

# For Your biggest Dreams to come true,

## You Must Have "A Plan" ... (Help Your People Make Their Plan)

### "6 Steps" Total Financial Freedom

**Step #1- You must have a specific goal.** I was earning \$10,7000 a year as Athletic Director and Head Football Coach. After days of thinking and worrying, I decided on my specific goal. I wanted an income of \$ 30,000 a year guaranteed for life.

**Step #2- You Must have a specific time to achieve your goal.** I was 28 years old and I decided I would work and sacrifice for 10 years to achieve my goal. I would be financially independent by age 38.

**Step #3- You must write it down.** Your goal must be specific and you must write it down as a commitment. (I cut out a piece of cardboard, wrote down my goal and placed it on my daily calendar.)

**Step #4- You must develop a plan to achieve your goal.** I had saved \$40,000 in my 2 1/2 years of working part time. If I committed my \$40,000 for 10 years and could get a 10% interest, my savings would be  $\$40,000 \times 10\% \times 10 \text{ yrs} = 100,000$ . (Actually, the \$40,000 would grow to more than \$100,000 by investing the \$40,000 I had saved.)

I figured that if I accumulated \$300,000 cash, and received principal, I could withdraw \$30,000 each year and never touch my principal. This \$30,000 each year could go on forever. But I needed \$300,000 and I had only figured out how to get \$100,000 by investing the \$40,000 I had saved.

I was still \$200,000 short. I figured that at 10% interest I would have to save \$1,000 a month for 10 years to get the additional \$200,000;  $\$1,000/\text{mo at } 10\% \text{ interest} = \$200,000 \text{ plus}$ . I now had my financial plan. Invest my \$40,000 for 10 years and invest \$1,000 per month for 10 years. \$300,000 would equal \$30,000 a year for life.

**Step #5- You must decide what kind of price you are willing to pay.** Saving \$1,000 a month was tough for me, but I knew that if I wanted to be totally financially independent in 10 years, that was what it would take-: "There is no Free Lunch."

I decided my price would be to give up coaching and work full-time helping people to build financial security. That was a tough decision, but it was what I wanted to do, and it worked for me and my family.

**Step #6- You must think about reaching your goal every day.** There was not one day that I didn't think about how great it was going to be to be totally financially independent. Those dreams made me keep trying when I wanted to quit.