

REPEAT UNTIL RICH

YOUR ROADMAP TO RICHES

MAKING MONEY 101, 201, AND 301

INSIDE THIS EBOOK ARE THE ESSENTIAL STRATEGIES TO TAKE YOU FROM FINANCIAL ZERO TO HERO IN JUST THREE EASY LESSONS!



YOUR ROADMAP TO RICHES!

LET ME TEE UP HOW I THINK ABOUT MAKING MONEY ... SERIOUS MONEY ... SAY, \$7 MILLION. MAKING THAT SORT OF MONEY - FOR MOST OF US WHO DON'T INHERIT, WIN, STEAL, SPECULATE, GAMBLE OUR WAY TO THAT MUCH MOOLAH - IS A LONG JOURNEY.

CONSIDER THAT 99% OF PEOPLE CAN'T EVEN SAVE THEIR WAY TO \$1,000,000 IN 20 YEARS, SO HOW ARE YOU GOING TO MAKE MUCH MORE, IN MUCH LESS TIME?

I MADE \$7 MILLION IN 7 YEARS; WHAT IS YOUR FINANCIAL JOURNEY GOING TO LOOK LIKE? AND, HOW WILL YOU EVEN START?

WELL, LETS START WITH A QUESTION: IF YOU WERE TO GO ON A LONG JOURNEY, WHAT WOULD YOU NEED?

IT STARTS WITH A DESTINATION ...

CONTINUED ON PAGE 2

INSIDE

YOUR ROADMAP TO RICHES EVERY FINANCIAL JOURNEY NEEDS A DESTINATION. WHAT IS YOUR NUMBER?

MAKING MONEY 101 BECOME DEBT FREE AND LEARN THE RULES TO SET YOU ON THE WAY TO WEALTH!

MAKING MONEY 201 ACCELERATE YOUR INCOME: START A BUSINESS AND LEARN TO KEEP IT ON TRACK.

MAKING MONEY 301 LEARN HOW TO PROTECT YOUR WEALTH FOR AN EARLY AND HAPPY RETIREMENT.

BONUS SECTION SHOULD YOU BUY OR RENT? AND, HOW MUCH SHOULD YOU PAY FOR A HOUSE? A NEW RULE!

© 2008 AJ CARTWOOD – ALL RIGHTS RESERVED

NO PART OF THIS DOCUMENT MAY BE REPRODUCED OR DISTRIBUTED WITHOUT THE PRIOR WRITTEN CONSENT OF THE AUTHOR.

IT'S NEVER GOING TO BE ENOUGH!

Pick a number: \$1 million, \$10 million, \$50 million. It's NEVER going to be enough!

You see, when you get to whatever number you pick in advance as being THE NUMBER you will find that your expenses magically jump up to meet it, or worse, beat it.

Before you make the number, you are thinking like an employee (or small business owner, doctor, lawyer, accountant, etc.). When you finally do make the number that you thought of, you suddenly realize that life has changed so dramatically that the number that you first thought would be enough, simply isn't.

You see, your current lifestyle isn't your 'dream lifestyle'. It can't be.

Now, you spend 1/3 of your time working, 1/3 sleeping, and 1/3 doing everything else (shopping, bill-paying, repairs and maintenance to your house, car, spouse and children).

When you achieve your number you will spend 1/3 of your time sleeping (in nice hotel beds, quite often), 1/3 of your time paying other people to help you maintain your life, and 1/3 – well, not working so you'll probably be using it to spend money.

You see, as soon as you improve your Net Worth, your dreams also improve!

That means that your \$120,000 apartment suddenly becomes \$350,000 when you have \$1,000,000, then it becomes \$1,500,000 when you have \$5,000,000 and so on.

Your \$5,000 Chevy at Just Over Broke becomes a \$35,000 Cadillac CTS at \$1,000,000, and a \$120,000 Maserati GranSport Spyder (oh, yeah!) at \$5,000,000.

