Finance and Wealth - Be an investor not a consumer. Finally implement a practical plan for you and your family’s future.

1. **Know where you are, see it and put a number on it, well at least a rough estimate.**
2. **What is the number you want and why? Do you really NEED £1 million a month income?**
3. **Now you know where you are and where you want to be - time to take responsibility!**
4. **How can you be financially free if you don’t value it? Let’s take a looksie!**
5. **Money management system**
6. **A simple way to invest without getting sucker punched by hidden fees.**
7. **Let’s look at your inner belief system around money!**

Financial Success! What does it mean to you? Do you go into the crevice of your mind and see yourself drinking pina coladas on the beach with the people you love around you, smiling, or attractive strangers at your beck and call?

Do you see yourself on a yacht with a glass of champagne, with the captain’s hat on saying cheers to the wind?

Whatever comes up for you, is it really your vision or what you perceived financial success would look like based on the films/TV/books/social influence you had been subjected to growing up?

If we really break it down, what financial freedom is is you having money coming in without you working for it that matches your monthly expenses. So, if your expenses are met and you don’t have to work for it, guess what? You are financially free! Whoop, whoop! Do you need to create such a mountain for yourself where you believe you need a million quid in the bank?

We tend to make the idea of money bigger than it really is and we have all these beliefs around money that are not even ours.

Your parents may have had their own negative viewpoints of what money is like, “You think I am made out of money”, “Money doesn’t grow on trees”....and blah!

The one I remembered the most from growing up was “Successful people are successful because they screwed other people over”!

Well I never wanted to screw other people over so if I got close to successful, I would then sabotage myself (subconsciously) in order to not screw other people over.

We need to get this all out so you know what you may have been believing that has been hindering you very success. The fact you are reading this shows you that you are more consciously aware than most of the population, so well done to you!

What made the big shift for me was associating money to value points. You see, if I am looking at minus value points in my bank account then that means I am taking more than I am giving. Simple really!

I made a choice that I was not going to focus on myself, but to focus on adding value to the world and in return, if my theory is correct, I will then have more value points (money) come to me as fair exchange (universal law)! You can not have one without the other same as, up without down, left without right, wrong without right, predator without prey, war without peace and support without challenge.

Bringing this new shift of awareness ~~and~~ I then had to invest in myself in order to offer value to others.

I created a whole process that allowed me to see what it is I valued, how to offer it to others, and went about putting that into action. Cause and effect! The life I lead now is a result of those choices, and why you are reading this now.

Before my moment of realisation, I was homeless and wondering where I was going to sleep in London. I completely undervalued myself at that time and felt I was worthless. With this mindset, you certainly won't be adding to people's lives but have pity and be a sponge on others.

The style of how I write is really not to teach you to suck eggs, I believe you know the answers and I am just here to remind you briefly, and then with that new remembering to take action to get the results you want quickly!

So, let's get on with it!

Chapter 1 - Know where you are - Put a number on it, if you are not able to accept it truly at least estimate it!

We are not always truthful to ourselves and our mind is not there to make you happy. It is there to keep you alive, and that is it. Survival plain and simple.

We can either exaggerate where we are at or make it worse. Both are created illusions, and it is time to pop that bubble so we have a solid foundation to start from and begin to build your financial blueprint together.

Even the wealthiest people on the planet started from zero, some minus a few million, so wherever you are at, it really makes no difference to where you want to go. So no point worrying, and time to accept and move on!

I remember when I went through the challenge of being in the red financially and living on couches where I could find them. Wondering if I would ever get out of this.

I learned certain principles from reading books like this one, and what I found worked. Not theory, but practical steps you can take and implement to get transformational results right away. Saving you years and thousands of pounds of your hard-earned cash! Magic!

Right now, let's write down where you think you are (or actually go through all your accounts and find out exactly.)

Action Step

Write down all your expenses (daily, monthly, yearly) in a google drive excel file or jot them down here. To help, go over your bank statements of the past three months:

Write down all your income sources here (if on commission just work out the average, add all the amounts up and then divide by three):

Write down the number you have based on the results from above (minus them against each other) and you will have a true reflection of where you are currently:

Now that you have a clearer understanding, we can now get to work!

Chapter 2 - What is the number you want and why? Do you really NEED a million pounds a month?

