

Secrets of Millionaire Minds

Many have studied and written about the behaviour of millionaires and here we summarise findings from three notable books: *Executive Summaries*

Millionaire Mind, Dr Thomas J. Stanley, author of the Millionaire Next Door
How to Make Money Out of Thin Air, Brian Sher, Sydney author and publisher
21 Success Secrets of Self-Made Millionaires, American Brian Tracy

Have an abundance mentality, dream big and make written goals and focus on them

Associate with those who will support you and those who won't steal your dreams

Do favours for others (how value is created - people will reciprocate)

Apply leverage (have others work for you, make and sell businesses, not your time)

See yourself as self-employed (accept responsibility for everything you are & will be)

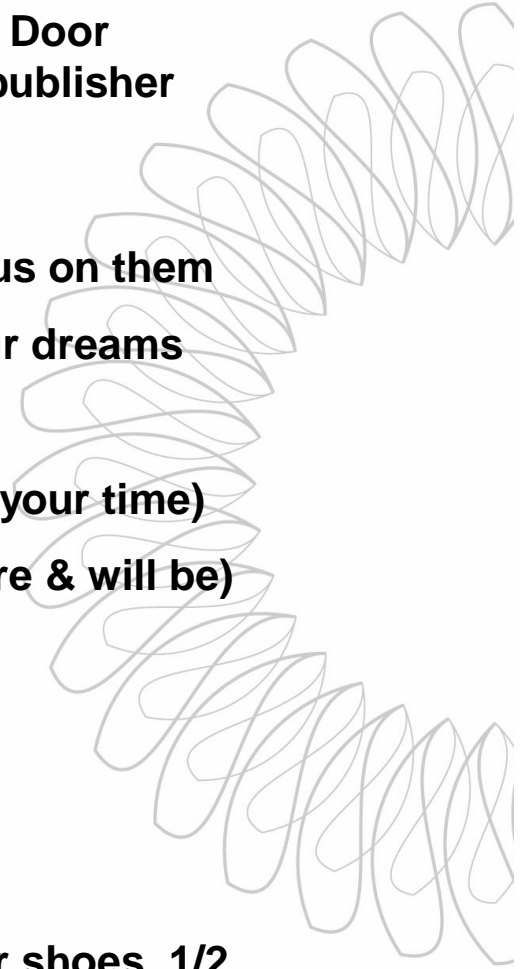
Do what you love to do (you'll be good at it and enjoy it)

Spend time wisely (with your family or on your business)

Have passion, commitment and discipline – accept temporary failure

Be decisive and action oriented

Pay yourself first, don't 'spend up big' (2/3rds of millionaires resoled their shoes, 1/2 restored their furniture rather than buy new)



About Professional Wealth and these summaries

About Professional Wealth

We are an independent personal wealth advisory business serving clients in Sydney and Melbourne

Our focus is on individuals in professional service, executives and small business owners

We strive to set a new level of professionalism, by

- providing unbiased high quality advice
- being free to recommend a broad range of investment and insurance solutions
- being remunerated only by our clients, refusing all commissions and rebates
- making education an important part of our offer

About our Executive Summaries

We regularly review interesting writing on wealth topics that we think our clients will find useful

Our summaries are of the authors' views and not ours, though they often align with our beliefs

These should not be considered personal advice as your needs and circumstances will vary

Please contact us or your personal advisor to explore further how you can *Make Work Optional™*

If you have received this from a friend and would like to receive future summaries directly, please send us your email address

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... and if you wish to read more

