

## Guest Presenter

Word count: 1172

Reading time: 4 minutes 30 seconds



And now we come to the second guest presenter session for this month and today we'll hear the second of three sessions from Marcus de Maria. Marcus was recently a guest on The Achievers Edge and the feedback was just so positive that I

decided to ask him if he'd record some more of his ideas for us.

Marcus is the founder of Investment Mastery. Marcus is a full-time investor during the week and devotes his weekends to helping beginners learn how to make money in stocks and he gets outstanding results in both. In this second session Marcus concentrates on vision and purpose so let's go to Marcus now.

Hi this is Marcus de Maria and welcome to my second session of The Achievers Edge. Last time we talked about the importance of your wealth psychology and mindset when it comes to creating money, where your current beliefs came from and the importance of changing any beliefs that just don't serve you. Now the second step in creating wealth is as follows.

I can't very well talk about wealth creation without talking about vision and purpose. Now you will have heard 'without vision people perish'. This well-known phrase comes from

Proverbs 29.18 and still holds true today as it did then. If we don't know where we're heading we will never get there. Having a vision and ensuring that you have clear, achievable goals is something that Peter has talked

### Key Point

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about several times in past issues of The Achievers Edge. It's that important. Remember just by having goals that are written down you will achieve far more than 95% of the population. That's a proven fact.

Now I'd like to talk a little about purpose. Purpose is the 'why' you are doing it; the compelling reason you want to achieve your wealth. Now the bigger your 'why' the more likely you are to take action. Napoleon Hill, the author of the masterpiece, 'Think and Grow Rich' was asked on his deathbed "Out of all the different things you've written about when it comes to wealth creation, what are the most

### Key Point

**One of the most important things is to have purpose.**

important?" Without hesitation this amazingly wise man said, "There are two things and one of them is having a purpose". Now he defined purpose as having a goal that's bigger than you. Now we all know that we are likely to do more for other people,

especially loved ones, than we do for ourselves so having a goal that is bigger than you takes away all the excuses you had about taking action because it's just no longer about you or how small, how big, how thin, how fat, how bald, how hairy, how inexperienced or how much lack of education you have or whatever excuse you used to come up with. So when people complain that they aren't really taking action it is often because they don't have a purpose which really excites them, that literally makes them jump out of the bed in the morning.

So why do you want to create wealth? What is your purpose?

The next step, step three, is to plan your wealth. My question when we talk about saving money or planning, which most people tend not to enjoy so much, is to ask how can we make it fun. So let's see whether you can answer these questions.

- If you fail to plan you plan to..... that's right you plan to fail.
- If you don't have a plan of your own you're normally part of someone..... that's right you're part of someone else's plan aren't you?
- Finally, you're either planning to be rich or planning to be.... that's right planning to be poor.

I bet you got most of them and this is because we know how important it is to plan something, much like an architect would never think about starting to build a house without a plan just in case they later find that they forgot to build in the doors and people couldn't enter or exit the building. I mean it's ludicrous; it's inconceivable isn't it? Well planning your wealth is no different. Again the challenge

most people have is simply we've not been taught how to do this. Where do we even start? Well on a very basic level a good place to start is to simply list all the money that is coming in plus everything that you own and subtract from that

## Notes

all of your expenses. Just by seeing where all your money is going is a major step for most people. Now some of these examples, for example mortgages or rent, utilities, transportation, food, insurance, taxes on your home, pension contributions, entertainment. This is where you'll be surprised how much you spend on films, film rentals, restaurants etc, luxuries, charity and any miscellaneous expenses and personal expenses that you have.

Now the next bit is the really exciting bit. Imagine using that information and some more and putting it into let's say an excel spreadsheet where you know exactly how much money is coming in, how much is going out, the percentage of your income you want to invest on a monthly basis, the likely returns you're going to make on that investment, the taxes on those returns and how much money that will be worth in years to come.

Even more exciting is that you can change certain fields and you will see what effect it will have to your wealth in years to come. For example, if now it would take you 15 years to become financially independent, and by that I mean having sufficient income in order to be independent of – ie not having to go to work. So 15 years to become financially independent what would happen if you were to make 1% more on your investments a year? Does it mean now it would take only 13 years or 13.5

years? Knowing this gives you enormous power because it makes you aware that if you were to take some action – even a small step like changing your mortgage to a cheaper lender or investing slightly more of your income or switching from a non-profitable investment to a more profitable one – it ensures you reach your goal that much faster.

Who would want to have that type of information and the power of that information at your fingertips? Now imagine being able to teach your family to do the same so that the next generation start much earlier taking control of their finances.

So based on what we've discussed in this session here are three key action steps for you to take away:

## Actions

- 1) Take some personal time to decide your true purpose as to why you want to create wealth.
- 2) Prepare your own spreadsheet so you know precisely what is coming in and going out.
- 3) Decide who is it that you care so much about that you want to share these ideas with them.

So from me Marcus de Maria until next time goodbye for now.