meet their vision. I hope that as long as a person's intent is positive in their vision that it will come to reality but if not it is possible to pass on the information to those people who will come after us so they may run with the ideas or philosophy you mentioned in your writings. This keeps your vision alive even after a person's death and allows your vision to come forth through others. This, in my opinion, is an honor and something worth doing if your vision is not fully accomplished in your life time. Therefore, you are a winner even in death. Many have said life is short but I can only pray people will maximize their purpose and gifts to add to the lives of those who need it.

A person's biggest fear in some cases is that they will die and have accomplished little to nothing or that they left this earth with no vision or a purpose partially fulfilled or nothing meaningful completed. It is hurtful and almost impossible to recover from the pain in watching a living soul born and then die with no substance or impact on others in such a way that it produces amazing things. We can sometimes judge others in their vision or it is not in line with our beliefs or standards or even if they have no vision for life, we can sometimes look down upon them or consider them worthless or nobodies. It took me awhile but I cannot look at a person wrongfully or in a negative way if they have no vision or if their vision is not big enough on my scale. Logically, I see nothing wrong with someone who wants to just be there for their family and friends, get married, and vacation, then work until they retire. For me, I do not judge that standard way of living. However, I desire to do things differently. Please do not be fooled because in terms of supporting children a poor mother or father who support their children have lived a more meaningful life than a rich mother or father who does nothing for their children. Money is a force and great way to help others but money can also run out or be devalued. A person's words can stick to someone's heart and never fade. What I am basically saying is that regardless of who you are and whether you have a vision or not become what you so desire in its greatest form and do not judge those who live differently because your expectations and life are oriented in a different manner.

Developing a vision then translating it to reality or bringing it to fruition is challenging and if not careful will easily fade if people procrastinate or linger on blowing off time, which could otherwise become useful in planning toward the vision. Another way people are hindered is their lack of confidence as well as motivation. Whether a person's idea is innovative or basic, it can easily become stressful and hard if you are not focusing on the vision. What happens is that if you have an idea to become a business owner and never make a business outline or any plan, then it brings up the question how serious and how hard did you really want to start a business. A serious person about business not only makes a business outline but are raising money for startup cost and trying to contact the right people to fulfill business goals. Also, people get far then freeze up or fold meaning not following fully through on goals for any reason whether if it is a legitimate excuse or not. To fight struggles that may hold you back from your vision consider the real reason you are doing something. Is the reason selfish or is it going to benefit others or even is it worth pursuing? If things are in line with a strong foundation or purpose in seeking out vision, then your motivation should never fade but possible only waiver but never pushes you off course. You will find that simple, easy steps or tactics play a huge role in empowering or keeping you focused on the vision. If a person has a vision and even if it is written down but no time-specific accounts of when events take place it is difficult moving forward. Imagine a daily list that you wake up and see every day even if you did not do them your brain is constantly seeing what must take place for your vision to happen in a step by step process. The average person sees something so much it then becomes a priority or rather you get tired of seeing it and knowing the fact that you have not carried it out so by this you begin actually carrying out the steps will contribute to your vision. This is all relevant to the drive to become a millionaire because millionaires have a vision then they execute it.

When it comes to failure, this is often a scary thing and very emotional in regard to if you set a vision and it is not met. You have more to lose by giving up than pressing onward even if you fail again. What value would greatness be if it was so easy to become great? A person is made great while he is in the process of becoming great. Failure is not something we want to deal with but in a crazy way sometimes through failure, you become great because of what was learned through your failed attempts. Depending on your socio-economic background and race this could mean you may be challenged more

often than if you were of another race or nationality. The best things to do in approaching your vision is to become consistent and in my view relentless until your desires are met. Develop a steel thick wall to protect yourself from failure and disappointments that could negatively impact your motivation or confidence in making your vision real. I was once told by someone that if you ever get to a place of the hopelessness of feeling you are defeated to remind yourself of the good and concentrate on self-perseverance. The person who wins is the one who endures until the very end.

When it comes to the topic of purposefulness or vision-making ideas, many run from it or do not put that much effort into it. The reason is that it is much easier living with no purpose because nothing is expected of you. When you make a vision clear, whether to yourself or others a vision now you have expectations and people watching to see what you will do and if you will succeed or fail. As I stated before it is much easier to wake up and do nothing and just live and breathe with no strong pursuit of a real desire. In my opinion, everyone has something to contribute in a good manner but whether they do it is solely up to them. Also, the topic of walking in your purpose or even if it is just accomplishing a vision people are sometimes intimidated because they never were challenged to think on that subject. Additionally, a person may feel inferior if they think your ideas are much larger than theirs is. You have some who really do not care about thinking at a higher level but simply want to do regular things like just make good money, have a family, and enjoy life then die. There is nothing wrong with that but imagine if every human or even a large percentage maximized their gifts and talents to bring about positive change. This would dynamically improve the world in amazing ways. I always have believed in helping build societies and improving lives because it is something worth living for.

For a long time, I thought it is best to keep your vision to yourself and tell no one about your aspirations. There are pros and cons to whether you tell others of your vision or keep it to yourself. My experience leads me to have you think about who you are telling your vision to and if they have the character to help support you in your vision. Not everyone can handle another person's vision because they may feel inadequate in hearing your vision so be cautious of who you mention your vision to. You must be certain and share with those who are like-minded in your thinking and have similar aspirations or of the same caliber thinking. Everyone is different but if your instinct is telling you not to say anything then following it and in the same way if it's telling you to share then share your vision. Personally, I share only a portion of my goals but not everything it is up to you to make the judgments on that yourself. I often hear people say allow yourself to converse and hang around successful people who in some cases are visionaries and leaders. It is hard because sometimes you do not know where these people are and may need to look them up or send them mail. More so it is what you do on a daily, weekly, or monthly basis that brings you closer to your vision. If not, please reevaluate what needs work so that your vision is always at work and in progress.

Visions grow and maybe even change but always remember to hard and remain strong through obstacles of hardship. Holding yourself accountable and or having another person hold you to your vision may produce good results. This allows people or a person to continually check on you for updates to see what progress you have made. On the negative side, it can become embarrassing if no progress is made or if the person holding you accountable does not follow through with checkups. The choice is yours. I prefer holding my own self-accountable whatever you think is best for you is what you should do. In extreme terms imagine staying or waking up few extra hours later or earlier this is also helpful. As long as your vision is realistic and appropriate, I would all are faithful to the cause of their vision and remain



strong in all that they do and help make this planet a greater place for us all. I feel a personal responsibility to attain greatness then once doing so to share how to become great and inspire as well as influence generations of greatness. Words and the ability to transfer knowledge to another that moves someone in such a way is one of the reasons I believe everyone should adopt. I remember hearing it's not where you start but how you finish. Along with that statement in social terms, it is possible and has happened that a person is born at a disadvantage but may finish his or her life at an advantage or at a point in their life that is well respected and highly regarded.

It is my entire hope that I inspire those to make clear and straight their vision because with this it becomes a driving force so strong if you believe that it guides your life and purpose. The vision if big enough can become your life's work and legacy if influence is huge enough. I urge anyone to observe how many others have sought after their own visions and notice the behaviors and what allowed them to stand out from the crowd. Some of these visionaries were regarded as geniuses or a prodigy but I also believe that someone who is below average can achieve greatness. The key is to trigger the greatness from within and the first step starts with the vision. Revisiting what I have mentioned before and even if you do not have a vision I challenge you to take time to think and meditate what do you want out of life? I speak from experience because I never expected much of myself until I progressed in life and had the curiosity to know more about every subject always asking questions and looking up things to find out more information. I discovered things and sometimes did not believe something was in my range of skill to acquire as it may have been a certain job, intern, or social status that is respected by many. A light bulb went off, I came across and vital point in my life. I can achieve whatever I desire but only if I put my heart, mind, and soul into it. What this means is that a person gives up or sacrifices things which before held me back from what I wanted to succeed in. Many of my mind-blowing revealing ideas had occurred when I was alone. People are afraid to be alone but sometimes you cannot think clearly enough to pursue an idea until you have been alone to have created in your mind first then before deciding to go after it or not.

Visionaries often take on a lot of pressure if people know what they are trying to achieve and well many will not believe in you however they do not decide your fate. The road to greatness is simple what is complex is the execution of the vision to become great. I will discuss the execution of aspiring to become great in the next chapter, but for now, this is the sole part of a person's dream that possibly makes or breaks you. The bridge to when a person's vision becomes a reality is not always at the very end of their success but is made real through the pain and obstacles they overcome to reach the highest point in your life. I doubted myself often and never could find confidence in performing a job or duty whether it is professional or nonprofessional. Doubt stems from many things one including fear of failing. We must get over this fear of failing and looking bad among others. You would not believe how many do not achieve greatness because they believe it is not possible or it is simply that they never act on it or even if acted upon after a few attempts if failed ones a person gives up. We must become warriors and refuse to lose in this journey toward greatness.

I have come across so many resources and have been empowered and equipped to excel exceedingly that if it does not happen before my death it is no one's fault but my own and so the same for you. Many are dreamers and visionaries but do not engage in the relentless pursuit to reach greatness so this, in turn, will hurt your final outcome. To live and get an education then make money then raise a family then die in my point is average. I believe our human existence is much more than just being

average but is something much more. We all are here to uplift, captivate, inspire, influence, and excel to such a level that it is not only remarkable but groundbreaking to even world-changing. Once the vision is clear and as you work to accomplish it to make it real you are becoming or rather in the process of being great. Moving forward another critical step taking it a step further the just the vision is the execution of the vision.

