



7

HABITS OF
WEALTHY

PEOPLE

By Jim Yih

7 Habits of Wealthy People
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For information address: Think Box Consulting, 7614-119 Street, Edmonton, Alberta Canada. T6G 1W3
www.WealthWebGurus.com

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About Jim

A familiar face to many, Jim Yih is one of Canada's leading experts on wealth, retirement and money. Since 1990, Jim has dedicated his career to educating people in the area of retirement planning, personal finance, investing and wealth management. He has worked in the financial services industry in numerous roles as a manager, analyst, researcher, financial advisor, educator and consultant.

Jim is a regular contributor for the media. When the media needs someone to comment on the world of personal finance, they can depend on Jim to provide some interesting sound bytes given his extensive resume in the financial industry.

Professional Speaker

Jim has entertained, educated and inspired audiences all across the country. In every presentation, his goal is simple: To say something that makes people better, smarter, happier and wealthier. He believes that education can only exist if there is a connection between himself and his audience. He is passionate about combining stories, humor, creativity and inspiring messages to create the connection.

Jim has worked with organizations like The Canadian Association of Financial Insurance Advisors (CAIFA), Million Dollar Round Table (MDRT), MAFAC, CLU/CHFC Chapters, Manulife Financial, Great-West Life, Sun Life, Fidelity Speakers Bureau, Public and Catholic School Boards, CIBC, Retirement Life Challenge, Indigo/Chapters Bookstores just to name a few.

Syndicated Columnist

Jim is an active writer with almost 1000 articles written through his nationally syndicated column. Jim's analysis and research has been used by The Globe and Mail, National Post, Edmonton Journal, Vancouver Sun, Victoria Times, Calgary Herald, Ottawa Citizen, Montreal Gazette, Yahoo.ca, Canadian Business Online, CHQT Radio, COOL 880 Radio, CTV News, Global TV, Help TV and Investopedia.com.

Helping People Take Away The Stress Of Money

Today, Jim devotes his career to developing ideas, tools and strategies to help corporations, organizations and people create more success, wealth and happiness through his company The Think Box. Although Jim's expertise is rooted in the wealth and financial industry, he firmly believes that money is not everything. To be happy, you need to find balance between life and wealth. You need to remove the clutter and stress to live happier. Jim devotes much of his career to helping others find wealth, happiness, simplicity and balance in life.



Seven Habits of Wealthy People

Far too often we are lured by the thought that there may be a shortcut to wealth. We all dream about winning the lottery, or investing in the next great investment, or starting a wonder business that becomes a license to print money.

Every now and then when I am watching late night TV in the background, I catch an infomercial about a stock trading system guaranteed to make you rich. Our society is filled with schemes to go from rags to riches in less time than you think. If it is really so easy, then why is 80% of the wealth in the hands of 20% of the people?

What are these 20% doing right to accumulate the majority of the wealth? I believe wealth is attainable for anybody who wants it. I believe you have the power. It may not be easy but it is attainable. Did you know that 87% of the people in the top 30% of wealth were not there 10 years ago? In other words, it's not about winning the lottery, inheritance, or luck! Instead, it's about ACTION . . . Taking important steps to change your life positively. But you have to WANT it enough that you do something about it!

So here's my take on taking control of your financial life. I believe there are some fundamental ACTIONS that are required to build wealth and take control of your money. By taking these ACTIONS you will not only take control of your financial well-being but you will also relieve the stress that comes from living beyond your means. I ASSURE you that these ACTIONS will improve what I call your financial wellness. ACTIONS repeated over time are what I call HABITS and I would like to share with you what I call the 7 habits of wealthy people.

Seven Habits of Wealthy People

In this issue, you will find:

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Habit One: Wealthy People Track Their Wealth

My wife is a dietician and she says “If you want to lose weight, you need to start by looking at your life and assessing your habits and lifestyle to see where the root of the problem is.”

In my line of work, we can learn from this common sense message. In order to take control of your money, you first need to know where you stand financially. To do so, you need to take stock by figuring out something called your net worth. It’s kind of like a company’s balance sheet. You need to know what you own and what you owe and hopefully your worth is positive and not negative. This serves as a starting point to measuring wealth.