When I first started to read books on personal development, my mind opened up to limitless possibilities and I had this notion I wanted to be a billionaire! That true success, is being the best in the world and adding massive value. I still resonate with this, to add value to the world. However, I set my mountain so high that taking one look at it kept me where I was, unsure how to take the first step.

Going from the exercise from chapter 1 (if you have not done it, I implore you to complete it before moving any further as without action there will be no result), you will see that you are able to live each day with what you are currently on. Now, if you were able to offer value in a service that allowed for you to have this money coming in each month that matches or exceeds your monthly expenses then you are financially free, without having to be a millionaire.

By getting clear and concise, you can get to work on actually building what it is you want. It is not rocket science. There are people doing it every day, and all you need to do is model them. Modelling is seeing how someone has done something, and then, rather than you going out there and trying to figure it all out, you do what they did. Like following a recipe.

I always wanted to be original in my approach and do it my way, but this really didn’t get me anywhere. Until I finally got that, I was jumping from one idea to the next. The art is clarity, commit to the model, then action! You are original, so no matter who you are modelling it will be your way but with the results you want.

To get clear we need you to come up with the number you need to create. The number that will be something for you to aim for to have that financial freedom. This does not include your passive income from a business or investment you made (to explore further, please refer to my book on Career and Business)!

Action Step

Write the monthly expenses you have going out in order for you to live the lifestyle you are currently living_________. Now multiply that number by 12 and write it here_____. You now have a clearer view of your yearly expenses. The less it is the easier it is to reach financial freedom.

So, look at what there is that you could clear or get rid of. You may see things you do not even recognise (a drunken click on a link and voila, you are subscribed to a monthly product worth a hundred bucks!) See what you can start to clear in order to lower the number for your financial freedom.

List here what you will need to keep and if necessary re-calculate again so you get a new number using the process above:

____
____
____
____

New figure:_______

Now we have a real tangible number, no more living in the dark. The light is switched on and now we can go about and calculate your Value Giving Number (money you need in the bank to pay interest for you to live financially free)!

So, we look at your current expenses and what you are able to take out in order to not affect your main pot! You don’t want to eat your chicken that lays the eggs so to speak!

If you are spending $3000 a month which equates to $36,000 a year, you will need an amount in investments (your chicken) that you can withdraw the interest (the egg) without killing your chicken so it can keep laying those eggs.

Catch my drift?

If you look at the average rate of interest on stocks and bonds, (S&P 500, Bond Index, and emerging markets to name a few) they have historically for the past fifteen years performed a rate of between 6-10% interest. The market grows, it goes up and down each year but over time it grows. It has since the market began. With this data we can only have faith that it will keep doing so, unless we go into an ice age, have a meteor destroy half the planet, or an Alien Invasion (war has happened and the markets have risen afterwards), and if this happens well, your money is not going to help you much in these circumstances.

Looking at this, and if we were to be cautious, we can create an average of say 5% return on investment.

If we go from the example above of $36,000 we would then divide that by 0.05 giving us a total of…….(drum roll) $720,000. We need $720,000 in investments to give us $3000 a month. You are financially free at $720,000! That is your target! When your mind has something to go for and you make that commitment, you have nothing to stop you only yourself.

Now, get your yearly figure _____ Divide this by the interest 0.05% write it here _______!

In order to get the big number that you have for financial freedom, you will need to save, right? So, what are you saving currently? If you are saving $25,000 a year, it will take you 29 years. If you save less, the years will increase.

Work it out by what you are currently saving now ____, divide this by the big number ____, and this equals ____, which is how many years it will take if you stay consistent. If you are saving no money, then it is next to impossible to be financially free which makes you a slave to work!

It is okay if you are not saving or you are in debt. You are where you are, and you now know it. You are already ahead of most of the population. So, no point not accepting it.
We will delve into the concept of paying yourself first in the next chapter, as managing your money is more important than what you earn!

You have your figure, you may even want to put that number somewhere where you see it each day, you will activate a part of your mind that will look for ways to fill in that pot as quickly as you can as with each coin you put in, you are getting one step closer to financial freedom. It isn't some whimsical thought. It is tangible and now you can get to work creating financial freedom that only less than 2% of the population is working on theirs.

Chapter 3 - Now you know where you are and where you want to be - time to take responsibility!

First off, well done for getting to this point. Not only have you accepted that you are not where you want to be (honesty with self) and you are investing in your education, you have also got to this point, reading what it is I have to say! Medal all in itself!