## FOUR

### *Execution of the Vision*

It is common to not have a vision but also common to have a vision but no direction or guide to execute a plan that completes a vision. The execution should open the doors to lay a pathway to your desired vision. Execution is the physical action that takes place to land you where you want to go. These are your attempts and activities that you conduct that ultimately lead to your success in greatness. In the following, I will provide a basic course of action of what to do to order your steps of execution. First, you must know what is required to carry out your vision. Do you need certain experience, certifications, or skill of any sort? Once this is understood then plan to develop or increase your skills or experience in that area. When acquiring the required tools, skills, or experience, it is important you do what is required then more. If two people, person A and Person B, both desire to become millionaires under these actions they take who do you think is most likely to achieve it? Person A reads wealth-building, investing, and finance books and joins a wealth accumulating club, attends conferences on entrepreneurship and converses or even interviews millionaires to develop his plan to execute to become a millionaire in the future. Person A is trying to reach millionaire status before age 40 sets his plans to execute as the following: save 35 to 45% of his income and invest it into assets that generate more money, allow the small businesses owned by person A to make additional income to invest as well as lending money to consumers with interest, partnering with other professionals to use their money and own to buy land then build houses and charge rent and when enough of rent is collected to buy or build hotels. Person B every now and then reads an article about money.

Person B wastes time on all other things that are distractions from the direction of becoming a millionaire. Person B truly wants to be a millionaire and even tries to think of ways to get to millionaire status but often do not follow through or does not go in depth to get what is needed. What person is more likely to become a millionaire? Nothing is promised however as in it could very well be that neither becomes a millionaire but the hope is that they do. The action or execution of their plan to get to the million-dollar status is what determines if you will get there or not. Earlier when I mentioned the first step which was to know what is required to carry out your vision in this case you do not necessarily need experience, skill, or any type of certification although some would argue that but it comes down to having the heart and willingness to keep exercising ideas into practicalities and enforce ways to reach millionaire status. In this way, so it is in other ways. If a person wants to be a lawyer, doctor, or even something as a scientist what are your practices that add more knowledge or value to yourself that points you in that direction. Are you engulfed in the expertise of that certain field? Are you seeking out ways to fill gaps in the current systems we already use today? Are you making connections to your desired school of interest? All of this is part of the execution in fulfilling your vision. In doing so much as these things, you are in the process of executing your vision.

It is critical to note that whatever your motivation is that you never forget it and when times are hard your able to bring that motivation back into remembrance to spark an undying faith and courage to preserve and to keep going into you succeed. The execution part of your vision could encompass just you or to achieve it other who are like-minded are brought in to the picture that is up for you to decide. Regardless of what it may be, always continue, even if at first you fail or to the extent, you keep failing. It is possible that to perfect your execution you must sometimes fail at one thing to allow yourself to explore another way to accomplish your vision but all still remains the same in the overall solution you want. Once you know what is required to carry out your vision the second step is to position yourself to achieve those requirements. If you already have met the requirements, then you would design a way to advance yourself in that particular area at such a level that your ability far exceeds the average person.

To continue on to execute a plan for your vision after knowing what is required to obtain it now is to equip yourself. Through equipping yourself, you allow yourself to meet the expectations or qualifications of your desired vision. When a person equips themselves, whether by gaining knowledge or through material manners, this increases their chances of carrying acts out that support vision. This part is essential because a person cannot execute their vision if not equipped. What this looks like is let us say a person's vision is to reduce violence and the crime in their city. So, in the first step stated earlier in the chapter is to know what is required which in this case no degree is needed however education on the subject and resources are important for this vision. At this phase, a person now equips themselves by researching general violence and crime. To take it a step farther by examining it in their specific city of interest and observing the factor that triggers violence and crime. Once the triggers are known, often local police already know the biggest triggers for violence and crime in their city, now you can see what has been done in the past and what is currently working to control crime in similar cities to see if there are solutions that fit. Next is to put your solution into practice and have a way to measure if your actions directly impacted the decrease in crime and violence in your city of interest.

Solutions that may or may not have worked include support groups that provide ways to avoid committing crimes and causing violence, improved police-and-community relations so citizens out of respect act as a aids to ensure an environment with less incidents per month as well as annually, or even have sponsors sponsor lunches or dinners that brings employers and hungry job seekers so jobs are made more available in that the theory is if a person is employed full time the less likely they are in committing crime or performing a violent act. This example shows few ways this person would equip themselves to tackle their vision. There are still numerous ways, in this case, a person could become equipped and should not be limited to these examples. In a way, you become stronger, and you are positioning yourself well to succeed and make your vision come to reality. Also, through making yourself prepared for your vision, you are showing you are serious. Many people will have a vision but never act on it. Therefore, the ones that distinguish themselves are the ones that plan and equip the knowledge and resources together to establish their foundation and roadmap to pursue the vision.

When making sure you have the right knowledge or resources a good way to start is to learn the basics of what is needed from you. If certain skills or experience are required, make sure to master them and invest in yourself the most. When you invest in yourself that could mean anything but for now generally it means researching, planning, and acting on the plans you outlined all the way until your vision is complete. I can say with great confidence the best decision a person makes is when they invest in themselves. Generally, when people invest in something the investor is expecting a good return or

outcome. So, in this manner, you should expect a good return or outcome from investing in your own self. The good return or outcome could be a higher paying more fulfilling job, trade skills, or something such as an idea that stemmed from an experience, research, or even experimentation. When a person puts time into themselves and pursues as hard as they can to become great in a particular field or chase their vision success is often determined by the preparation work. Apart of preparation is the investment in you from you. Ask yourself how many books or sources have you read about materials that play a role in your vision's success? Are you discussing these topics with experts are those who are already where you are aiming to be? As each day passes are you acting on things that bring you closer to your vision? Are you holding yourself accountable? Are you making excuses? Are you staying on track? If you find yourself stuck or in fear, then you must find out a way for yourself that will allow you to overcome this obstacle, so you do not remain in the same place motionless. As you make a way to overcome whatever may be holding you back its necessary to understand you may struggle and worst of all fail in trying to equip yourself but since when is becoming great been easy and something that everyone will achieve .

Foolish people do not prepare nor equip themselves. Wise people prepare and equip themselves. As you continue on this journey for your vision and to make it real through the execution of your actions, it is critical to know that the timing may be longer then what you expect. I assume like most people they want their success now and not later. This may or may not happen. It is important to try doing certain things quickly but be cautious because haste can lead to waste. It is possible that a person's vision can be premature or not fully thought out. So, in this case, if a person goes to fast it is possible it could lead to disaster, severe losses, or chaos. In equipping yourself with whatever is needed to fulfill your vision, please make sure you let your vision develop healthily and maturely to avoid anything bad happening. In your approach to equipping yourself as a means of executing acts be patient and let things come into place or position smoothly not roughly or forced. Imagine a person who wants to start his or her own business but they need certain certifications and or license that may require a test.

As the person begins to equip themselves with proper qualifications and license to start a business they uncover on average it may take up to two years before they can start so they trying rush through it in a year and create a disaster. Assume this person rushed through it in a year and did not fully understand material then it took them two or three times to pass the test. Each time up until the person passed test cost them money so they blew money on the numerous test attempts when it could have been a more probable chance they would have passed the test had they not tried to rush through subject material relating to the qualification and them getting equipped to start a business first. Some may go through it faster and still pass but before jumping the gun make sure to understand your own strengths and weaknesses before deciding to finish something faster than normal. I believe it is best to know yourself and know what time period is realistic for you in your process to achieving your vision while equipping one's self for that. This is a lesson to take seriously in your journey and ignoring this could result in a bad experience.

As you execute your vision by allowing yourself to be equipped, it is a good thing to find advisors or experts in that field. These people may be hard to contact but with reasonable consist attempts you may end up getting a chance to ask questions and have them critique your game plan for success in others words your vision. It is always helpful to speak to others who are familiar in the area you are interested in because this will expose you to more information and possible resources that could play a role in your success. Also, if people are not responding after you reach out, try others. There are good

sources online and perhaps writing an email or calling their offices or sending regular mail. If you are new in a subject that you are trying to learn more about a part of equipping yourself is to know the bare minimum about your subject of interest. I look at it as the bare minimum is the basic information. The advanced knowledge of your subject of interest will come later but first, know the basics. To go a step further do not just only know the basics but master the basics. You may or may not have known how smart someone can sound using basic information. As you continue on you will see how making the connections will become beneficial. In this case do not be afraid to talk to people. Regardless of what route you decide to take toward your vision always know that this phase when you equip yourself can be the make or break moment for you. It all comes down to how hard you seek after it and what you are willing to do and sometimes sacrifice to obtain it.

To advance your vision and to begin making it a reality knowing what is required is critical as well as the ability to equip yourself with what is needed. What is next is making the connection or contact to the source or resource that is your target. I must note that the first initial contact or connection may even yield little to no outcome but it is good to establish a method of firm communication with whatever or whoever that may add or contribute to your vision. A basic system I use is the three-layer communication or connection point layout for introductory to even a more advanced form of communication to a constant approach to building relationships with others most often professionally. The first layer or connection point is to know what could possibly be gained from the initial contact of the target source or resource and what should be said or done to get the attention or acknowledgment of person or organization you may try to contact. The next thing to do is to act and reach out.

The second layer is to after making the first point of contact, regardless of whether there is a response or not, to make sure there is something that could benefit the receiver of your message. This beneficial thing to the receiver could be a good laugh, an interesting insight of their interest or anything relevant, a professional sketch not too long but concise that can be tied to something similar to their professional background. I also must add while making continuous contact or attempts to do it properly and not overdo it or bug others. Additionally, it is critical to master following up with the things people are reaching out to increase the chances of a reply and or to acquire valuable knowledge that is to be used for the bringing to the reality of your vision. Also, master follow-ups with others, another good practice is to maintain the relations of these parties so that if in future something of interest comes up that may require their partnership could be worth doing.

The third layer or connection point is communicating your ideas or vision to others to see if it is in the right fit for them to add to it or it might be better some do not help as in could not act as a something good contributory wise. This step is optional but your choice. This three-layer step is good for anyone desiring to have their vision become a reality and guides you through the ways to effectively use communication to reach targets. The connection point is essential or also known as “making the connection” is geared toward the ability and skill for someone to place themselves in an environment to have ties with sources or resources that can potentially aid in the execution of a person’s vision. This is the whole idea of this concept and three-layer approaches. Communication and how we handle communicating with others I think is one of the biggest parts of personal growth and will sometimes determine how far your success ends up. To extend the importance of communication sometimes, it is what will lead others to the road that is meant for them, and if communication is bad, it could possibly lead to no progression or even misguide you. If someone’s vision is to establish a marketing company that

builds the brand and promotes businesses operating on tight budgets, it is likely to become difficult if there is no business model or strategy to obtain customer info and any relevant information that would impact customer satisfaction. If the communication is good or shows a way for the marketing company to have intel to communicate to customers innovative ways there implementing systems to add to their customer experience this could retain the majority of customers and lead to potentially higher profits in the future. Here the right connection is made when the strategy to enhance systems is displayed to customers in a form that shows them clearly how our business services will help increase the value of their own business. The effect of this leads customers wanting to continue doing business with the marketing company.