Understanding your net worth is no different than someone wanting to lose weight. You must first step on the scale. Knowing your weight establishes a measurable benchmark so you can understand how you are doing in the future (gaining weight means you are doing the wrong things). For most people, the financial goal is to increase your net worth year after year. Although you may need to stand on the scale to check your weight more frequently, checking your net worth probably only needs to happen once a year.

Do you know your net worth?

I ask this question of people every single day and more often than not, people have to think pretty hard about their net worth. If you want to have a benchmark for wealth, retirement or financial fitness, make sure your starting point is your net worth.



Take a piece of paper and on one side of the page write down all the assets that you think contribute positively to your financial well being. On the other side of the page, list all your debts. At the bottom of the page, take your total assets and subtract your total liabilities and you will have your net worth. Once you have this starting point, every year, you should redo this calculation to see if you are moving in the right direction. Understanding your net worth is the starting point to financial planning and wealth management.

Net Worth Statement

| | | |
|------------------------------------|--|--|
| ASSETS | | |
| Liquid Assets | | |
| - Chequing Accounts | | |
| - Savings Accounts | | |
| - GICs | | |
| - Cash Value of Life Insurance | | |
| - Tax Free Savings Accounts (TFSA) | | |
| - Money Market Funds | | |
| Property Assets | | |
| - Principal Residence | | |
| - Recreational Property | | |
| - Investment Property | | |
| - Other Real Estate | | |
| Long Term Assets | | |
| - RRSPs/RRIFs | | |
| - Non-RRSP Investments | | |
| - Pension / LIRA | | |
| - Business | | |
| - Other Assets | | |
| TOTAL ASSETS (A) | | |
| | | |
| LIABILITIES | | |
| - Mortgage | | |
| - Other Mortgages | | |
| - Personal Lines of Credit | | |
| - Investment Loans (Leverage) | | |
| - Student Loans | | |
| - Car Loans | | |
| - RRSP loans | | |
| - Credit Cards | | |
| TOTAL LIABILITIES (B) | | |
| | | |
| NET WORTH (A-B) | | |

Habit Two: Wealthy People Own Appreciating Assets

The second habit is to own appreciating assets. We've already talked about assets in our discussion of the net worth statement but sometimes the net worth statement will contain assets that have a value but they are not contributing financial assets. In other words, the best assets to own are assets that simply appreciate in value.

If you think about it, there are three types of assets. The ones that appreciate (like your house, RRSPs, investments, etc), the ones that depreciate (like your cars) and the third asset is what I call a lifestyle asset. An example of this is my big screen TV. It is an asset and it has some value but really it does not contribute to my financial well-being. It contributes to my lifestyle.

The majority of wealthy people own their own home, which is an appreciating asset. Owning your personal residence develops some productive wealth mindsets.

The bottom line is if you want to get ahead financially, where would you put your money? In things that appreciate or things that depreciate or things that have no real financial value? It's not a trick question so the habit is to take stock of your assets and determine which ones are appreciating vs depreciating and have no financial value. That will hopefully help you to recognize where to put your money.



NOTES:

Habit Three: Wealthy People Watch How Much Debt They Have

The third habit is to watch your debt. That's a really tough in today's world because debt is so accessible. Every financial institution is eager to issue a loan or a credit card because it is a profitable business. More and more people are keeping balances on their credit cards paying outrageous interest rates like 18% or more. Every other week, I throw away new offers for new credit cards or lines of credit. It's crazy!

You can also see debt on the rise in the financial arena where financial advisors and institutions are promoting the concept of leverage as a cornerstone strategy to building wealth. As much as leverage has a place, it has become such mainstream advice that it is now being oversold and many people are not being prudent.

The bottom line is debt is everywhere and the statistics are getting scary.

So in today's world, it may be impossible to avoid debt altogether and I acknowledge that sometimes debt can be productive if used wisely but at the end of the day, wealthy people manage, control and pay down their debts.

When it comes to reducing debt, remember paying off debt can be one of the best investments you make. Often the financial industry focuses on saving more money and buying more financial products, which is a great strategy for more wealth but with volatile markets, and a multitude of investment scams, paying down debt is a sure fire (guaranteed) way to get ahead financially.