I have immersed myself in personal development and what I can tell you for sure is that everything in your life you have created. Even the shit you would swear to the high moons you have not created! But you have, and the first thing you should say is, "Why did I do this to me!!!!" Okay, now we can take full responsibility for it. The reason is, we take the power back and give it to no one else except ourselves.

If you are to manage your money you best do it yourself (systems to follow in the chapters ahead which will drastically improve your confidence around your money). Many people hand off their hard-earned - Value Points - to someone else and then give them all their trust in that person. You may go to a broker, financial advisor, or whomever and say to yourself, well they are qualified so they must know what they are doing!? Errr No! Look at them to see if they are successful. Are THEY financially free? Do they operate with integrity? Are they getting a commission from the companies they invest your money in? If you give it over to someone else, without doing your due diligence, can you really expect that if your money goes down the toilet that they are to blame? Or can you see how it was your responsibility?

So many people are willing to abrogate their responsibility, then blame others when it doesn't work out.

You have to do some research and some self-development around finances if you expect your money to grow. Which you are doing now! Be around those who are demonstrating that they know this area better than you do. Otherwise, you will have to work hard for your money longer than you may need to.

For me, I have never been one for plans, systems, researching areas I am not entirely keen on etc. However, when it comes to what I do value, I link how having this area covered will support my values and suddenly I see the importance and I have my why.

In the next chapter, I will cover the Value system that I learnt from Dr John Demartini and I will simplify it so you can get to work and get results fast.

Action Step

Look at what you are not taking responsibility for and claim that back now.

If you have money invested with an individual or company, do a little research and ask questions.

Chapter 4 - How can you be financially free if you don’t value it? Let’s take a looksie!

Most of the population, if not all the population, want to be financially free, yet less than 1% of the population are in fact financially free.

We convince ourselves we want it, though our actions shout the absolute opposite. We then get caught in the trap of chasing it and deluding ourselves it will happen, yet not educating ourselves on finances, investments etc.

The people who become financially free are the ones who value money more than others do.

At least 70% of lottery winners go broke and file for bankruptcy.

Action Step

Let’s look at the value structure - You know what it is you value.:

What do you think about? (What thoughts come up often that you may brush aside?)

What you talk about? (When you bump into someone, you may unconsciously ask about their family, business etc - this is a good indication).

What you spend your money on? (Look over the past 3 months and you will see!)

What you surround your personal space with? (What is it you have around you, or a place in your home you get a bit antsy when people come too close to it?)

Write some ideas here:

If you circle the things you value, you will see a pattern.

For example, I think about speaking on stage, coaching, and business/wealth. I speak about this, I surround myself with books around my laptop so I can carry on educating myself and use my computer for my speaking. I spend my money on self-development…..there is clearly a pattern!

Your money will filter through what you value before it ends in Investments as you do not value it. Unless you bring it in your awareness, and it becomes a part of your values, you will not be able to respect it and money always flows to those who do. Look at lottery winners! What do they do with it? They get $10,000,000 and spend it within a few years and are straight back to square one. The money circulates back to those who respect and manage it. What would you spend that money on?

I want you to see the value in valuing money, deep into your psyche.

I want you to link 20-30 benefits that saving and investing will have on your highest values. Just become aware and start implementing them using the systems I have provided in the next few chapters.

Write here:

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Chapter 5 - The money management system - Why did they not teach this at school!

I have written about this in my book 21 Actions. If you have read it and you are applying it, then you can save yourself some time and skip to the next chapter. If you haven't read it, then read on. If you have read it and have not applied the principles, then read it again and again till you do!

I first heard about this concept from a program I attended called the Millionaire Mind Intensive by T Hark Ekher. It was done in such a clear way that I implemented the method instantaneously. They explained it using six jars, however, I will share with you the way I use it now so you can get instant results.

The idea, I believe, was originally adopted from the book The Richest Man in Babylon written by George S Clason. He explains these financial processes through a collection of parables set in the Babylonian times.

If we are to look at the metaphysical meaning behind this method, it is that we must put our focus on what results we want.

What tends to happen, people will spend money on what they value (in the following chapters this will be made clear). The bills that come thick and fast and are difficult to pay is due to the fact we haven't managed our money, and we then have to deal with the stress based on the money spent on what we value! We get ourselves into a pickle!

If you put your focus on paying your bills first, and keep complaining you have bills to pay, then you will keep creating more bills to pay. It will be a pattern you are stuck with. Until you shift your focus and start to value yourself over bills first, you will keep creating them and worry until you crash and burn. I know, as I have been there!