A better way is to work backwards: decide how much you need to earn each year to finance the life of your dreams.

See the breakout box to the right for the calculation; it's surprisingly simple.

CALCULATING YOUR MAGIC NUMBER

STEP 1:

PRETEND THAT YOU ARE ALREADY LIVING THE LIFE OF YOUR DREAMS; THINK ABOUT WHAT THAT MEANS:

- WHAT KIND OF HOUSE WILL YOU BE LIVING IN?
- WHAT KIND OF CARS WILL YOU BE DRIVING?
- HOW OFTEN AND WHERE WILL YOU TRAVEL?
- WHAT WILL BE YOUR OTHER LIVING EXPENSES?

HOW MUCH SALARY WOULD YOU NEED IF YOU HAD TO PAY FOR THIS LIFESTYLE TODAY?

STEP 2:

NOW DECIDE WHEN YOU WOULD LIKE TO BE EARNING THAT SALARY (5 YEARS? 10 YEARS? 20 YEARS? WHEN?)

STEP 3:

FOR EACH 5-YEAR PERIOD THAT YOU CAME UP WITH IN STEP 2, ADD 25% TO YOUR REQUIRED SALARY TO ALLOW FOR INFLATION. THIS WILL GIVE YOU YOUR NEW SALARY.

FOR EXAMPLE: IF YOU NEED \$100,000 A YEAR, BUT YOU NEED IT IN 10 YEARS, ADD ANOTHER \$50,000.

STEP 4:

MULTIPLY YOUR NEW SALARY FROM STEP 3 BY 20.

THAT'S IT ... YOU HAVE YOUR MAGIC NUMBER!

MAKING MONEY 101

IS YOUR FINANCIAL HOUSE IN ORDER?

If making money is a journey, then it is one best broken up into three stages. The first stage (Making Money 101) is all about 'getting your financial house in order'.

It's like packing your bags and getting everything ready for a long-journey before you even leave your house.

This (first) stage happens to also be the one that is well covered by many personal finance books and blogs. Unfortunately, few (if any) of these will actually teach you to be 'rich' ... but, most will help you to set the stage.

SETTING THE STAGE

This first stage is really just about paying off debt and starting a sensible savings strategy. It's also about learning the rules about what you should buy and when and how much you should spend and save.

It's really about 'clearing the decks' to lay a solid foundation for future wealth. The earlier in your life that you start this stage the more 'runway' you will have for letting your financial wealth really take off later.

This stage is not fun!

The tools of this stage are debt repayment strategies, tricks to save a little extra money or earn a little extra income, paying yourself first, savings accounts, index funds, and dollar cost averaging ... it's not exactly a guarantee that you will become wealthy, but it's a start!



THE FOUR-STEP PLAN

FOR PEOPLE JUST STARTING THEIR JOURNEY TO FINANCIAL FREEDOM, HERE IS THE FOUR-STEP PLAN TO GET YOU STARTED THE 'RIGHT WAY':

1. GET DEBT FREE ... PAY OFF THOSE CREDIT CARDS AND STUDENT LOANS (IF INTEREST RATES ARE SUPER-LOW ON THESE AND YOU LIKE A BIT OF RISK, KEEP THE LOAN AND BUY AND INVESTMENT PROPERTY INSTEAD) ... GOOGLE 'DEBT SNOWBALL' FOR A NEAT DEBT-REDUCTION STRATEGY!
 2. IF YOU ARE HELL-BENT ON INVESTING IN STOCKS STICK YOUR MONEY IN A LOW-COST INDEX FUND (IT'S WHAT WARREN BUFFET SUGGESTS) ... IF YOU PREFER OWNING DIRECT STOCKS, THEN READ A BOOK CALLED RULE # 1 INVESTING BY PHIL TOWN.
 3. TRY AND SAVE FOR A DEPOSIT ON A RENTAL PROPERTY (OR YOUR OWN HOME ... BUT, IT'S BETTER TO RENT/OWN THAN OWN/OWN) - BOTH REAL ESTATE AND FINANCE IS CHEAP RIGHT NOW; BUY AND LOCK IN FOR 30 YEARS.
 4. IF YOU WANT TO ACCELERATE YOUR RESULTS (I.E. 'GET RICH QUICKER'), YOU NEED TO FOCUS ON ACCELERATING YOUR INCOME ... START A PART-TIME BUSINESS (NOWADAYS, INTERNET-BASED MIGHT BE IDEAL!). IF YOU MAKE MONEY, PUT AT LEAST 50% OF IT TOWARDS 1, 2, AND 3.
- IF YOU DO THIS EARLY /LONG ENOUGH ... THEN YOU JUST MAY BE ABLE TO KICKBACK AND ENJOY THE RIDE!