Did you know that if you have some debt that is charging you 5% in interest, paying that debt down is like earning 7.5 to 8% in a GIC? That's because when you earn a dollar you don't get to keep a dollar and as a result, to pay that dollar of interest, you need to earn much more than a dollar to pay the tax first. A 7% debt is really the equivalent of an 11% GIC guaranteed with no risk. Are you getting 11% on your investments?



Habit Three: Wealthy People Watch How Much Debt They Have (con't)

There are three things to keep in mind when paying down debt

Firstly, remember, it's not about managing the payments but rather managing the total amount of debt that matters most. So many people take on bigger amounts of debt and to manage that debt they simply extend the amortization period out. 40-year mortgages was an example of this. People took out 40 year mortgages on their homes to make the payments more affordable when the right strategy was to take on less debt in the first place.

Secondly, remember that making payments more frequently is not as important as paying more money more consistently. For example, you may have heard that if you pay your mortgage more frequently than monthly, you will pay it down faster. This is partially true. Let's say you have a \$100,000 mortgage amortized over 25 years at 6%. Your monthly payments would be \$640 per month. If you looked at bi-monthly payments (twice a month instead of once a month), your payments would be half or \$320. This strategy of moving to twice a month as opposed to once a month does save you money but only \$235 over a 25 year period. That's hardly worth the effort.

If you move to bi-weekly as opposed to bi-monthly the result is much the same if you simply spread the annual payment out over 26 periods as opposed to 24 periods. But where real savings comes is if you make the bi-monthly payments of \$320 but now you make them bi-weekly. Now the savings becomes significant. Over \$17,000 of savings in interest over that same 25 year period. Why? Because you are actually making 2 extra payments of \$320 per year. It's not about more frequent it's about making extra payments where you can.

The third thing is the most obvious. The lower interest rate the better. Always shop around for better rates on mortgages, lines of credit and credit cards. Higher interest means less money in your pocket.

So to take control of your money and get rid of financial stress, we need to develop healthy habits of managing, controlling and paying down debt. Start with your net worth statement and tally up all the debt that you have and start developing a strategy to reduce your debt!

Habit Four: Wealthy People Live Within Their Means

The wealthiest people in the world are not those with the most stuff. They are the ones that manage their lifestyle the best. In other words it is so important that you simply live within your means. All you have to do is look at your bank account and check your inflow versus outflow. If you have more money coming into the bank than going out, then you are likely living within your means. If your situation is the opposite, then you need to develop a reality check.

Know how much you spend

So the first healthy habit here is to know how much you spend on a month-to-month basis. How would you know if you are overspending or not if you never took any steps to track your spending in some way shape or form? Some people might assume this is where budgeting comes into play. Not me. I don't like the word 'budgeting' just like I don't like the word 'dieting' because they both imply restriction of behavior. I'm not suggesting that everyone needs to budget. Rather, I am suggesting that everyone needs to know how much money they spend each and every month. If you have a spending problem, then you need to budget your money. Just like if you have an eating problem, then you have to diet.

Successful people simply live within their means. In fact, studies suggest that about two thirds of wealthy people know exactly where they are spending their money. If you want to become wealthy, you should develop a habit of tracking where you are spending your money on a monthly basis. How can you live within your means if you don't know what your means are costing you? Take the time to figure out how much money you spend and then devote time to making this a regular habit. I promise you it will go a long way to securing your financial future.

Remember, the more accurate the number, the better. Most people underestimate their spending because they ball park it with their big or regular expenses like the mortgage, car payments, utilities, food, etc. The biggest culprit of underestimating expenses is something I call MYSTERY CASH. A great example of mystery cash is the ATM withdrawal? How many of you have ever gone to the Bank machine and taken out \$100 buck and before you know it that 100 Bucks is gone. It went somewhere but where it went is really a mystery.

How Much Do You Spend Every Month?

Most people don't know how much money they spend on a monthly or yearly basis. The ones that think they know how much they spend sort of know but typically underestimate. Very few people know what they are spending and the ones that do, typically are in pretty good financial shape.

