The Millionaire Blueprint

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3 Great Wealth Creation mountains

1. Investment Mountain
2. Real estate mountain
3. Marketing mountain

Off of each Mountain flows streams of income

- 3 streams for investment mountain
- 3 streams for real estate mountain
- 4 streams for the marketing mountain

note: It is important to select streams from all 3 money mountains. (stock market, real estate, marketing a product, service or information that you have, or can create..

Why?

1. Because you need security. If you lose a stream it's always nice to have another one.
2. Opportunity. If you have several lines in the water you have a much greater chance of catching a fish.

I. **Investment Mountain**

3 Streams:

1. long term index fund
2. hot mutual funds (high yielding)
3. high profits and low cost options

Note: Most of you in the stock market should be in the index funds.

A. lower risk
B. long term vehicles
C. you should have most of your money there. At least half of your liquidity should be there.

30% of your liquidity should be in high flying mutual funds.

20% of your money should be in options.

[This can be a very exciting set up.]

- As a rule of thumb to sell a stock and get a check cut is usually t+3, or today plus 3 days.

[To become a millionaire]: <u>Investment mountain</u>

- Invest in S&P 500 index funds: Why? Because it's smart.

A. Over the last 75 years, S&P 500 index funds have done about 11% interest per year through wars and depressions and all kinds of collapses.

B. In the last 10 years the S&P 500 index fund has done about 17.5% interest per year.

* <u>In other words, leave it there for a long time</u>.

1. S&P 500 index fund 500 = 500 of the best companies in the world;(you'll be O'K)

Own all 500 of them. Some will go up, some will go down, but generally speaking they will get bigger and better, fatter and richer.

2. High yield mutual fund = The hottest mutual funds

Go to morningstar.com click on LH side, click button that says fund quick rank, select the all-fund category, (there are 10,000 mutual funds to choose from), it will give you the period of time, click the 10 year annualized return, (it will give you a list of 40 mutual funds and what they have done per year over the last 10 years). Nothing will have done less than 20% some will have done at least 40%

-Use your common sense as your guide to know which ones may be good in 10 years. Ie. electronics should be a good choice.

-Some funds may be a load fund, which means you have to put a 3% load to get the stock.

-Some funds are a no-load.

The point is, these are pretty good to select from!

High profits and low cost options

Options = They are the way to get leverage in the stock market.

* Read a book on this by Dr. Cooper. He's an ex-chiropractor who spent his life studying stock options to make big money after he had a terrible accident to his back. It has great knowledge to learn from . He had to live on the stock market for food, living. So he knows how!

II. Real Estate

You will never be rich by a salary; or a 40 yr. Job!

Find who is doing what you want, and follow in their footsteps! To the letter! Ie. millionaire

Just do what the millionaire tells you to do! And it won't take long.

- One guy's first flip was a little duplex and he only had $1500 to his name. He asked his mentor if he should buy the duplex, and his mentor said this, " if you lose, you make a mistake you get up! And if you lose you get up again! Do another one! Until finally you strike it!

For 6 months he worked with his mentor. His mentor didn't pay a lot but the knowledge was worth it.

-He made $6000 in 4 days flipping the house, and property.

3 Ways of making money in real estate

1. Buy and hold.
2. Foreclosures and flippers
3. Tax liens and certificates

These are power tools!!!

-Stock market will get you there, Real estate will get you there, but do ALL to get there.

Buy and hold at least one property per year!

Flip at least one property per year!

Have some money in tax certificates as well!

Locate a motivated seller!

When you buy a house with no money down you get cash back. You get all the rents and deposits.

Nothing down and Cash back!
Ex:
People got a brand new loan of $480,000 for a 10 unit complex, the seller "carried back a second mortgage of $120,000. The purchase price was $600,000.

Where was the down payment for this???

Normally a bank would require a 20% down payment. (20% down payment was $120,000.

He got the seller to take back a "seller financing" second Mortgage instead of $120,000 down payment.

How would a bank let that go through?

- You have to ask the bank a few special questions to ask, to have a bank even consider this kind of deal.

The next time you apply for a mortgage this is the question you ask, before you ever apply.

ex:
" Sarah? You're the loan officer? Thank you, Hi I'm here to apply for a loan. Would you mind asking you a personal question before we begin? Do they pay you on a salary or on a commission? So what is the largest portion of your commission? Or Salary? Where is the most of your money made?