MAKING MONEY 201

ACCELERATE YOUR INCOME!

If Making Money 101 could be drastically over-simplified as 'saving'; then Making Money 201 is equally over-simplified as being about building your income.

If you were serious about getting your financial house in order quickly, then you probably already did some income building to help you pay debt off quickly while you were working your way through Making Money 101.

Unless you're a CEO of a Fortune 500 company, or a top professional doctor / dentist / attorney / accountant, then you will need to think about starting a business, either full time or 'o the side'.

And, to accelerate your business or professional income you may also decide to get into the business of active investing (renovating/flipping real estate, trading stocks and options, etc.).

This is the stage that you get to take RISKS (that's why you need a solid foundation and plenty of runway ... you WILL fail at least once, twice, even three times or more) because that is the only way to get the big financial REWARDS.

THIS STAGE IS HARD WORK!

At times the journey may be difficult, but this is where you actually sow the seeds that will eventually make you rich.

There are plenty of books and a few blogs around to help you, but most of them are specific to just ONE WAY of making money ... the author's way; some are good and some are just plain lousy.



YOUR REWARD

By the end of this stage you will be earning more than 90% of the population and will be accelerating rapidly down the runway to financial health ... but, spending will also increase dramatically and you will struggle to hang on UNLESS you ALWAYS remember your Making Money 101 lessons about saving!

WHEN YOUR INCOME STOPS

Paradoxically, you will be the 'richest' that you will ever be in your life during this stage IF to you, being 'rich' means being able to spend lots of money ...

... The problem is that your 'wealth' is only based upon your income, therefore only lasts as long as your business or job does.

NEW RULES ... NEW TOOLS

Also, many of the Making Money 101 rules now need to change, as do almost all of the tools.

For example, dollar cost averaging and index funds are replaced with sensible investment and savings rules and strategies.

You are still far from 'rich', but you are on your way!

MAKING MONEY 301

PROTECTING YOUR WAY OF LIFE!

Very few people will ‘become rich’. Of those that do make it to this stage, many do so by virtue of ‘accident’ (inheritance, lottery, sudden fame, etc.).

Without ‘graduating’ through Money 101 and 201 first, many lose their money here ... all of it and quickly.

THERE IS ALWAYS A RISK OF FAILURE

During this stage, there is still an up to 80% failure rate!

Even for those who have lived through Money 201 and 301, the rules change (again). Unfortunately, there aren’t many useful books or other sources of information available to help you through this stage, which some people call retirement ...

.... But, I call Early Retirement, because if you follow my principles correctly, you will be retiring in your, 50’s, 40’s or even 30’s!

IT’S TIME TO CHANGE YOUR FINANCIAL STRATEGY

This stage is all about moving the more risky ACTIVE assets (businesses, trading portfolios, etc.) that MADE you rich into the PASSIVE portfolios (income producing real estate, selected value stocks, inflation-protected bonds, etc.) that will KEEP you rich, by generating enough passive income to support your dream retirement lifestyle (the Number that you calculated on Page 4).

The tools to use here are aimed squarely at wealth preservation: value stocks, buy-and-hold commercial real estate, inflation-protected bonds (as well as maintaining the remaining Money 101 and 201 systems).