Tracking expenses takes effort, conscious awareness and ongoing work. Maybe that's why most people don't track expenses or calories. The trick is to keep it as simple and effortless as possible. The key is to turn it into a good life habit.

| Month | Total Net Deposits Money in | Total Net Withdrawals Money out |
|--------------|--------------------------------|------------------------------------|
| January | | |
| February | | |
| March | | |
| April | | |
| May | | |
| June | | |
| July | | |
| August | | |
| September | | |
| October | | |
| November | | |
| December | | |
| | | |
| Total | | |

MONEY IN - Any cash going into the bank account. For paycheques, just include net deposits after deductions.

MONEY OUT - Any and all cash going out of the account. This includes bill payments, withdrawals, PACs, etc. Do not include any money going to savings or investments.

Tracking Cashflow Expenses

| Item | Projected Expense | Year 1 | Year 2 |
|--------------------|-------------------|--------|--------|
| Housing | | | |
| - Mortgage | | | |
| - Property Tax | | | |
| - Utilities | | | |
| - Home Insurance | | | |
| - Cleaning | | | |
| - Other | | | |
| Other Property | | | |
| - Mortgage/Debt | | | |
| - Other expenses | | | |
| Food | | | |
| - Groceries | | | |
| - Eating Out | | | |
| - Alcohol | | | |
| Financial | | | |
| - Pension | | | |
| - RRSP | | | |
| - TFSA | | | |
| - Investments | | | |
| - RESP | | | |
| - Savings | | | |
| - Life Insurance | | | |
| - Other | | | |
| Health Care | | | |
| - Medical Costs | | | |
| - Drugs | | | |
| - Dental Care | | | |
| - Eye Care | | | |
| Transportation | | | |
| - Car Payment | | | |
| - Insurance | | | |
| - Maintenance | | | |
| - Gas | | | |
| - Public Transport | | | |
| | | | |
| SUBTOTAL | | | |

| Item (con't) | Projected Expense | Year 1 | Year 2 |
|-----------------------------|-------------------|--------|--------|
| Recreation | | | |
| - Hobbies | | | |
| - Subscriptions | | | |
| - Entertainment | | | |
| - Health & Fitness | | | |
| - Travel/Holidays | | | |
| - Other | | | |
| Other Debts | | | |
| - Credit Cards | | | |
| - Line(s) of Credit | | | |
| - Personal Loans | | | |
| - RRSP loans | | | |
| - other debt | | | |
| Other General | | | |
| - Cell Phone | | | |
| - Computer | | | |
| - Clothing | | | |
| - Dry Clean | | | |
| - Hair Cut / Spa / personal | | | |
| - Gifts | | | |
| - Donations | | | |
| - Pets | | | |
| - Other | | | |
| - Other | | | |
| Extraordinary Expenses | | | |
| - New Vehicle | | | |
| - Home Renovation | | | |
| - Special | | | |
| Vacations/Events | | | |
| - Wedding | | | |
| - Helping Children / Others | | | |
| - Other | | | |
| - Other | | | |
| | | | |
| | | | |
| | | | |
| TOTAL EXPENSES | | | |

NOTES:

Habit Four: Wealthy People Live Within Their Means (con't)

Work at your income

The second part of living within your means is to look at your means. Looking at the income side of the equation is just as important as the expense side. Remember, cashflow is about money in just as much as it is about money out. Remember to improve cashflow you can reduce your expenses but you could also look at opportunities to increase income.

In a study by Statistics Canada, there is a correlation between wealth and income. The more money people make the more likely they are to build wealth faster. Maybe that means a part time job. Maybe that means working hard to get promoted or get a raise. Maybe that means getting more education so you can get a better paying job. While this makes intuitive sense, it may not always be easy to just go out and increase your income. That being said, it is an important habit to building wealth.

Take time to train your mind to think outside the box about ways you might be able to increase your earning power. This might mean getting more education or starting a business or getting a part time job, etc. No one said building wealth did not take some effort.

KEYNOTE AUDIO CDS

Jim has entertained, educated and inspired audiences. Now you can get a chance to hear a recording of some of his most popular Keynote Presentations:

Retire Happy: Make Retirement the Best Years of Your Life

Investing is Not Rocket Science: The Secret to becoming a successful investor

Take Control of Your Money: The Seven Habits of Wealthy People



Habit Five: Wealthy People Save Regularly

Wealth is not built by accident and contrary to popular belief most wealth is not inherited or won in a lottery. 80% of the wealthy are first generation and they built their wealth one step at a time. One of the key habits wealthy people possess is a systematic disciplined savings plan. The best way for anyone to develop this habit is to start an automatic monthly savings plan where money comes off your paycheck or out of your bank account before any other expense or deduction. Studies suggest that wealthy Canadians save about 20% of their income. It may not be 20% you can save but something is better than nothing.