I do acknowledge that even if marketing company did not communicate to customers about new improvements that there is a chance, it would not matter and the customers will either stay or continue doing business with them based off of their own decision-making process. We could look at communication in different forms. Let us say before this marketing business is made official through planning and legal paperwork that its business practices are legal but closely resembles illegal practices. When everything is filed and official citizens as you are hiring people to work could think your business is not legit or not worth working for. As for in this issue effective communication to demonstrate your business practices are in fact legal with sources to prove it citizens now are more considerate of working for the marketing business. The three-layer approach or connection points mentioned earlier in this chapter were general. However, all or some parts can coincide with areas to the perspective of accomplishing a person's vision and bringing it to life. For example, like the marketing company could have been structured in the beginning from just an idea but then put into action with the concept of "making the connection." Imagine an entrepreneur contact local businesses with their marketing services and know what could be gained is profits and revenue and a chance to serve the community as a supporter of small business.

Moving on to getting the attention of business owners could be trying or attempted by basic sales model in which a sales rep hunts for new business for the marketing company. The attractive part and how to get the attention of them is simply and to offer marketing services that are affordable and fits in the budget of the small business. In this, the benefit for customers is that they get their own business or whatever they choose marketed to achieve their own personal agenda. After closing, business deals with customers possibly try to upsell them or also aim to get them to continuing buying from a marketing company. For the many no's to the service or product offered try to follow up with them in a couple of months to see if anything has changed or that they might reconsider and begin using the marketing services. As relations build with customers continue to make quarterly checks ups or if too many customers annually might better fit the checkup period. The third layer in the approach I suggested is optional but does not have to become carried out. This three-layer approach to communication should not be limited to this example only.

Consider another example of an undergraduate student aiming to get into medical school. The first step is to know what is to be gained from entering into a medical school. What is gained, I am certain the high possibility of jobs waiting for them when they finish plus job security. Also, what a person needs to do to get the attention of medical schools is the standards making good grades, extra curriculum activities, volunteer work, etc. Extending it a bit more is to have a real reason you are interested in medical school idea of saving lives and preserving life and protecting people from sicknesses and

diseases. Also, by intelligence if a person persuades a medical school that they will benefit from you being in their school it is highly likely you will get in upon you have taken care of other factors that determine admissions like the MCAT test and scoring well on it things of this nature. As a part of the first as well as part of the second layer of communication approach the medical school would benefit off of the undergrad student attending their institution can be placed in both phases. This is what the undergrad is offering to the potential medical school he or she desires to enter into. This communication is critical because all people desiring to attend medical school must complete application for school and communicate to them their interests, background, character and much more. Some could even go as far as saying that this is a form of marketing yourself to medical schools for high chances of being accepted and made officially an enrolled student. I believe medical schools produce a standard of what they accept as students and then views applicants that closely match their standards. It is the exact same with corporate America they have hiring standards and then search for the best fit. So, in the case with the undergrad seeking to go to medical school with the basic three layers communication or connection points approach will help land this undergrad into medical school.

After a person makes the connections what occurs next is for the person to market themselves well enough to be professionally presentable. Marketing yourself is the key because this allows others regardless of the audience to view you in a unique way. A few points to demonstrate that a person can market themselves well are all of the following:

- Dress the part
- Become or continue the consistency of your marketing approach
- Always be prepared at any and all moments
- Stay positive even when you have made mistakes that hurt your marketableness
- Recover quickly and wisely from missed opportunities
- Create and maintain professional relationships with recruiters, hiring committees, and people who are deciding factors on job, school, or any group or organization that play a role in accepting others

All of the points listed previously are critical and impose crucial factors on the marketableness of an individual. There are always more things a person can do to improve the ability to market one's self. For now, I have compiled five points to illustrate the effectiveness of marketing one's self if you abide by these points. First, dress the part means to have the proper attire for the right occasion or opportunity that presents its self. Mostly, when the phrase "dress the part" is used people tend to associate that with business attire and professional dress. In this case my dress the part is not limited to only professional dress but is contingent upon what environment a person is entering into. If the environment a person is entering is business, then business attire is appropriate. However, if the environment one is venturing into is non-business related then adjust your apparel or dress to the norm of the setting you are entering into. Business does seem to look very good even in settings that do not require you to wear business clothing but go with whatever is fitting for the place you are headed into. An extension of the point to "dress the part" also refers to the notion to prepare for a particular event. When dealing with clothing let us say a certain event only a certain type of clothing attire will be allowed so to get in the event you must match the dress code outlined by the person or people that developed the rule. In a similar way, it is necessary to dress or in other words prepare to become admitted into the event or the event as it represents your

desired destination. An example is if someone's desired destination is to achieve financial independence and no longer a slave to the American workforce system then there are ways to dress yourself to obtain financial independence. Once again as a reminder I am not talking about physical dress in this example but simple dress as a means to prepare yourself. So, to attempt to reach financial independence a person will dress basically prepares to accomplish it through setting in motions actions that bring you closer to the end goal.

What a person would do is many things to prepare such as spending less and saving more than placing that money into a resource or pot or account that builds more money. Other ways a person would prepare is thinking of ways to increase income as well as have numerous income streams and have at least 60 % to 80% of income going toward assets. In assets, I mean anything that generates more money and puts money into your pockets and not take money from your pockets. Also, in continuation of ways to prepare is having a tactic to pay off all debt as soon as possible and get into the positive net worth side of the equation. These methods are not absolute and will not guarantee the person will obtain financial independence but it does guarantee that the person is preparing for it and focused on making it happen instead of letting things linger on with no practical action.

Secondly, when I mentioned become or continue the consistency in your marketing approach I mean whatever marketing approach is best for you to continue on doing it. I look at marketing as how people see someone and what they are left thinking after seeing you shortly or over a long period of time. If someone loves to wear nice and stylish clothes, then that possibly will become viewed as a positive thing, and people or an audience is looking upon that person of good quality in their selection of clothing. Imagine this person who wears nice looking clothes offers to help others choose a style of clothing wear that looks nice and fits the interest of the person being helped. In the event that this happens because people already know and have seen the individual who wears good-looking clothes they are more positive in either letting that person help them or even if they refused help they will still have good things to say about how well the person physically dresses in public. I go on to make a point of if a person dresses nice as a way to market themselves then continue doing it. On another note, whether we agree with this statement or not I find that we are always marketing ourselves even if we do not always recognize it. Imagine a regular day to day of a person who does not groom him or her selves nor cleans behind themselves. I admit that sometimes how people look and behave are not always a reflection of their character but in a lot of cases often that is sometimes true. So, by someone not taking care of themselves through personal grooming and cleaning up behind themselves spells out a bad practice of them or habit. Returning to the basis of becoming or continue the consistency in your marketing approach I believe how you market or show yourself to others is important in executing your vision. I would also like to use the term "image" and match it to my point of marketing yourself.

A person's image is what is being marketed and how others view you from your own actions and livelihood is major. Other peoples' views do not define a person because even the sweetest and nicest person will become hated by someone even if they have no reason to hate them. However, my point is that building your image as you market yourself through your life is essential as it opens doors for you to accomplish your vision. Let us use as an example an independent certified mechanic who always charges for his services less than the commercial price ratings and ensures consumers if service was not satisfying then additional work will become added at no cost. Additionally, the mechanic offers incentives and rewards to showcase the gratefulness of his consumers as well as shows he is more concentrated on



service rather than profits. This mechanic's service and willingness to carry out such big activities are most likely viewed as generously attractive and in doing such this mechanic has shown the public and his consumers he is worth their business. This was a simple but remarkable example of one of the many ways a person markets themselves. In a business sense, this is beneficial because consumers save money on mechanical services and get more than what they are paying for and odds are they will continue returning for more services because of their level of satisfaction is high when conducting business with the certified mechanic. Along with what this mechanic is already doing plus his consistency will inevitably lead to long success especially if his vision was to become a mobile independent mechanic while eventually retiring early then starting mechanical shops nationwide and trains others. A portion of his vision is becoming fulfilled through his work now and as he stays consistent with his marketing approach his business will grow along with his reputation to attract other consumers. There are other ways in which a person can show or market themselves.

Other ways to market yourself include but should not be limited to listening to other peoples' issues then supporting them through tough times, hard working as well as being the team player, showing an eagerness to grow, learn, then mature, volunteer, and honest community service. We all market ourselves and practice it every day ranging from just a trip to the grocery store and helping out an elderly woman with her grocery bags that are too heavy or even aiding an elderly person crossing the street to giving free hygiene supplies to homeless people in need. There are countless ways to market yourself and in a variety of settings. Also, even if you have mastered how you market yourself and present to other a mature and well-rounded person always seek more ways to improve and advance our personal brand. As in personal brand I am referring to image and the marketableness of yourself. You may be surprised off of how well a person carries themselves how far they make it in life through simple but effective ways. Pointers for those who have a troubling pass it may seem more difficult to get ahead but if your pursuit is relentless enough in advancing your marketableness in a healthy way, then patience is the key. Patience is necessary all while you reach a point where you are trusted and revered as a person who changed and now are of good character.

The last part of the cycle or rather approaches to executing your vision after conducting the previous actions now it is time to perform. I use perform as a term that in meaning someone successfully acts on a task whatever it may be and does a job well done. If someone desires to become a rapper and then their moment to showcase their talent comes they must perform in a way that is great so that their shot to move up in this career is opened. What music producer wants to hire or give a person a record deal to a rapper that cannot perform? This will not happen unless you show your worth investing in. Therefore, an individual must prep in advance for your big break or opportunity. Preparation for success and for your vision is a part of the equation now we must perform well once our chance comes up. It can become difficult to perform in some cases because there are various environments that are hostile and negativity affect one's performances. This, however, should not discourage people from advancing.