Now that you are Rich (really), your main task is to have fun (you’ve earned it!) but to also be at least 98% certain that your money will not run out before you do

Simple, isn’t it?

WINNING MONEY PRINCIPLES FOR BUSINESS OWNERS

YOU CAN APPLY MAKING MONEY 101, 201, AND 301 PRINCIPLES TO YOUR BUSINESS! HERE’S HOW:

MAKING MONEY 101:

YOU NEED TO APPLY EXACTLY THE SAME MONEY SAVING AND BUDGETING TECHNIQUES AS YOU WOULD FOR YOURSELF. YOU NEED TO BUDGET EACH MONTH AND ONLY MAKE PURCHASES THAT YOU CAN PAY CASH FOR.

BUT, YOU SHOULD NOT BE STINGY ABOUT ANY EXPENSE THAT DIRECTLY HELPS YOU GROW YOUR BUSINESS. THIS MEANS THAT YOU CAN TRACK THE \$1 THAT YOU SPEND TODAY TO AT LEAST \$2 TO \$3 EARNED WITHIN THE NEXT FEW MONTHS TO A YEAR.

MAKING MONEY 201:

WITH COSTS UNDER CONTROL, YOU SHOULD FOCUS ON SALES!

WHY? COST CUTTING IS LIMITED IN SCOPE ... YOU CAN’T CUT MORE THAN 100% OF AN EXPENSE.

INCOME EARNING IS UNLIMITED IN SCOPE ... THE SKY IS THE LIMIT!

MAKING MONEY 301:

DON’T ASSUME THAT YOUR BUSINESS WILL GROW FOREVER; EITHER COME UP WITH NEW MONEYMAKING IDEAS (NEW PRODUCTS, NEW MARKETS, FRANCHISE) OR ... NOW IS THE TIME TO SELL YOUR BUSINESS!

BONUS SECTION

HOW MUCH SHOULD YOU SPEND ON A HOUSE?

SHOULD YOU RENT OR BUY?

If you are just starting out, up to your eyeballs in debt, unemployed, or you just can't afford a house right now, it's simple: you just rent.

If you already own a house, don't sweat it, keep owning.

But, if you are ready, willing and able to buy your first house, or you are thinking of trading up (or, down), put aside the emotional decisions and just consider the financial impact, and that is:

Your house is the **ONLY** way that you will ever get off the launching pad to financial success!

Why? Because, you are building up equity over time (even a flat or falling real estate market eventually climbs back up again).

But - and here is the key - **ONLY** if you are prepared to put the equity in your house to work for you ... that means, borrowing against the equity in your house to **INVEST**.

HOW MUCH SHOULD YOU INVEST IN A HOUSE?

You should **INVEST** no more than 20% of your Net Worth into your house. Simple!

Your Net Worth is a measure of the current value of everything that your own (including your house) **LESS** what you owe (your debt, including car payments and mortgages).

This 'rule' ensures that you do not over-invest in your house and (if you have been following my Making Money 101, 201, and 301 principles), you should be investing the rest!

So, the 20% rule tells you how much deposit to put into your house (no more than 20% of your Net worth) and when you should be refinancing to free up more investment capital (whenever the equity in your house is more than 20% of your Net Worth. You borrow the rest to buy your house.



FIRST-HOME BUYER:

IF YOU DON'T HAVE ENOUGH NET WORTH TO FOLLOW THE 20% RULE, MY ADVICE IS TO BUY THE HOUSE ANYWAY IF YOU CAN AFFORD A DECENT DOWN PAYMENT (IDEALLY 20+%) AND CAN AFFORD THE MONTHLY PAYMENTS.

ALREADY A HOMEOWNER:

REVALUE YOUR HOME (BE CONSERVATIVE AND CHECK WHAT OTHER HOUSES AROUND YOU HAVE ACTUALLY SOLD).

