

How to Become a Millionaire

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Only a few are willing to pay the price to achieve the goal of becoming a millionaire. Why only a few? Because becoming a millionaire takes lots of hard work, lots of self discipline, the will to set and accomplish worthy goals, doing the things most others aren't willing to do, and most importantly of all, having the persistence to never give up – no matter the hardships, setbacks, and failures (of which there will be many) you encounter along the way – until your goal is achieved. (More about persistence at the end of this column)

The first thing you need to know is that you already possess the only tool you need to become a millionaire. It's the grey matter between your ears. You just need to get it moving in the right direction.

You have the divine right to become a millionaire. After all, do you think God wants his children to be average or excellent; to be adequate or excel; to operate at the bottom of their capabilities or to be the best they can be?

Available to you is the vehicle responsible for making more Americans millionaires than any other – Real Estate Investing. Becoming a millionaire Real Estate Investor *does not* require you to have a high school diploma or college degree, or have money in the bank and/or a great credit rating. It *does not* matter whether you are a man or woman, the color of your skin, where you practice your faith, what language you speak, whether all of your limbs work, or how your parents treated you as a child.

Picture yourself on a mighty sailing ship. Your goal is to sail from Savannah to England. Savannah represents where you currently are financially. England represents the attainment of your goal – becoming a millionaire. The ship represents your vehicle – Real Estate Investing. The map represents your plan to achieving your goal. The ship's rudder steers you from one short-term goal to the next. The wind that drives you forward represents your sitting at sellers' kitchen tables and making written offers.

Question: What if your ship has no rudder? If you untie in Savannah, do you think you will bob around in the ocean and then one day just happen to drift into an English port? If you believe this, please read no further. Go back to playing the lottery, I'm sure your next ticket will be the big winner.

What if for safety's sake you left the ship tied up in Savannah? After all, if you sail from port you are bound to encounter rough waters and big storms that could sink you. But then remember the old saying, "A ship in the harbor is safe, but that's not what a ship is built for."

If you want to be a millionaire, there are some truths to keep in mind:

- You will not become a millionaire working forty hours a week for someone else. Read [The Millionaire Next Door](#) by *Thomas Stanley* and you will understand why.

- Don't buy things just because a guy on the TV tells you that you "deserve" them. Most things – cars, boats, jet skis, etc. – drop in value at the time of purchase. If you need a depreciating asset, buy it used and pay for it with cash.
- Get rid of your TV. Time, as you get older, becomes a most precious gift. If you are eighty and broke, you will not wish that you had spent more time watching TV when you were younger.
- Birds of a feather flock together. In other words, become friends with and hang around other people who are on their way to becoming millionaires.
- Think it, see it, say it, believe it, and achieve it. To help with this, read Think and Grow Rich by *Napoleon Hill*.

At the beginning of this column I promised more about persistence. Well here it comes in spades. The importance of persistence is best summed up in a Calvin Coolidge quote: *"Nothing takes the place of persistence. Talent will not. Nothing is more common than unsuccessful people with talent. Genius will not. Unrewarded genius is almost a proverb. Education will not. The world is full of educated derelicts. Persistence alone has solved and always will solve the problems of the human race."*

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