So whatever the number, do you have the SAVINGS GENE? In other words, are you a natural saver? I have four young children and they are all special in their own little ways. Despite having the same upbringing, the same parents and the same environment, they are all unique little people, especially when it comes to money.

My son Robbie, even at the age of three was already hoarding coins he found in the house, in the car and out in public. Any money he finds, he puts them away in his piggy bank. When Grandma takes him out to buy a treat, he wants the change to put into his little bank. He has already filled 6 piggy banks with change and according to my calculations, if Robbie keeps going at this rate, he is going to wind up with \$14,806,115 by the time he turns 60 years of age. Now that's impressive. Robbie has a little bit of what I call the Savings Gene.

The savings gene simply refers to someone who has a natural ability to save. Although there may not be an actual gene, there are people who just get it. You might call it the savings habit instead of the savings gene. Savers are typically people who get the principles of thrift. They spend less money than they make and as a result they save money. Do you have the savings gene?

In my experience very few people have the savings gene – the natural tendency to save. This shouldn't come as too much of a surprise since saving money is not natural. Spending is more natural and definitely more fun. The illusion is "Spending may make you feel rich but it actually makes you poorer." If you think about it, spending makes someone else rich. The only thing that will make YOU rich is by saving money.

Habit Five: Wealthy People Save Regularly (Con't)

There's an old saying "To be successful, you have to save first and spend what you have left over because if you spend first chances are there will be nothing left at the end to save."

I've had the honor of working with a lot of financially successful people and every time I ask about how they got there, one of their key contributions to success is simply the fact that they always put away a little money.

Pay yourself first is something most people understand but don't always practice. It is such a common sense message but unfortunately common sense is not common enough.

If you don't have the knack to save, don't lose hope because you can learn the behavior. Steven Covey says it takes 21 days to create a habit. I believe it takes 21 months to create the discipline of savings. So the habit is simply to pay yourself first by setting up your own automatic savings plan. This habit will go a long way to taking control of your money and getting ahead financially.

Remember, too, that good savings can rub off on others. Robbie has a little brother, Connor who does not have a natural savings tendency. He's more of a short-term gain kind of thinker.

In our house, we are not afraid to talk about money and the consequence of spending and the benefits of saving. I believe that our actions with money will rub off on our kids and I see this with many other successful savers. Many of their kids become savers too. The really neat thing about learning to save is watching Connor. Although he is not a natural saver, the actions in our house are affecting him positively. Even little Connor has started his own piggy banks and is actually on track to have more than his big brother.

Habit Six: Wealthy People Surround Themselves with the Right People

Nothing in life we do alone. Everything we learn, we learn from others. It is the people in our lives that shape who we are. If you want to become better with money, I would suggest you hang around people who are good with money and learn from them. These people might include:

- ❑ Your financial advisors, lawyers, and accountants. Wealthy people typically have a team of professionals to help them accumulate, manage and protect their wealth. Studies suggest that although they use professional advisors, they ultimately make the final decisions themselves. If you want to become wealthy, you must seek help but ultimately retain control over key decisions.
- ❑ Your friends and family. The law of attraction says if you want to be happy, hang around with happy people. If you want to be rich, hang around rich people. If you want to be successful, hang around successful people.

I believe you are only as good as the people you hang around with. So keep a good habit of surrounding yourself with people that are also financially fit and practice sound financial habits in their own lives.

HIRE JIM TO SPEAK!



Jim is one of Canada's leading experts on money, retirement, investing and personal finance. He has a passion for teaching and helping people make better decisions with money so they can all retire happy and achieve financial wellness.

As a well-known financial speaker, he has entertained audiences large and small with his common sense 'to the point' approach. Audiences rave about Jim's ability to take complex matters and deliver them in a way that makes sense. He believes that true success of a professional speaker comes from not only education but also entertainment and inspiration.