IF THE CONSERVATIVE VALUE OF YOUR HOUSE PUTS THE EQUITY IN YOUR HOME AT GREATER THAN 20% OF YOUR CURRENT NET WORTH, THEN IT IS TIME TO REFINANCE AND INVEST THE PROCEEDS WISELY AND FOR THE LONG-TERM.

DOWN-SIZING:

LET'S SAY THAT YOU ARE RETIRING OR THE KIDS HAVE MOVED OUT SO YOU SELL YOUR CURRENT HOME TO MOVE INTO AN APARTMENT.

ADD THE FREED UP AMOUNT OF EQUITY TO YOUR INVESTMENT PLAN ... IT WILL HELP YOU RETIRE EARLIER AND/OR BETTER!

REPEAT UNTIL RICH

HOW I MADE \$7 MILLION IN 7 YEARS ...
... AND, HOW YOU CAN, TOO!

THE SOLE OBJECTIVE OF THIS eBook, UNLIKE ANY OTHER PERSONAL FINANCE BOOK THAT YOU HAVE EVER SEEN, IS TO HELP YOU UNDERSTAND YOUR MAGIC NUMBER, THEN HELP YOU TO IMPLEMENT THE CORRECT FINANCIAL STRATEGIES NECESSARY TO GET YOU THERE.

IF (AS I SUSPECT) YOUR MAGIC NUMBER IS BIGGER THAN THE TYPICAL "\$1 MILLION - \$2 MILLION IN 10 - 30 YEARS" ... CONGRATULATIONS ... YOU HAVE FINALLY COME TO THE RIGHT PLACE!

THIS eBook – AND, ALL THE OTHER RESOURCES THAT WE ARE ADDING TO THE REPEATUNTILRICH.COM WEB-SITE – ARE DESIGNED WITH ONE PURPOSE IN MIND:

TO HELP YOU TO BECOME RICH!

HOW? SIMPLE: NO SCAMS, NO SCHEMES ... JUST GOOD, OLD-FASHIONED FINANCIAL ADVICE, THAT WORKS!



ADRIAN J CARTWOOD

" I MADE 7 MILLION IN 7 YEARS™ ... AND, I STARTED OUT WITH A FAILED BUSINESS AND OWING \$30,000! I FINALLY REALIZED THAT THERE IS A SYSTEM TO MAKING MONEY - 'SECRETS' THAT HAVE NEVER BEEN FULLY DETAILED AND SHARED WITH THE WORLD ... BEFORE."

REPEAT UNTIL RICH

© ADRIAN J CARTWOOD 2008 - ALL RIGHTS RESERVED

NO PART OF THIS DOCUMENT MAY BE REPRODUCED OR DISTRIBUTED WITHOUT PRIOR WRITTEN CONSENT OF THE AUTHOR.

RESOURCES

[HTTP://REPEATUNTILRICH.COM](http://REPEATUNTILRICH.COM)

[HTTP://7MILLION7YEARS.COM](http://7MILLION7YEARS.COM)

[HTTP://7M7Y.COM](http://7M7Y.COM)

DISCLAIMER

THIS eBook IS PROVIDED FOR INFORMATIONAL PURPOSES ONLY, AND SHOULD NOT BE CONSTRUED AS ADVICE. WHILE ALL INFORMATION SHARED IN THIS PUBLICATION IS BELIEVED TO BE ACCURATE AND RELIABLE, THE PUBLISHERS SPECIFICALLY DISCLAIM ALL WARRANTIES, EXPRESS, IMPLIED OR STATUTORY, REGARDING THE ACCURACY, TIMELINESS, AND/OR COMPLETENESS OF THE INFORMATION CONTAINED HEREIN.

EDUCATE YOURSELF BEFORE MAKING ANY PERSONAL FINANCE DECISIONS AND/OR CONSULT A QUALIFIED PERSONAL FINANCE PROFESSIONAL BEFORE YOU CONSIDER ANY CHANGES IN YOUR PERSONAL FINANCE BEHAVIOR.