

Financial **MASTERY**

#1 COACH

IN REAL ESTATE TRAINING



The New York Times

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A dark blue silhouette of a person with their arms raised in a celebratory gesture, positioned behind the main text.

Whatever You Want ...
Wants YOU!

The Goal is Financial Independence

At the age of 65 – After 40 years of working

1% - Retired Wealthy

4% - Financially Independent

5% - Were Still Working

36% - Were Dead

54% - Were Dead Broke

*Tax and Financial - JB

So the Goal is Financial Mastery

Is it about how much you make? Or the Plan?

Lets talk about making money:

- **Earned** – build a business that brings value to the market, so we get compensated appropriately
- **Passive** – We take our money and get it working for us! You sleep – it works!

Financial Mastery

What's Your Goal?

\$5,000,000 Net Worth?

\$10,000,000 Net Worth?

\$20,000,000 Net Worth?

What's Your Plan?

6 Steps to Financial Freedom

1. Set up the following accounts: (financial discipline)

- Professional opp account – biz
- Personal opp account – life
- Income tax account (or auto withdrawal)
- Charity account – giving back
- Security account – secure savings (little risk, bonds)
- Grow account – stocks
- Fun account – vacations, 2nd cars

6 Steps to Financial Freedom

2. Divide and allocate our income

How will you divide the money you earn? (sample \$10k check)

- Professional opp account – biz: What does it cost you to run your business? (25% no team) – (50% max team)

The remaining \$5,000

- Personal opp account – life – (45%)
- Income tax account (or auto withdrawal (25%))
- Charity account – giving back – (10%)
- Security account – secure savings (low risk) – (10%)
- Growth account – stocks – (10%)
- Fun account – vacations, 2nd cars

6 Steps to Financial Freedom

3. Redistribute Quarterly From Your Growth Accounts

Assume you bought a stock that went up \$9,000. Divide the profits into your security account and fun account

6 Steps to Financial Freedom

4. Measure Your Financials

- Monthly profit and loss
- Consider a personal P/L
 - Is your home life profitable?
- Quarterly track your net worth

6 Steps to Financial Freedom

5. Education

“If you’re going to invest in it
... you should know it!”

6 Steps to Financial Freedom

6. Create Your Financial Advisory Team

- Accountant
- Insurance Provider
- Stock Advisor
- Commercial Real Estate Broker
- Mentor
- Coach for Accountability

Financial Mastery – More Income

How Can We Generate More Income?

1. Take more listings, be more aggressive, don't lose over price on another agent
2. Sell more of our own buyers – vs buyers agents!
3. Buy, fix and flip great opportunities
4. What else?

Financial Mastery – Streams of Income

How Many Streams of Income Do I Have?

Options to generate more:

Personally?

Professionally?

- Coaching / Information Sales
- Direct Sales / MLM
- New Business
- Investing
- Leveraging Your Database for Referrals / Barter



THANK YOU