Habit Seven: Wealthy People Engage in Their Financial Affairs

And the last habit is to always engage in your financial affairs. The definition of engaging is to get involved and participate. When it comes to money, you have to become accountable for your money. When you realize this you will need to take time to make important decisions about your financial future. Money doesn't grow on trees (at least not at my house). Wealth doesn't magically appear. Wealth is created through hard work.

There's a common saying that we should all learn to "WORK SMARTER, NOT HARDER". The root of this well known saying stems from the time management industry because we all lead busy lives and finding balance has become increasingly difficult.

“WORK

SMARTER,

NOT

HARDER”

As much as I can appreciate the message of efficiency, effectiveness, productivity, and balance, I'm not sure the saying is appropriate in the world of personal finance. I think this saying has simply created an excuse for laziness. I believe this era of entitlement stems from this belief that you don't have to work harder. Well, I believe the opposite. I believe successful people WORK SMARTER AND HARDER. I've met many successful people and they will all tell you that success comes from hard work that sometimes is not visible. It is very rare that wealth comes without hard work.

Hard work pays off and sets the foundation for success. When it comes to your money there are a tips to stay engaged:

1. Get engaged by reading more, going to workshops and seminars, and finding the right help if necessary. Remember, knowledge and education is the first step to success but all the ideas and knowledge in the world won't help you if you don't do anything with that information. Part of engaging is doing. If you want to get ahead financially there is no substitution for participation. Taking action is by far the hardest step because it initiates commitment.

Habit Seven:
Wealthy People Engage in Their Financial Affairs

2. No one cares more than you. You will only commit if you care. If you don't care, you won't bother. And if you don't care, who will? I believe that no one cares about you more than you care about you. For example, many people work with financial advisors or professionals and although I am a big advocate of working with professionals, I see too many people rely on advisors to make good decisions and also blame advisors when things aren't going their way. Advisors are not magicians. It reminds me of the cartoon where someone is sitting down with a financial advisor and says "I retire on Tuesday, I haven't saved a dime so here's your chance to become a legend."

Often, I get people asking me about their investments with the question "Jim, my portfolio sucks. I'm losing money and I haven't really made any money for the past 10 years. What should I do with my investments?"

My response is "What are you invested in?"

The typical response is "I don't know. My advisor takes care of that"

My response is OBVIOUS "No one cares about your money more than you care about your money." You can have the best advisor in the world and they can't care more than you. Advisors are there to help but they can't and shouldn't make decisions for you. You are ultimately accountable and responsible for making financial decisions.

For those of you who are working with advisors I would urge you to continue working with advisors but never be afraid to ask questions. The best advisors are your friends and sincerely want to help you. But they can only help you if they know where you need help.

Habit Seven: **Wealthy People Engage in Their Financial Affairs**

3. My last tip for engagement is to remember, “You get out what you put into it”. If you put very little time, effort and energy into your money, then chances are you will get very little back in return. This is not only true to money and your financial well-being but it is also true to life.

Just think back to when you went to school. What you put you're your education directly affected your working life. Statistics show that those people with a post secondary education were more likely to have higher incomes and more wealth as a result. But not always. And those that succeed without post secondary education, chances are it came as a result of putting in some hard work, planning and effort.

Another great example of this is health. If I want to lose weight can I snap my fingers and make it happen? Of course not. What's it going to take to really lose weight? Motivation, effort, discipline, conscious awareness and effort.

So what's stopping me from losing weight? Time? Money? I call these excuses! We all know I am capable of losing weight but I simply have to make it a priority in my life.

A Final Word

So there you have the 7 habits of wealthy people. You now have the simple secret to taking control of your money so that you can enjoy more wealth, prosperity, security and money. But remember what I said about simple not easy. The hardest part is ahead of you because it means that you have to take the necessary actions to develop these habits. Just learning about them is not enough. You must take control by taking action.

NOTES:

More Resources from Jim:

Jim is committed to helping people make better decisions about money. Education is the root of success. Not only does Jim help people through his syndicated column and his financial workshops and presentations, he has some exciting products to help you attain more financial success.