As crazy as this may seem a rapper could be skilled but cannot handle large audiences at shows or even have stage fright. It is important also that as we execute our vision when it comes time to perform that everything is already in place. Like people do mock interviews to prepare for the real interview there should be a simulated way to mimic the environment you are most likely to be in when your performance is expected. So in the case of the skilled rapper unable or has a hard time in performing in front of large crowds he or she needs to place themselves in that environment before the big break, so they are able to

handle performing well when it is their time. The point is that regardless of what your vision is to make sure to submerge yourself in the environment closes to what the settings will be for when it is time for you to perform. This is essential as it will demonstrate a scale or readiness and what you may need to fix or improve on before it is your time to perform. I will acknowledge that even the closest environments your ideal settings of what it will be as you carry out your vision know that it is no full guarantee you will perform well in real event compared to the simulated event. The reason is that the real event is something that can be mimicked but not fully represented in its entirety. Soldiers prepare for war and run drills and practice and even participate in war-like scenario simulations. However, that is nothing compared to actually being on the frontline during the actual war. In this same way, I believe one can prepare as hard as they can by simulated acts which are better than nothing but the real thing is on a whole new level.

When a person's time comes to perform it could very well be all or nothing. Those types are rare but can occur. Most cases or something as simple as a man having the vision to become a world-renowned political activist and advocate for social change in his particular area of interest thus doing so he must be able to perform. In this manner performing is but not limited to reaching large populations to communicate his message and create an effective action plan to bring about change, recruit those who advocate for the movement of desired social change, and challenging legislative leaders who make law policies. So, his preparation would be during the research and exploring ways to best reach his public. The performance or him having to perform comes when he is center stage and has to persuade the public why this social issue matters and why they should care as well as start to get politically involved. This man with his vision to become a great activist is tested at settings like rallies or town hall meetings. At this opportunity where people are gathered if his message is sticking with the public and the public is joining together to push the agenda of their movement then this is a huge success, and a start at reaching his world-renowned activist status.

It is not easy but some people become a great activist but when does a person reach greatness status? This is hard to say but greatness reaches pass the average person or average activist. So, everyone has a beginning point, and no one becomes great or in this past example, a renowned political activist instantly. In this past example, he may have to be ordinary at first before becoming extraordinary. I like to look at this in stages, and different scenes occur that lead up the biggest scene which is a person's main vision. This man after starting at the beginning stage then advances to a higher status of activism by expanding his message to more people in the millions but also having others be on board with supporting the overall social mission. When your brand or movement is known pass the local setting then national unto international than that by far is greatness in the making and he is on his way to accomplishing his world-renowned activist status.

Performing is like the icing on the cake or the thing that seals it making it a done deal or even a maximized effort to land potential opportunity for success. Performance is last because outlined in the prior sections explained the approach to executing actions that propel a person's vision. The workup is preparation and performance your moment to shine, or some would phrase it your chance as well as opportunity. It is expected that some may fell to perform when the time is right so then what is there if a person blows their chance. It is not easy but it may take numerous attempts to get your performance at a level that is exceptional. The biggest thing is to not grow weary from failed performances or tries. The largest thing or fear that people have that hinders them from success his fear of failing and being embarrassed. Well, what person in history has become great without taking risks? I cannot think of any

because all the big-time names at some point they all took risks. It hurts to fail. Failing can discourage many. However, if a person reaches a mental state in which they believe their purpose and desire to make their vision real is greater than the number of times they fail or potentially could fail then they will succeed. It not easy to reach this state of mind but there are ways to help. Have a reason for what your vision is that is stronger than just because I like something or want to explore something. I feel a key role in success and in performing is often confidence. You gain confidence by knowing your area of interest down to a tee.

Whatever your vision is we must become confident that well succeed. Faith in the Bible is mention in a way that a person believes in something to happen even if they may not able to see it all now. When you want to become a medical doctor but get denied admission from all the schools, you still believe by faith you will become one. If you desire to make the next best innovative technological devise but no one sees it being useful then keep believing you will make the next greatest piece of technology no else has seemed or dreamed of. When you start a business and if it fails still believe you will become a successful business person. When everyone gives up on you still believe you can make your vision a reality. It is a hard truth but sometimes pain helps a person to succeed, which can be in a form of a failure. All in all, it is important that once the vision is created then planed or written on paper that we pursue it relentlessly and do not stop until it happens. The execution of your vision is critical because this is the bridge that one crosses that brings your vision to reality. When your moment comes what will you do? Will you seize the moment and get out of everything you wanted or will you let it fade away into the darkness? Your vision can act as a powerful tool for yourself to reach greater heights and travel to places you never knew existed. Your final piece in executing your vision is performance. I cannot say this enough but your performance sometimes dictates your vision's progression. Good performance can make your vision's pace steady until maturity. Bad performance will delay and in some cases, make it harder for a person to achieve their vision and so much more in life.

## FIVE

### *Importance of Education*

Education is the backbone of a person's success as well as the force that propel a person's vision. All of the great people who were leaders in their time and even now have obtained the proper education. Education in most terms is becoming knowledgeable in one or more areas of study. Education does not have to be limited to the traditional way of higher education or anything beyond a high school diploma. It is any form of learning that is effective in increasing a person's knowledge about anything of their own interest. An obvious way of attaining an education is what many do, which is to go to school like a college, university or any such educational facility. These facilities usually offer degree programs and others certain certifications in a specific field. Regardless of what education endeavors you choose it is critical because the knowledge you acquire is what allows you to implement your ideas to practical actions in the real world. Also, education is not only traditional institutes but could refer to gaining or enhancing trade skills or anything that is used as an asset to generate wealth.

Some would say that education is the trigger that ignites a movement that explores limitless theories and testes numerous ideas to uncover and find the truth and improve our livelihoods. Access to education has been made more available, and opportunities for professional growth are at our finger tips.

The question is to figure out what educational pathway is right for ourselves. Furthermore, we should find out what educational pathway is appropriate for our vision's success. There are many roads to a solid education. Choosing can prove difficult. It is worthwhile to find the education that is most closely related to your vision and often time your vision is sometimes also your passion. If a man or woman's vision is to have a family restaurant in locations all over the world, then education in the food and business sector is the no-brainer here to seek out. For activist seeking social change, political science or sociology would benefit their vision for social change. For this particular case, it is helpful to have the education in those social areas but there have been those who had no social education background and did well in the social settings. The point I make is that it is great to seek out opportunities for education that is related to your vision however if you have already completed your education and have moved on maybe discovering new interest then exploring the new interest is fine even if your completed education background is not in that area. This is normal. It is as easy as someone majoring in music in college then later in life pursuing a career in law enforcement.

A person's interest may change over time or stay the same. The most important thing is that we understand and see our big picture. The big picture is the tough question some may avoid because some do not know the answer to the question I am about to ask. What is it that you want out of life? Many have figured it out others are still searching and although this may sound bad but it is the truth while others never figure out what they want and go to the grave never knowing what they desired or wanted most out of life. Some people mature faster than others then realize what they want in life then pursue it relentlessly. Others just live life day to day they work and some start families. I think a person's life goals or vision and whatever education needed to advance their goals or vision is what people should seek out in life. Additionally, I feel there is much more to do for ourselves and for those around us then to live a basic life. I wish and hope that above all things that everyone prospers exceedingly educationally and achieve their vision. A world full of extraordinary people was we all are considered great for our contributions to our families, friends, and societal impact. Success is the results of preparation. This preparation occurred through our dreams and vision as we educate ourselves to break boundaries and do amazing things in life. Education is like the "Do or Die" phrase. If you pursue education which is not limited to traditional standards we do well for ourselves. However, if we do not pursue chances to educate ourselves, we die educationally. The only hope for revival is through education that is how important its value is.

Education is so critical that some race's great elders or grandparents gave their blood for the future of immeasurable possibilities while other races fought to maintain the power of society but controlling the education of others and catapulting their own kinds for far gains. On a different note, the culture of employment is heavy on education and experience. People often advance their careers faster than their peers due to their personal abundance of education as well as experience. Education is regarded as power in some cases. Many have channeled this power from education to control their personal situation and thus create their own bridge that they cross over into exceptional success. The biggest stories we often hear in the news or by word of mouth is exaggerated but would put the spotlight on the homeless person who overcame their homelessness to become a millionaire. What needs to also have been said is how they used the education they either previously had or newly obtained to forge a successful path for themselves and rid themselves of poverty. The education used from this experience may not have anything to do with actual educational facilities the homeless person may have started reading business and entrepreneur books that guided his education. Although a person may not have had a

degree, their education acted as a trigger for their success and vision. Also, in previous example, even if reading educational books were not involved in homeless person's success the person knew enough education to make their first steps into action while in the past deep down the education may have already been there just had not been put into action. When you live and grow in life you encounter intelligent philosophes or ways to life by that admirable people speak of. One thing people often say is that your education never stops. I agree with this statement and believe we all continue to learn whether intentionally or unintentionally. It is because we constantly learn that opens our minds to the endless imagination.

Our imagination may become the final product produced by our education. From another view, our imagination may have already been there before education, but afterward, now our imagination takes on a real form. Imagination or our vision comes to life before our eyes. Moving on to say, I know that the illusion of education is not for everyone to me is a lie. Education is not for everyone. However, I do believe that one form of education may not fit everyone. There is a form of education that is for everyone but not all are able to learn from the same forms of education made available to them. Many take the traditional form of education and go to colleges and universities. Others may seek trade school educational opportunities while another person may seek to enter the military. There is something out there for everyone it is the manner of searching a finding what best fits you and your desires of life. Education has its economic advantages.

One economic advantage of a decent education is having a good geographical and socio-economic status. If your education lands you opportunities to generate a good income you can afford to stay in areas that are safer and often less violent. This is beneficial and may lead to less stress and enable you to have access to other networks of people in the neighborhood or their network of people. It is likely that those in your areas are just as successful if not more. Peace of mind also is something one may have if their education empowered them to become financially free and now there are no worries over money because their income streams exceed their lifestyle and expenses even when they are not working. A second economic advantage of education is when skilled workers perform well this brings more business to cities and towns which allows an area to produce more resources that help improve their economy. This could result in better schools, shopping centers, and community centers for the public's interest. Education helps one to become skilled at one or multiple tasks, and now you become an asset to yourself and your surroundings. There are numerous economic advantages and education has and will always help to enhance our knowledge and skill set. When it comes to education, a person must desire it fully and stop at nothing to obtain it. Education is like treasure and you are the person hunting for it if you have not already acquired it. Even when you are done with education in the form of a degree program education still continues. Some already know but for those who do not understand the impact that education has on a person's life they must first understand it then they can then organize a way to get it and use it for the betterment of their own life.