So, we must adopt a new concept of paying ourselves first in spite of the demands from others who want to be paid. No matter what, you value yourself first by paying yourself first. Then pay everyone else afterwards. You will always find a way, realise you are number one and thus treat yourself that way.

If you have debts to pay back, then ask them about the options you have. Communication can go a very long way, rather than hoping the problem goes away. You may even be able to negotiate the interest rates on your debt, just ask! You have nothing to lose.

If you have fees that have been accumulated because of your debt, again ask if they can be waived. Another resource you can find on how to manage your debts and create financial freedom is the book - I Will Teach You To Be Rich by Ramit Sethi. More focused on the US market, but still a great system that will pay off in the future.

The method works as such:

With your bank, if you are able, set up six accounts or find a bank where this is possible. It is important, so don't give up on it. It will free you up and your financial life will start working for you.

We now need to name each account so you know what is going in and why!

- 55 % - Necessity Account, for your living expenses. This includes food, rent, clothes, mobile phones etc. whatever you must pay to live.
- 10 % - Financial Freedom Account, the account you must never ever touch. It is for future investments. First of all, you must build this up and start to educate yourself on how to invest. One rule for investing is to "Diversify"!
- 10 % - Long Term Saving, for the larger, nice to have purchases. This includes your holidays, furniture. (You can divide this account if there is something you are saving for specifically, but always keep to 10%)
- 10 % - Education, vital to your growth. To become the person that is capable of achieving financial success, you must first understand how. You are the most

important asset, so invest wisely. You can invest in online courses, seminars, live programs and other valued educational products.

- 10 % - Play Account, has to be spent once a month on things you would not usually purchase. It is to reward yourself for your discipline in managing your money. Hey, you gotta take care of number one, right! Suggestions are massages, getaways (weekend), expensive dinners etc. If in a relationship, I suggest you both have separate play accounts and must never ask what each other is spending it on. You are both unique individuals and deserve to have some personal pampering time.
- 5 % - Gift Account, for giving to family, friends, birthdays, for special occasions and for any reason to be generous. You can also give your time away instead by doing something for someone else, such as charity work, community work, helping a neighbour and much more.

Action Step

Now you know what to do, call your bank, go online and do whatever you need to to set up the six accounts right now!!

It is not how much you earn that creates financial freedom. There are many examples of wealthy people who are not financially free. They live beyond their means (kill their chicken that is laying their eggs), like Mike Tyson's $300,000,000 and then went bankrupt!

Another example is someone who earns $6,000,000 and spends $6,000,000, then gets a massive tax bill. Whilst his assistant who is on $30,000 a year, is putting away a portion a month and is on the road to financial security before her boss is!

Get the picture.

When we look at compound interest in the next chapter, you will see why it is the 8th wonder of the world as Einstein put it.

While writing this I have adopted another method that I am testing -

Which is:

50-60% of your income towards fixed costs such as Rent, bills, expenses etc.

10% of your income towards Long term Investment such as deposit for houses, laptops etc.

15% of your income towards Guilt Free spending, this is for you to explore and enjoy!

15% of your income towards savings, this is your financial freedom. (Chapter 6 will help set this up)

Chapter 6 - A simple way to invest without getting sucker punched by hidden fees.

There are already countless books on the subject, and some are better than others. Now, I am not a financial advisor and I am not here to say I know how to invest like Warren Buffet. That would be foolish!

However, what I can give you is the words and advice condensed down to a simple step you can begin with. And, if you've already started, make sure your money is protected where it is and or reconfirm what it is you know.

When I switched the light on to investing and thinking of the future (much later in life than I'd like to admit) I was on a mad hunt not to waste any further time on this wonder called Compound Interest (stated by Einstein as the Eighth wonder of the world).

There is a reason why the power of cause and effect with compounding, whether with money or habits you have in your life, starts very slowly and then after a few years you are suddenly rewarded or destroyed by the very thing you have consistently kept up.

The power of this phenomenon is not to be underestimated. Look at what you are doing with all aspects of your life and see if what you are doing today if multiplied by 1000 instantly would help or hinder you?

Back to my mad hunt! I was asking people I knew in investment banking and they were unable to explain the concept and tools I am about to give you. In fact, they had made it so complicated, I left even more confused and disheartened than I was before I went in.