10 Things I Wish Someone Told Me About Retirement



Three of Canada's foremost retirement and life educators bring their collective insights, experience and knowledge to bear on the problems that Canadians face in planning for retirement. Using 10 key planning principals, the authors outline a perspective on planning that incorporates lifestyle planning, management of debt, investment planning, risk management, tax efficiency, legal and estate planning and

PRICE \$30.00

Seven Strategies to Guarantee Your Investments



With over 5000 copies sold, this book has helped people sleep better at night. Seven Strategies to Guarantee Your Investments is the perfect book for investors who are discouraged by the volatility of the stock market. If your portfolio has taken a beating, then this book will teach you why it is important to guarantee your investments and how to enhance your returns but still play it safe. This book is for the truly conservative investor.

PRICE \$25.00

Smart Tips for Estate Planning



Smart Tips for Estate Planning gives you what you need to avoid the trap of having an inappropriate cookie-cutter Will and estate plan. Instead, you will learn how to legally take advantage of tax breaks, avoid unnecessary probate fees, thwart creditors, and establish trusts for your children and grandchildren.

PRICE \$35.00

Keynote AUDIO CDs:

Jim has entertained, educated and inspired audiences. Now you can get a chance to hear a recording of three of his most popular Keynote Presentations:

Retire Happy:

Make Retirement the Best Years of Your Life



Investing is Not Rocket Science:

The Secret to becoming a successful investor



Take Control of Your Money:

The Seven Habits of Wealthy People



PRICE \$35.00 EACH OR \$85.00 FOR ALL THREE

More Resources from Jim:



MY ESTATE ORGANIZER

My Estate Organizer is software that helps people organize, diarize and communicate their estate affairs. It's a tool that reduces family conflict, bridges communication between generations and helps executors and beneficiaries during the difficult time of losing someone they love.

PRICE \$59.00



MY LEGACY ORGANIZER

My Legacy Organizer is the follow up product to the successful My Estate Organizer. Everyone has a legacy to share. Everyone has a story to tell. Everyone has people that want to preserve the memories, stories and legacy of the people they love. My Legacy is the solution to preserving your stories, memories and legacy.

PRICE \$59.00



JIM IN A BOX

Buy all of

products for a special package price.

Jim's

That's eight products to help you make better decisions about money. Whether you need help with retirement, investing, personal finance, estate

Retail price for all 8 products would cost over
\$300.00

Special Package Only \$249

| | Price | Quantity |
|--|----------|----------|
| <u>BOOKS</u> | | |
| 10 Things I Wish Someone Told Me About Retirement Book | \$30.00 | |
| Smart Tips for Estate Planning Book | \$35.00 | |
| Seven Strategies to Guarantee Your Investments Book | \$25.00 | |
| <u>AUDIO CD</u> | | |
| Retire Happy: Make Retirement the Best Years of Your Life | \$35.00 | |
| Investing is not Rocket Science | \$35.00 | |
| Take Control of Your Money | \$35.00 | |
| <u>Software/Tools</u> | | |
| My Estate Organizer | \$59.00 | |
| My Legacy Organizer | \$59.00 | |
| <u>Bundles</u> | | |
| Audio CD: Set of all three Audio recordings | \$85.00 | |
| Book Bundle – all three books | \$75.00 | |
| Software Bundle – Both Organizers | \$99.00 | |
| Retirement Bundle | \$59.00 | |
| - 10 Things I Wish Someone Told Me About Retirement | | |
| - Retire Happy Audio CD | | |
| Investing Bundle | \$49.00 | |
| - Investing is Not Rocket Science Audio CD | | |
| - Seven Strategies to Guarantee Your Investments | | |
| Estate Planning Bundle | \$125.00 | |
| - My Estate Organizer | | |
| - Smart Tips for Estate Planning Book | | |
| - My Legacy Organizer | | |
| Jim in a box | \$249.00 | |
| Total | | |
| Please fax to 780-761-0135 or mail to 7614-119 Street, Edmonton, AB, T6G 1W3 | | |

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NOTES:

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Jim is one of Canada's leading experts on money, retirement, investing and personal finance. He has a passion for teaching and helping people make better decisions with money so they can all retire happy and achieve financial freedom.

As a well-known financial speaker, he has entertained audiences large and small with his common sense, 'to the point' approach. Audiences rave about Jim's ability to take complex matters and deliver them in a way that makes sense. He believes that true success of a professional speaker comes from not only education but also entertainment and inspiration.

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