Education is critical to a person's portrayed success but within it what is equally as important is to maximize your educational pursuits. Imagine a first-year student, called "A" for this example, in college who just goes to class then back to their dorm and that is his entire routine all the way through their senior year but did not really do much other than just attend and pass classes each semester. We can assume this student did community services every now and then and maybe even had an internship. Regardless let us compare first-year "A" to first-year "B" college student who does the same plus more.

By more, I am speaking of first-year “B” becoming involved in college clubs and extra curriculum activities, career fairs, conferences, political events, study abroad or anything that pushes you to succeed at a higher level than the average person. The greatest of people who have contributed the most to society have all one thing in common. They invested in themselves. Generally, an investment into something usually means the investor is expecting a decent return. From this view, the investor does not always have to be another person. The investor can very well invest in him or herself. How this is done is simply by adding experience and knowledge to yourself about a particular area of interest. The single best investment one can make is to invest in themselves. This investment in yourself includes your education and the valuable information you gather can be put into practice in your life as you pursue your own happiness. The idea is to not only dream but to chase it with good and appropriate action leading you right your dreams. A part of dream chasing or at least having a vision for greatness is taking education seriously and maximizing it.

Maximizing your education could also mean more than the example that I gave you. If you are in class and a semester’s class only teaches from chapters 1 to 20 but there are 30 chapters then when your time allows it why not read the other 10 chapters and improve your knowledge pass the condensed scope of the lessons taught in the class. Going a step further what is the use of knowledge and information if it is not applied to our lives for benefits or for a better way of living. In this manner, let us become the best of ourselves and learn trades or ways to resolve conflict or issues. Often through education, it empowers you to think, learn, observe, analyze, interpret, and solve. With education, it is a tool equipping us to perform marvelously and enhance our environments. The difference in a person who has education compared to someone who maximized their education assuming both of them has similar and equal educational opportunities the one who maxed out his education has the wealth of intel and even connections to achieve success abundantly excel at unimaginable levels.

There are many things that can hinder a person’s growth in regards to maxing out their education. These obstacles can become intimidating its best to develop ways to stay on course. Let us stick with the example of the regular undergraduate student who is just going to class and does not really do much in any other types of work. This student is becoming more interested in global awareness and believes his participation in global program aboard would expand his thinking and logic of challenges he faces in internally and externally. He notices that in his attempt to pursue international opportunities that cost is a big factor so he now has a challenge that may prevent him from this endeavor thereby hurting his pursuit of maximizing his undergraduate experience. I am not discouraging this person to stop and quit but finding an affordable opportunity is critical because you may not get the dream chance of whatever your maximizing educational goal was but it is still ok to get close to it or have an alternative that is relevant to your originally desire. Mentioned a moment ago the student faces financial challenges and still has a few options. One option is to seek scholarships that support global education and raise money yourself. It is simple but not always easy because you may encounter many no’s before you get to the yes’s. Timing is important to you may have to plan years in advance, or if you are pressed for time, you may have to become creative to fully accomplish global education desire to help maximize your learning.

Another option is changing to a study aboard that is more affordable. What holds people back is their own self in them thinking if something is possible for them or not. So often opportunities are blown because of those who do not seek them out or take advantage of them or even over-looking what is right in front of you. There is no one single best way to tackle your issues whatever it may be in that you are

freeing yourself from forces that hinder you from increasing your intellectual prowess thus your education. Going away from this academic example let us see how another scenario might play out in one attempting to maximize their education. Let us take a high school dropout and or a convicted felon who is struggling in and out jail but reaches his breaking point and has had enough. Let us assume two types of behavior from this one being he still continues his life of crime and the other he changes his life to become a productive member of society. I do not in any way condone living a life of crime but if he continues to do so the hope may come from education in that it provides a way out of the life of crime he so commits to. Depending on the length of your time or demand in jail or prison educational programs may not be available if they are to pursue those are great ideas. If for whatever reason a person or inmate is not able to seek educational programs while an inmate talking to case managers or filing a grievance may help. If all ideas and actions are to become exhausted what is also nice to try but may not come easily to everyone is to self-teach yourself about a certain subject. Although this is easier said than done it could become useful to you in developing your own skills. Books are available while you are an inmate chose genres or topics of books closely related to your interest. Jails and prisons do not do well overall at rehabilitating and recovering inmates so they are better when they are released. Regardless of laws already in place to prevent discrimination on felons when they need employment, business and entrepreneur books, classes and other resources should, in my opinion, be mandatory for felons in their recovery and reentry back into society.

The other assumption from this scenario is that the inmate changed his ways and decided to leave his life of crime. In a sense that he does this there are things that should follow after his decision to live crimeless which includes much, but for now, education should play a role in his new life. As times are changing and with it, the dynamics of the minimum expected educational requirement for most average jobs employers are leaning toward wanting more higher education professionals. Since this man has dropped out early in his younger years starting from their and getting a GED would be beneficial. What if the guy does not have money to become a part of the GED program and there are no career advice facilities for him in the local area? I will acknowledge the circumstances here are extremely difficult and even worst when there is no support by family, friends, or shelters. Regardless the issue remains, and a suggestion is really how bad are you willing to tolerate hardships and preserve to change your life in full. Many desire better lives but become discouraged after little or a few attempts in the right direction, and they fail. From all that I said before about this gives obstacles suggestions or starters would be to find a way to at least contact educational or staffing centers to help provide money even if a little while you are aiming to improve your life. If you cannot travel, there may be a way to call these educational resource centers and develop relations if not fully able to go in person. Also, online access to resources is unlimited and may be time-consuming but the surplus of knowledge and wisdom online is useful especially if you are striving toward a new lifestyle. The important part is to make sure your environments are positively focused and not bad influences of things that pull you back into your old criminal habits. My most favorite and liked suggestion is to read, read, and read some more. Altogether, if this inmate reads more on the go, he will uncover ideas and ways to get things going faster from him on his way to his new lifestyle. Let us not just read only but act after the things we read to enhance our lives and learn as we go

The bread and butter or in some cases the most critical part is creation. By creation I mean after during or after education one decides to act and create, modify, or improve systems or mechanisms in some form or manner then profit off of it. This is what makes us all uniquely designed in that we have the power to accomplish amazing things in life but it starts with unlocking the potential. As this potential is

unlocked and you began to unravel where your place is in life the next thing to do is figuring out how to apply education to practical means to attain desires and goals. The example I will use is sensitive to women so please for all woman readers try to understand my logic. Women are often victims of abuse so I use this to bring awareness that it is not ok to harm in any way females. Imagine a woman who experiences a series of brutal physical and emotional abuse but develops the power to overcome and understands that her knowledge and life events will act as an escape for other women who have are currently dealing with abuse. How this woman could bring to life a movement that disrupts the bad acts of men or anyone causing harmful abuse to women is by organizing a social group with a social construction to expand to all areas and develop a presence even overseas.

Here I assume the woman is educated with a college degree in health science but it would not matter because anyone could pull this off. After overcoming abuse, she has the burning desire to reach others, so she begins to read the effects of abuse victims and methods to reverse any negative effects caused by abuse or at least allow victims to not allow their experience to stop them in life. How this woman takes education and makes it practical for a cause is by like earlier organizing a social group with a social construction that models to first to identify victims at a greater level, reach out to them, and provide support and resources.

In practical ways the setup at a closer glance would be first assembling a team then once team is formed developing posters, guides, and flyers to promote the cause as well as deciding on a location to meet even if it is not the best of location this is scenario assumes the phase is at the startup level. Secondly, developing or using current methods to identify female victims of abuse. Lastly, outreach with volunteers and other supporters would not guarantee victims would be open to getting help because research has shown that many victims close other people off but extending the invitation is creating more opportunities for a woman of abuse to get help. Once the women who do decide to get help it is best to have an environment ready for them to support them as this would likely encourage them. This is according to who that environment would want to be setup. Imagine a woman gets the invitation to get help with abuse experiences then she arrives at the location and the design is the first meeting with a specialist and or counselor and then meeting others who have made the same decision to get help and see that the resources she came to are effective. Also, another design could be creating online private forums where people are anonymous so women, if they are not yet comfortable, can ask questions and have certified counselors as leaders giving advice and help. Once momentum is gathered expansion plans are also something that should take place as time and the success of the movement grows. There are already women movements out that exist for this cause and getting connected with these movements also would empower further growth or if creation is not something a woman would do joining up with already established movements are great to expand the awareness and resolve of a woman who encounters abuse. This here is small example of how someone can use education or experience to create or join movements that support a cause.

Another example would involve a male high school dropout. I assume this individual is struggling to find work and opportunities to enhance life and reach financial success. After while this person decides to go to the library for large amounts of time day end and day out and read books on success, finance, and entrepreneurship to uncover a way out of poverty. Here is the trigger that unlocks this person's potential with the more knowledge gained this person starts to believe more in themselves. In the books, he read it talks about successful habits, self-starting businesses, and wisdom in creating and



growing wealth. This person puts together a plan. First, this man conducts research then creates a business in particular one that offers solutions to do independent research for companies and compile relevant data to help them make conscious business decisions to grow sales. In first-year this man only makes a couple thousand dollars from service but in spite of short-coming, he decides to turn this low incoming producing business into another opportunity. He writes a book about what not to do when starting a business, mistakes to avoid, then self-publishes it and sells his information. Also, to promote book the person gives free speeches at community events to grow larger audiences. With success from the book, people start to notice advice on mistakes to avoid when starting a business, so more people are asking for advice that becomes overwhelming. So now the person creates another business now online that consists of classes, courses, and webinars that teach more and answers the questions people are having. With this person is able to reach six-figure income off of this business. Here demonstrates another example of how a person turned his education from books and his knowledge to cash to succeed.