Well, Audrey, I appreciate that information and I hope you have a nice life."

- After finding out what Sarah's main source of income is albeit Salary, or commission; If she says Salary, <u>you get up and leave</u>.

- WHY?-

Because Sarah has no incentive to get me this loan!

As a matter of fact, if I try to do something creative it actually works against her b/c she could get fired and lose her job.

- The answer I wanted to hear was that she has to have 100% commission!!!

Why?
Because if I win, she wins. If I lose , she loses.

That one question will save you so much grief!!

You never get a loan from a person on a salary. Unless you have lots of money down and have great credit rating, THEY WON'T GIVE IT TO YOU.

-If you have anything in your history that is not great, a person with a salary will not give it to you.

A person on a salary will not loan you the money.

Every year I find a house and flip it!

Ex:
This guy makes about 30,000 on a deal by buying a house not to keep but to flip.

Some properties you will buy and keep.

Ex:
The last property (600,000) deal had a $700 a month positive cash flow.
You keep those kind!

-When payments are a little bit higher, you don't want to keep that one. Just flip it!

- Every year you should buy one and flip it at the very least!

- You've learned enough!!! Now all it takes is action!! You have to DO it! Do as the mentor does and you'll get the results!
- There is no guarantee!! But follow the elephants tracks and soon you will be joining them!

Real Estate Mountain (continued)

What you have to do:

Over the next 90 days the mentor wants you to write out 100 offers!

- Realtors and banks will turn you down, people too.

But just write the darn offers! And forget what people tell you.

- Just get real offers in front of real sellers!

-The only knowledge you need is the knowledge of knowing that & to believe that you can do it!

-You can flip a house after you buy it in less than 30 days!

Tax Lien Certificates

-You can buy a house for $500 through someone not paying their taxes.

III. Marketing Mountain (4 Streams)

1. Infopreneuring
2. Network marketing
3. Licensing
4. Enternet

- Infopreneuring = Information Entrepreneur; not publishing but selling information.

- Right now locked inside my head is information that people would be willing to pay me for.

-What do you know that I'd like to know?

- What kind of information would you like to sell?

- I have to be good at something, right? Sell your knowledge.

- Run an ad in the newspaper or online classified. Meet w/ people and give a seminar.

- Unlock your information out of your head.

Intellectual property does not mean you have to be intellectual.

-You just have to have an idea.

- When you have an idea and market it, it is unbelievable the amount of money that can be made.

You've got ideas right in your own brain about what you can sell. And you just have to unlock that = infopreneuring.

<u>Network marketing</u>

- A powerful way of making money.

You can make a million dollars a year licensing the internet.

- The internet is the ultimate 24 hr. money making machine! Get on board.

- You can buy a website and make $13,000 in one day by offering something to people.

- Donald Trump said, " If you gotta think of something anyway you might as well think big.

- Offer a product to someone, at a good price for a limited amount of time and tell them to leave their credit card number.

- There will always be half of 1% (at least) that will buy whatever you have.
If you have one million names, that's a lot of money.

- Sometimes to get a large network of people just offer something, or information, that they are interested in, and offer them a free newsletter in return for their email address.

Then you got them hooked!

- If you get the email address, you're in!

The reason people quit is because they don't have success.

They will try something for a little while and quit because they didn't win quickly.

- Then they will quit and go try something else. They don't get quick positive feedback so they'll quit and find something else.

Always do 2 different streams simultaneously. B/c one will always pop faster than the other.

- Most people have tried at least 10 different things. They try a little bit of one and give up.

- Do 2 stream ideas simultaneously b/c you'll want a quick success to keep you going.

-You never can tell how long it takes to make it!

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If you'd like to learn more or if you'd like more detailed explanations on how to go about executing some of the above techniques then reach out to me. We can work together on doing deals, building credit lines, building credit, or anything you may be currently trying to work on in your business. I have other interesting gigs on fiverr you may be interested in such as how to build and automate your business or put it on autopilot, Form an LLC, or how to flip wholesale real estate , or flip lease options, etc. Many great and valuable gigs are available to you to build your wealth and business at a very affordable price.

If you'd like to work with me personally I offer personalized coaching and mentoring. You don't have to work all alone and sometimes investing in a coach is the fastest path to get you where you want to go. All successful people and sport icons have at one time had a mentor or coach.
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