I had to re-visit this area a year later, and this time through reading and doing some courses to finally overcome this lack of clarity.

This is what I've learnt, and it is what I am doing so I can't advise you.

One thing I can tell you is that anyone who advertises on big billboards, TV commercials etc. are most likely charging higher fees for their services and are perhaps not offering a quality service.

Now, what is a high fee? You may think 2.5% is very small. Not when you take into account compound interest. That small fee climbs very fast and suddenly your investment pot after ten years is looking very slim, in fact, the figures after a 2% fee could see your investment down by over 25%. That's a big chunk of change for what? Having some "professional" taking care of YOUR money. No thanks. A little education like this, can save you 10's of thousands without much effort at all!

If this is you right now, check the fees where your money is, and what I would do is get it out!

With this now brought to light, it is important to know where you will be putting your money or if you are just starting this journey.

Index funds are a great way to benefit from compound interest, historical interest rates that rise and with low fees, is why I use them.

In fact, Warren Buffet recently made a bet against Protege partners for $1million that the S&P Index Fund would outperform hedge funds.

Warren Buffet won of course. The fund he chose was the Vanguard 500 Index Fund Admiral Shares that earned him 7.1% whilst his competitors chose an array of hedge funds that brought in only 2.2%!

So, don't just take my word for it, listen to the best in the world and stop trying to get a quick rich hit, and allow your money to go to work for you!

Action Step

Take a look to see where your money is invested, check what the fees are. If over 0.5% then have a re-think!

Go through a list of index funds which you can find on google, look at the reviews. Find a reliable one, then call them up and have a chat.

I personally use Vanguard as I have heard a few big reliable names mention them. They are pretty friendly and the service is simple!

I have a DD set up monthly and I review it every 6 months to increase it by 10%. You do this every six months, you will not only compound your investments but also quicken up the process to that financial free figure.

Winning!!

7 - Let's look at your inner belief system around money!

With money, you become more of what you are, it doesn't "change you!"

If you look at a tree, you will know that it has roots, yet they are not visible. This is where you are, and what people see is this tree. If your roots are growing in soil that is filled with anger and resentment, then you will grow more of that.

If your roots are grown from soil that is enriched with integrity and compassion, then you will grow from this.

There is no right or wrong here, but I want you to understand that money is not the problem. The root of who you are is what you need to see.

What is your relationship with money? How do you react to people with money? How do you behave around people who are successful?

You may be carrying a whole belief system that is not yours and perhaps you believe that money is evil. Are you going to keep that belief?

Money has no intrinsic meaning. You can attach any meaning you want, and I suggest you attach an empowering meaning to it so you attract it rather than repel it.

We have a responsibility whilst on this planet to give back and not just take. I want you to put a focus on where you can look to create wealth and how you would then give it back.

Look beyond yourself, and into a future where you have created the wealth you seek and how it can benefit the planet.

In fact, let's do an exercise - Let’s imagine you have just won the lottery. Stop the drawling, it’s just imaginary for now. What would you spend the money on?

Action Step

Spend that money, all of it. No estimates, if you buy a house, look for the price of that house online and spend it. See what you would buy! Once all the ego stuff is out the way, you will be left with stuff you want to spend your money on that means something to you.

Write here:

Now that you have written down what you would spend it on, what did you find at the end? What was left over that you really thought about and how it would serve others?

This is a good indication of who you are, and how you want to contribute once we get the “I should get this, and it would be great to get that” society impressions out of the way.

I want you to write a plan for 1000 years into the future, how your building wealth has left a legacy behind for this time.

What would it be? Who would it serve? Why is it important to you? What would it give you?

It is time to think beyond yourself and to others. Remember, the more value you give the more valuable points you will get in return.

Thank you for taking the time to read my collections of thoughts and experiences accumulated over many years. I have tried to take the complex and simplify it the best way I can so as to help you to transform your life and help those who you love.

I can only thank you for creating me, you are the creator and without you, I would not exist! If you didn't enjoy this book and your life has turned completely upside down from taking action, then you must ask yourself, "Why did I create this?" You must take full responsibility for your actions. Right?

Thank you to Eckhart Tolle, Melissa Peer, Dr John Demartini, Tony Robbins, Jack Canfield and many other of my mentors.

I will be here to support you on your journey.

Peace and love
Alex Roseman

If you want further training with Alex Roseman, you can find his online programs and events on www.alexroseman.com