In summary, it is critical to find ways to use education or knowledge to create, modify, or improve things and benefit from it financially. Each of us in some way can do something to make more but the trick is to find out what it is we can do. It is nothing easy, or others would do it so easily. Some may discover their opportunity sooner than yours while others may take longer but starting now or continuing to search for chances to increase your net worth, and income is the key. I have also have found that those who are able to uncover what works for them often find their purpose in how to serve and help others giving them self-purpose. As finding your purpose is powerful because it is motivating and self-fulling.

## SIX

### *Self-Purpose*

Self-purpose is seen in many different forms, but at the basic level, it is when someone is living in such a way it allows them to feel fulfilled or in the process of completing their fulfillment in life. I will discuss this later in the chapter on how I generally see self-purpose, suggestions on how to find it, how to live it, and maximizing your purpose in life. On a different note as crazy as this may sound because someone is living and making lots of money does not necessarily mean they are living in their purpose. Let us not use wealth as an indicator of a person living in their purpose. There are numerous millionaires and billionaires who are not living in their purpose but this is my opinion and assumption in that not all wealthy people are living in purpose. There are an estimated 15.3 million millionaires and 1542 billionaires worldwide and to say that 100% of them all are living in their purpose from a probability stand point I just do not believe that.

This next statement may sound contradictory but ill address why it is not. I do not believe that a person can tell another person they are or are not living in self-purpose. Self-purpose comes from within. Only a person themselves can feel the feeling of fulfillment that other cannot feel for you. Some may claim they can sense or tell but that is through their own judgment. I do not see my previous statement as a contradiction because it is not unreasonable, but is mathematically probable, to believe not all are wealthy are living with purpose even with their riches. Regardless the point here is to not judge money as an indicator of walking in self-purpose. The ultimate judge is yourself and the feeling you have internally. If you are unsure, ill list ways to approach finding your self-purpose. Additionally, often when living in

your purpose, this allows a person to develop a legacy. Having a legacy also is what everyone should desire to have. Legacy and self-purpose are closely related and in all things even in wealth having a purposeful life means far more than any amount of wealth accumulated.

Generally speaking on self-purpose as well as how to find it, one way to approach self-purpose is meditation. Meditation allows you to unlock and uncover more about yourself and the direction you are headed in. It empowers strong conscious self-thoughts and a way to see more of your inner self. If you have no knowledge of what or how to meditate it is a good idea to research about meditation and find what methods would increase your ability to get the most out of it. What I did was create a purpose or a goal before each time I meditated so that way once I finished I had good outcomes or good insights into how I would shape my own future to live in my purpose. For me, meditation helped me clear my thoughts and concentrate on a bigger picture of life. I often choose quiet places. I mean extremely quiet places to meditate. I felt depressed at times in the beginning when meditating. I was not able to find what I was searching deep down inside for quickly, but in many cases, patience is critical also as one decides to meditate. Earlier when I mentioned having a plan or goal before going into meditating is necessary if you want to speed up results and uncover or expand your purpose. An example is for one whole month focus on healthy and ethically appropriate things and subjects that make you happy and fulfilled and see how doing these things would help satisfy your life. The next month of meditation concentrates on how to structure these subjects that make you happy into actions. From here on out continue to grow your actions stemming from the things that make you happy and fulfilled. Another way to approach self-purpose is prayer.

I believe prayer is by far the strongest and best method to find your purpose in life. I am a Christian and a full believer in Jesus Christ. This is not a sermon but it has been and continues to be God who has led me to my aspirations and have helped me see and unlock my gifts then use them for his glory. So, here if you are a Christian, using the most basic but amazing tool to find your purpose is prayer. Understand that when you pray to God you humble yourself and repent if you need to and align it with God's purpose for you as that within itself will fulfill you even without worldly riches. It is better to store your treasure in heaven instead of on earth so no robber can steal them (Matthews 6:19-20). Also, I know that God wants us to succeed and have great health as well as achieve greatness and prosperity (3<sup>rd</sup> John 1-2). It is important that when we pray, it is about serving Jesus and saving souls. Also, by praying this is a direct connection to the Creator of all existence which takes great pleasure in revealing our purpose in life. It is great to be worldly wealthy but what is all of that worth if you lose your soul? It is not worth gaining wealth but losing your soul. Therefore, it is better to be spiritually wealthy in God rather than worldly riches. Understand this even as you grow in God and desire to become wealthy but not forgetting who you serve and the true purpose of what you are to do in life. I recommend praying continuously as well as daily for self-purpose guidance coupled with reading the Bible intensely. There is no time limit on praying to uncover your purpose because God does as He pleases. Remaining strong with a sincere passion to serve and improve your Christian walk will, on God's time, produce great results.

So, in the past, I stated meditation and or prayer are good ways to find your purpose so now another way but not limited to only what is mentioned here are self-seeking and exploring ideas and opportunities that may or may not be related to your past experiences. In short, this means searching out ideas or opportunities until you uncover what fulfills and gives you a self-purposeful feeling. Take a person who has a special need relative and struggles to take care of relative but has a burning interest in

helping and developing ways to give the best care to special needs people. This person begins ethically, responsibly, and legally creating or modifying theories, systems, or practices to aid special needs people in their day to day lives. Once successful and if ideas produce results this person's work reaches greater audiences or people who also would like to know how to best help special needs people. How great this special need innovator would feel after others see that his methods are effective and lasting? This gives the person a great sense of self-purpose and feels that their work is meaningful and purposeful.

Also, when searching out ideas or opportunities to find your purpose it may or may not be in the field you are in which is the point of searching through ideas and finding the right opportunity that leads to your purpose. Briefly, another example is of a person who has experienced a loved one commit suicide so dedicates their time to organizing and deploying national and international programs that detect suicide trigger behaviors and ways to prevent the actual suicide and name the movement "Save a Soul." Undoubtedly this person felt strongly enough to help others prevent what they wish they could have stopped in time their loved one from killing themselves. This is seen as a way or a step in living in your purpose for this example just shown. This one thing does not have to be the only thing the person does to live in their self-purpose but this example acts as a guide to help you see how people uncover their purpose or live in ways that are fulfilling. It is my hope that you, the reader, may find ways to uncover your own purpose by observing your surrounding and situation then acting or expanding your purpose if you have already found it.

Expanding your purpose is critical as this not only improves your purpose and grows it but enhances your purpose by having a further reach in life and the chances to exceed pass the capabilities you once thought you were limited too. In other terms expanding your purpose is what I would also call scaling your purpose. Through scaling your purpose, you think then act to increase your appearance and work throughout massive populations. Easier said than done I get it, but if you are walking or even running toward your purpose, this should be something worth doing. As an example, take a man whose full or partial purpose is writing poetry and or spoken word literature to shed light on real struggles and issues to bring awareness and spark reform or change for the greater good of humanity. Assuming this man as of now only writes poems and spoken words pieces weekly and performs every few months at open mics type related events a way he could scale his purpose is by creating poetry albums to distribute.

Another way this man can scale his purpose is by performing monthly or even weekly at open speaking events and participating in poetry slams as well as making YouTube videos to promote the message he is trying to put out to everyone. Once all of this is done, it does not stop the work continues, and next is to advance to the international settings, so people worldwide know his poetry and the message he has. What is also important is before dying this man should organize a way to keep his poetry movement going even after death. In a sense keep the works going after death and or pass this information and life's lessons learned to the next generation and have it cycle repeatedly with no end reaching every generation. This example is for you to see the structure and how this man would scale his purpose, so image your purpose and aim to scale it in a manner where you gain greater audiences, impact more lives, and influence others to do great things in life.

How self-purpose relates to wealth is by that when you conduct yourself there are a burning and undying energy that catapults you to break boundaries in life that have once held you back and often finances is one of those areas. When self-purpose is used to accumulate wealth, it can become an

unstoppable force. Unfortunately, not every one may achieve the same degree of financial wellness in life. The reason for this is by chance sometimes even luck. If you have two men and two women who all are living in their purpose with businesses and other vehicles that are wealth producing instruments do not mean all of them will reach the same degree of financial wellness. One man and woman may reach millionaire status while the others do not. Then you have people who do not live in their purpose but become wealthy too. This is not to discourage you but people say working hard is the key to financial success but working hard is only a fraction of the equation to building wealth. The main goal is producing results especially if it is in the business sector. Having a business is my greatest recommendation for building wealth. It is nice if a person is able to sell their way to a million with their business and live in their purpose which is my desire, as the author of this book, for you the reader. Also, I will acknowledge that if you are able to find a way to create wealth even if it is not in your purpose still pursue it but ultimately this is your call, and your judgment as long as its ethical, legal, and appropriate. I say pursue it anyways because if you are able to make lots of money without being in your purpose then you can use the money you earn to shape your future and explore finding your purpose with everything else taken care of monetarily.

It was self-purpose seeking that led many of today's millionaires to their fortune. I could use big names, CEOs, and founders of billion-dollar companies but I prefer to use common examples of those who have done remarkably well in acquiring financial wealth. I know of a man who was a skilled musician went to college then afterward was working a \$30,000 annual job but also did gigs on the side which increased his overall income. He was a super saver and became a millionaire by saving large portions of his income than purchasing real estate rental properties while others he renovated then sold. His purpose was music but applied investment strategies off his regular salary job and gigs to acquire wealth. There is no one way to become financial independence but here you will see a series of ways from different lifestyles to gain financial freedom. Ultimately, you will have added more knowledge to yourself, and hopefully, that will lead you to act and not sit on the idea of one day becoming a millionaire but actually becoming one yourself. Another thing this musician did was position himself to become a millionaire by developing a tactic and look at the numbers. Numbers are for as what we're making and how much to save before becoming able to buy assets, which are things that put more money back into your pocket. This musician planned and knew how much money he would need to purchase his first real estate income producing asset as well as how many more assets that could eventually lead him to his millionaire goal.

A married couple became millionaires by age 37 because of strategy. What they did was live on only one of their incomes then pay the debt off with the next income and once finished started investing especially in mutual funds, stock funds, whether through Individual Roth accounts or with another retirement account. Whether they were living in self-purpose or not, which I still suggest to, the idea and concept here are to uncover ways that work best for you and your own personal situation to accumulate wealth. They were not business owners but had jobs one salary of \$45,000 the other \$50,000 annually. What if you are way below this threshold maybe around \$25,000 or even \$15,000? It is no easy task but there is also a solution for that too. If you fall into this low salary range, it is best to focus on increasing your income. Easier said than done I get it but here are a couple of starter points. Read books on entrepreneurship and find ways to start a small business but not just any business, one that does not require upfront cost or if so very little so you are making money as you do business. Examples are like becoming an author and creating informational products that solves issues or relieves pain from people

experiences. I learned in sales academy that large amounts of people buy because of pain in a sense that this pain represents a struggle or frustration so relieving this pain gets people wanting to buy what you have to offer. You do not have to be an expert you can simply compile research information then interpret it, find trends, simplify it, then sell it on digital platforms. Another way is to increase income so you can eventually pay off debt then invest or do both at the same time which is my recommendation. No one way is the right way a millionaire once said if there are limitless opportunities try one if it does not satisfy you try another until one works. This statement is not to say run recklessly into anything that presents itself but be a conscious thinker and judge opportunities wisely. The self-purpose aspect here is if you are in a position where you do not have much money believe you can find a way out and let your self-purpose seeking self eventually lead you into a direction of discovering your purpose.

Motivation and the millionaire scope are the force, energy, effort, commitment, and unwavering faith to produce and bring to life your own wealth. This is not something that can be taught. How can one expect to be great if they do average things that make you an average person? Refuse to be average and refuse to let your circumstances prevent you from rising to greatness. The millionaire scope is about hope that you turn into reality and take failures and setbacks and make them stepping stones out of them to reach heights not visible once before. The millionaire scope is a greater insight into wealth and prosperity and also the key or a trigger that unlocks your untapped potential or grows your eagerness to continue chasing your dreams but you must first believe to proceed then eventually succeed. You do not become great by waiting it is by action. What are you afraid of? Just go out and do it. Expect to fail because you will but no that with each failure brings you closer to success.

The millionaire scope is embedded with tears of struggle; pain from major loses and heartache from disappointments but is filled with an aspiring light and a direction that transforms you so that you can begin or continue to seek out and produce wealth but more importantly self-purposeful living. You work for assets that put money in your pockets, not liabilities that take money out of your pocket. Also, have or at least know what financial statements are and prepare your own. Motivation behind the millionaire scope want us to unravel our inner motivation selves, so we are pushing ourselves to make things happen versus just sitting on an idea and never doing anything. With little to no motivation, it is tough to get things done. Often you will have to motivate yourself because others may not. If I had to make bullet points on actions to take to increase wealth then it would be the following:

- Aggressively read about finance, entrepreneurship, investing, and money management
- Set realistic goals, write them down with deadlines as well as every day act toward goals
- Every last breath you take should be about business and wealth
- Become marketing and sales experts
- Stay motivated and positive after countless rejections and failures
- Produce solutions and sell them

I try to at least make building wealth practical. Here I will outline concepts to building wealth and I will speak generally because all the details from my outline are summaries and snap shots to get you thinking and on your feet to move and apply to your own life. The basic break down to building wealth is to work toward four major investment instruments that make people wealthy, and they are; (1) Real Estate (2) Business Owner (3) Paper (4) Commodities.

Real estate and owning property is necessary, and if you pursue it, this produces income continuously. Most common way or traditional way is by saving money to have at least 15% or 20% down to make a purchase. Sometimes the percentage to put down is lower but let us assume the highest so you have a big chunk of money to put down on the house and can increase your chances of getting the property. From there the plan is to rent it out in a way that the income or total rent charged is greater than the total expenses such as examples are like maintenance and insurance. You can also flip properties but I recommend buying and renting out. There are other factors that may impact your purchase or even after you have purchased your property but in total do not let this discourage you because making this move is a step to bring you closer toward building wealth. There is an entire approach toward buying rental properties assuming you have no knowledge start with the basics there is material out there for you a search away whether it cost you money or not these are all investments to help grow your knowledge so you can take practical steps to accumulate wealth.

Owning a business is easier said than done. I feel too many people are all talk and no action. Then people start businesses then do not do well. Starting a business is a risk but you do not become great without taking any risks. My suggestion is to take a calculated risk and no how much you could risk or lose that would not hurt you in a way that would make you homeless or of anything detrimental. For low income people it wise to have or start a business with low or no startup cost but carefully choose. Motivation is big because you cannot just start a business and expect it to just succeed with bogus effort. It may be one of the most challenging things you have done or ever will do in life. I look at it as all or nothing. You are either all in on your business or all out of it. Your business is an asset if it is making you money. As I said earlier if your funds are limited try businesses that allow you to provide a solution or service so you can make money with the option of you losing money being eliminated here you just give up time. If you are a writer, then write then try to sell. If you make homemade products, then sell your creations. The concept here is to find or if you already know your skill and profit from it. There is a person who is in graduate school for finance one of his projects was to read, interpret, analyze, then write out a comprehensive summary on a business to determine its financial health for the purpose of investors to determine if the business is worth investing into. With this skill, the person began marketing this ability and charging investors per business financial health write up. Whether this made graduate student rich or not this is the whole idea of starting a business or generating more income. Who is to say from his side hustle students develops good clients then creates an investment firm, so the possibilities are there.

Also, the category of becoming a business owner many people struggle to get started and that capital or funds or startup cost or often the reason. I recommend direct selling and expansion. This business model is difficult but has lasting financial rewards. Paying the people you hire commission is unattractive because many want to be paid right away or as soon as possible but if you sell the dream of financial freedom and how through this business they can branch out and make their own money then that is what makes the opportunity worth it. Start direct selling but do it in a way that you hire and train people then they repeat what you have done to expand the sales people and sales force to make more money overall. One thing that is critical is that you need organization so to do that create a system. An example would be like such:

#### System of Recruiting and Selling

Post jobs (Free or by paying only once or just when you need the momentum into hiring) → Hire selected people w/ large recommendations on other who would like same opportunity → Train new hires (Independent Contractors (not employees): Commission only) focuses: (1) marketing/sales techniques (2) How to hire others (3) business growth expanding techniques

Repeat the system over and over again. You can create your own system does not have to be this one above but something that gives you structure, so you are able to run with it and put all your energy into and make changes as you move forward. On another note as far as business ownership I would suggest creating a marketplace that connects buyers and sellers or any two or more parties that would benefit from being in contact. Businesses like Indeed, Monster, or Zip Recruiter are all businesses that connect job seekers with businesses and business pay them to find talent. Or other businesses such as eBay or Amazon that connects people wanting to sell their items to consumers. This is broad but the point made is to produce a marketplace that is efficient and effective in helping others connect for whatever purpose it may be. If it was easy to create Amazon or eBay or any successful business we all would be doing it.

It is tough and time-consuming but all of this is worth pursuing. Another idea is becoming a supplier, but in a way, this can be connected to being a producer depending on how you look at it. Along with this, I would classify a supplier depending on the production scale, and if units produced are around 20,000 to over 100,000, then I would say this is mass production. If materials like sugar then it would be in pounds or any such equivalent scale. Imagine a business that is or supplies items for small, medium, and large enterprises like sugar to drink companies or chicken nuggets to fast food chains. This is also good because one contract could mean thousands to even hundreds of thousands, but hopefully, more businesses are involved so a supplier company could gain millions.

Paper is an investment vehicle because it can produce more money or you but this also comes with risk. When I say paper, I am referring to stocks, bonds, mutual funds, etc. Many people have 401(k)'s or Individual Retirement Accounts or any such retirement account. This form of wealth-building is often liquid which means you put your money in but you can also withdraw it. Careful because there may or may not be tax, regulations, and limitations on such accounts. There are numerous ways people have benefited from these investments. True story, there was a man who never made more than \$12 an hour but he retired with \$500,000. Great story he simply invested his money into these types financial instruments then experienced his money growing exponentially. It is good having that much money when retiring but I would hope that people would want that much money or more before retirement kicks in. Let us be real here who wants to wait that long to enjoy the fruits of their success? Hopefully, people are motivated to pursue it now. It is sad and depressing when people work a life-time and have nothing to show for that is embarrassing and stressful I would image. Therefore, having a business is good but if it is not something you wish to pursue but would still desire to build wealth then consider paper investments. You do not just pick randomly there is a tactic for these types of investing. The simplest thing to do is read and select paper investments that suit you the best.

A commodity is a simple good used in a market that is interchangeable with other commodities of a similar type. Examples of commodities are as follow:

- **Metals** (gold, silver, bronze, etc.)
- **Energy** (crude oil, heating oil, natural gas, gasoline, etc.)
- **Livestock and Meat** (e.g., including lean hogs, pork bellies, live cattle, feeder cattle)

- **Agricultural** (e.g., corn, soybeans, wheat, rice, cocoa, coffee, cotton, sugar,)

There are risks to, if not all, then most things in life rather small or big risk. So, wealth is accumulated not by random but carefully choosing investments so to expect to choose a random commodity then put money into it thinking you will be rich would be too easy. Common ways you would invest in commodities would be to either buy physical amounts of raw commodities or future contracts or exchange-traded products that track a commodity index. Like common investing the goal is to develop a strategy in that allows a person to accrue gains or also known as return on investment (ROI) that you continue to invest and let the money grow. Much information about creating and developing ways to invest come from research and experience along with consulting with investing professionals. After developing strategy, act to invest is next then if you do not like your results then make changes until you like your results. It is with all I hope that you are encouraged to act and with the mindset to become your own influential character for the ages and generations now and to come.

## SEVEN

### *Influence*

Influence is what I hope we all are able to do to others in a positive way. When you influence someone, they can choose to make better decisions about their life. At the end of the day, this should become something we all as people should work for to not only reach success but to engulf on a journey to establish ourselves as an influential character. Anyone can influence others. Here as we discuss influence it is important to note that this is a remarkable boundary breaker. I say this and mean that in such a way that a person's influence on another can break boundaries such as doubt of success for others. It is something magical and inspirational when a person is positively influenced by another then gain confidence and starts to make changes in their lifestyle bringing them closer to greatness. The connection influence has to wealth is that people who become wealthy have enormous amounts of followers there by empowering them the more to have a greater impact on the people that are following them. Also, if not wealthy yet but a person has a good or rising influence then this position the person to become wealthy. If you have 100,000 followers, because of something unique like you, sing well or any skill, on YouTube, social media, or any medium that allows people to follow you then that presents an opportunity to retain and expand your influence.

If a person has no influence or little, there are ways to gain influence. Start simple by using your talent to reach others. Find areas where you are able to place your talent in front of others. If you are an author, write books in any literary form, then have book events. If you are a spoken word artist or poet participate in open mics and poetry contest. If you are a good presenter give free speeches about any subject of interest. Opportunities to give free speeches are often found in community settings. Taking a closer look at building wealth and using your influence an example is like where you consider the author who after writing books, assuming the author was not known, promotes his self by giving free books away to set up the audience and potential buyers of author's next book. This creates cash flow. The idea is to gain influence and use that as a way of selling items a person has produced. Regardless of what talent



or gist you have a person must influence and how to increase their own and use selling techniques to build income streams and wealthy altogether.

Let us observe influence at different levels. I will categorize them as local, state, national, and international. If you only have friends and family, you may or may not be known any really any of these categories I say this for a purpose. Just because a person has a family through cities, different states and over the world does not mean they are well known. It wise to measure influence but not limited to by followers or appearance and impact on speaking or being in front of masses of people whether in person or through marketing points digital or non-digital. At the community level, influence is seen when a couple hundred or even a couple thousand firmly know you or if you have a brand or business know your products or services. As for the state level and all of the other levels it is the same. State influence occurs like the local but at a much higher number and larger distance out across the state. Like stated earlier as you move up to the national and international realms of influence number increase dramatically. This influential part has to deal with wealth because as a person or business expands their appearance, it is likely to produce more revenue and profits but takes on bigger risks.

In connection with influence, when we look at the heart of why this book “Millionaire Scope: Secrets of Wealth and Prosperity ” was written it is because it challenges you to act and in all your ideas make them practical and have a way of scaling upward or in other words expand. There are countless ways to become a millionaire. It is best to create a series of practical steps to reach that goal. Also, think of the respect and support people give to people who have positively influenced them. I can surely say to the people who I admire and were influenced by them to pursue my aspirations I would give and support them in their ideas in life. It looks like this say a member of a community group influenced a person in such a way to run and get a city council position and later person’s influencer starts a business and tries to secure a city contract through the network the person has in the city council position. The purpose is that the person working for the city does not mind putting influencer in front of city leaders for a possible business opportunity. Even if this was not the case say the influencer asked to borrow money for business startup capital as long as it is within the person’s budget and is reasonable lending money is likely to occur due to the impact his influencer has had on the person. All I am saying is when a person has the influence it can become easier to sell to those who are have been influenced or develop solutions that they are looking and willing to pay for. The solution here in this book is like many others to help you build wealth and gives you a universal, comprehensive approach that is simple and duplicable to people. The knowledge in this book is easy to understand and has already worked and is still working which is why people are becoming a millionaire more every day.

Marketing whether business or in a way to promote yourself in non-business ways what is a way to go about it and succeed in attaining a high level of influence. I recommend a four-point method of gaining influence as influence, retain, and grow. The first point is creation. Whether a tangible or intangible object one must develop or legally alter something that currently exists to make it your own. For influence as a person is marketing for business purposes let people know the product or service is in the motion of being created there by people get a chance to develop interest leading up to its official date of release or servicing. Ways to make public aware is by accessing paid or no paid channels of advertising. Assuming little to no budget it is best to use word of mouth techniques like tell others and offer free items that cost no money or little to get people attention. Most people will accept free items even if they do not utilize them. For non-business purposes, the first point in creation is more so in terms

of creating a way to present yourself to others or like trying to spread the word of your religion to gain influence something such as volunteering is a powerful tool. Volunteering can also be used for business purposes. I used volunteering in assuming a person wants no monetary benefit from the opportunity to have an influence on others.

The second point which is after creation is taking the creation or the way a person plans to present to others and getting in front of people. My suggestion is non-paid ways unless you have the budget to handle paid ways. To put an opportunity in front of people with no budget social media and email outreach is necessary. Also, everyone you come in contact with must know of your created product or service or if non-business purpose your movement like before as I used the example of someone trying to gain influence and spread the word of their religion. This method is useful and this is to maximize your appearance which supports the second point in getting what you need in front of others. Do not rest until every ounce of your time is focused on getting in front of others what is needed at every influential level from local to state to national to even international. Those who succeed try and fail then adopt and become creative until a trend leads to more success than past attempts. The third point is following up with people who have bought from you or for influence for non-business ways to see what their feedback is but with a reward to them for providing feedback ultimately setting up a chance to potentially sell again or continue the movement of whatever was originally started and using the past example here a person would send or invite people who were followed up with to a religious gathering. The final fourth point is growth. This is similar to point two in getting in front of others but here the primary goal is numbers where as in point two it is getting established. The main object is traffic so seek out every avenue that is free then once free opportunities are exhausted or are at a point where there is a good reason to shift focus if it means satisfying the people who you are influencing or customers. Afterwards set a course to become internationally renowned and known for creating partnerships with both parties benefiting from promotions, volunteering, networking and any such things that increase your visibility.

Briefly, these are the faces or names of the people who have inspired me to reach greater heights in life to always have a deep desire to want and achieve more out of life:

Jesus Christ of The Holy Bible

I have so much I need to improve on that sometimes it feels like I am not making progress. I have been in trouble and have made disastrous choices in my life but continued to see the beauty of Jesus and his mercy and grace upon me as he has restored me and continued to show me the direction I need to go in life. I owe all my thanks to Christ and wish that for anyone, regardless of a person's faith, who has had a troubled past it is not the end but to gain confidence and have hope for your future. This influencer has by far been the strongest and most influential to me.

Russel Brodie (My academic guide and counselor in college)

Russel had a unique ability in so much as to help draw out a person's full potential. His words not only inspired you but also empowered you to act. Russel held many leadership positions and knew out of everything how to produce results and positive outcomes. I was influenced by him because he equipped me with the knowledge and how to create practical steps that would make me an above average person and he enhanced my thinking to a higher level and I began to view things on a global scale. Lastly, the

influence he left on me is more valuable than anything a person could teach at any university college classroom a teacher or professor can teach.

Malcolm X

This person has made his mark on history and accomplished a remarkable amount of success. Regardless of social activism philosophies Malcolm stood out and was one of many leaders of his era. I bring him up in this book about wealth because of his influence and his passion as he conducted his life's work. In this same manner we all should progress or seek resolutions in the attempts to attain wealth and to some extent become politically active in good ways.

Einstein

Many refer to him as a super intelligent man who made history from his work in science. I was influenced by but not only his work but his relentless ability to uncover the answers to questions that were not fully understood. I choose him as an influencer for the purpose of showing the reader that taking steps to find the genius in you is powerful in seeking out and applying knowledge to create wealth and live purposefully.

Lonnie Dwayne Jones (High School Athletic Coach)

My high school coach was discipline and had an eye for spotting talent when no one else saw it. I respect him and learned many lessons. He influenced me by trigger the inner competitiveness and this translate to all areas of life. In sports, I out worked others and became successful, and in this manner, in life, this is necessary to get head and not be just average. In business, careers, and any such thing is having a competitive spirit really helps shape a person's growth. When it comes to building wealth with the assumption a person starts a business the odds are others have businesses in the same industry so it will require competitiveness to become the industry leader or profit more than other related businesses.

Eric Thomas (Motivational Speaker)

This motivational speaker is truly amazing. He has influenced me by his use of words in speeches, ideas, rules to success, and many other philosophes that are simple but highly effective. When it comes to pursuing wealth and happiness from purposeful living, it is clear one must seek it with every breath and ounce of energy in them as this is the difference between an average person and one who becomes great. People become great by always working toward creating, improving, or discovering things while others settle for an average life of working all the way until they die leaving no legacy nor real impact on this earth.

William (My barber)

My barber good influence on me in a way that positively put pressure on me to become great and often spoke of the limitless ways to make more money in life and establish wealth. Also, he had a large network of successful people ranging from other business owners to such people who were wealth producing individuals or had valuable insights on the subject of wealth. He freely shared practical ways to build wealth and tactics to increase a person's net worth. I used this motivation to start my own methods to build wealth.

Christopher Massenburg (Dasan Ahanu)

Dasan is a public speaker, organizer, workshop facilitator, poet, spoken word performer, educator, songwriter, writer, and emcee. He was influenced on me mostly by his lifestyle of motivational literary arts in forms of books and poems as well as his teachings as an educator. He continues to strive for greatness and leave his impact on the world.

Willie Mae Smith (My mother)

I have been influenced by my mother through general means in terms of having a strong work ethic, showing up to opportunities, and to be on time to everything. In this world to become wealthy having the skills or developing them is one thing but having the motivation is another. The purpose of this section of all my influencers is for you to see for yourself who has influenced you and to channel that influential energy into a practical plan to attain wealth.

In conclusion, I have spoken on many subjects and would like to leave the most important concepts here whether in connection or not to the subject of influence. First, know what success is and the type of successful life you desire to live and make it plain and write it down and the steps broken up leading to that life style. This successful life must also include wealth goals in a realistic form and cash in numbers with deadlines by certain dates. Approach greatness by preparation and dedication to learning and improving every day through practical measures like reading books and become a person who minimizes distractions and endures hardships and produces results under pressure. Also, understand greatness is within your grasp but you must seek it out as if your life depended on it and without becoming great you would surely die. Know what greatness looks like and know average people do not become great unless they are results-driven and relentless in their pursuit to become great. Make your vision reality by taking practical steps and not resting until it comes to fruition. Ideas and vision stay that way until actions are taken to fulfill them. Get the proper education necessary to excel and overcome any obstacle that gets in your way. Have a purpose in why you are pursuing the things out that you so desire and allow this to keep you motivated and driven to complete everything. Build or create influence, so others continue your work through generations even after death. All of this is connected to building wealth and creating a legacy as well as empowering for people to become the masters of their own fate.

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