

The New Meaning of Rich

Four Principles of Wealth That Will Change Your Life

Foreword

"Wealth is not his that has it, but his that enjoys it. – Benjamin Franklin

We live in a world where the true meaning of wealth has been lost.

In years past, a dream of riches was synonymous to Charlie Sheen's character in Wall Street. Today's world is one that no longer fits that dream. Greasy-haired stock brokers who grind their way to the top is not the idea of rich anyone believes in anymore. There is a problem, however, in that we lack any other definition of wealth.

We need to change how we think about wealth. We need to redefi ne what it means to be "rich." Wealth, defined in this modern age, is a true ownership of your emotions, time, location, and ability to give back. **When you follow this definition of wealth, and focus on maximizing each area, the monetary riches follow, 100% of the time, every time.**

Don't believe me? Fair, but I challenge you to keep an open mind.

Coming from the investment finance realm, I spent a great deal of time surrounded by people who fell into the same trap we all do: chasing the almighty dollar, with a lack of focus on anything else. Trust me, I was the same.

But over time I started to notice that my coworkers and clients, with their monetary understanding of wealth, weren't increasing their happiness, but **were actually decreasing it**. Weird, I thought. I had been conditioned my whole life to measure my happiness by the amount of money I had. It must be an aberration of the Investment Finance industry, I decided.

So, after being bit by the tech bug in Silicon Valley, I decided to try m y hand as the Director of Finance for a VC-funded technology startup. Surly the tech industry, with their Google-like office slides, catered lunches, and Nerf gun wars, would understand the true meaning of wealth. **Not so!**

What I found was shocking. Those in the technology sector, with their industry-wide focus on exits and liquidation events, faced the same problem as those in the investment finance industry: *a misidentification of what it means to be wealthy.*

So I took it upon myself to find the true definition of “wealth,” what it really means to be “rich”, and how they work together to increase your happiness.

By reading this book, you will:

- Understand the true definition of Wealth, broken down into four Principles
- Learn how to maximize each one of the four Principles of Wealth
- Be inspired to take action in order to reap the benefits of the new rich
- Become happy, and have monetary rewards follow your happiness

Still don't believe me? Can't understand how shifting your focus away from money actually increases your wealth?

Well, when I think of the happiest person in the world, I also think of her as the wealthiest:

Take Lauren Cant, for example, a friend of mine who, two years ago, was based out of the Midwest. At first glance, she would seem to have nothing: a few outfits, some basic toiletries, a laptop, and an apartment that she would regularly sublet. Her job was respectable; she wasn't going to become a millionaire, but it gave her the ability to travel.

Lauren, like many of us, loves to explore. She gains the most value out of traveling. Using frugal living techniques to stretch her budget, many of her friends refer to her as “cheap.” She drives a ten-year-old car that runs well, and uses the additional cash saved from a new car payment to put toward even more travel.

Through the experiences gained in exploring the world, Lauren feels truly alive. She loves every day, and every day gets increasingly better and more interesting. Her happiness is directly related to new experiences, and through new experiences, Lauren maximizes the value of her life.

What's more, through her travels over the past two years, Lauren discovered a passion for cooking. Coinciding with her desire for new experiences, she experimented with a lot of interesting food, and began to create her own fusion dishes.

Every time she would return to the Midwest from her travels, she would add to her recipe collection to further expand her passion. Her happiness increased with each recipe, but she wasn't done pursuing her happiness.

Fast-forward to today, and Lauren successfully runs her own fusion restaurant. She's her own boss, does what she loves, still travels (for research, of course), and makes more money than she ever thought possible.

Not a bad strategy to obtain wealth, am I right?

By reading this book and **taking action on the advice**, you will get the same results as my friend Lauren. Your happiness will increase, your satisfaction and self worth will sky rocket, and, oh yeah, your bank account will reach levels you never thought possible.

Every second you delay from turning the page delays your pursuit of ultimate happiness and satisfaction with life. Understand the true meaning of wealth and how it will make you truly rich, in every sense of the word.

Introduction

“Our souls are not hungry for fame, comfort, wealth, or power. Our souls are hungry for meaning, for the sense that we have figured out how to live, so that our lives matter so the world will at least be a little bit different for our having passed through it.”

– Rabbi Harold Kushner

Before we go on, it’s important to define what wealth means in the traditional sense. *Traditional wealth* places high value on monetary possessions, or “shiny objects.” The faster your car, the bigger your house, and the more lavish your vacations, directly reflects how rich you are, and therefore how much wealth you have.

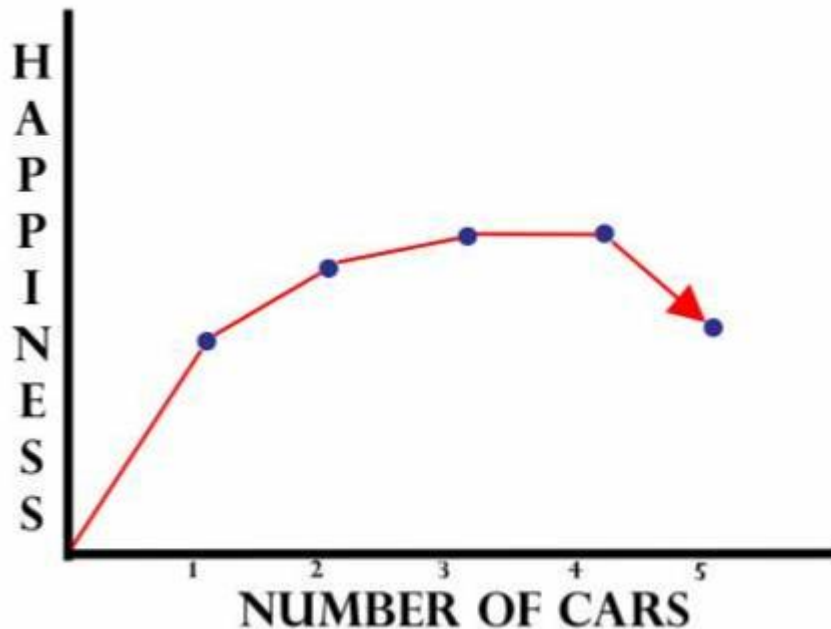
If you can’t see the stark misplacement of value, look again. What traditional wealth teaches us is that the more things you have, the happier you are, and that material possessions are directly proportionate to our happiness.

Using this definition, the more cars you have, the happier you are. But this can’t be so, on both an emotional or logical level.

Look at the following graph, which depicts the idea that money buys happiness. You’ll see that **there’s a law of diminishing returns to the amount of happiness you receive from an increasing number of material possessions**. How much satisfaction, for example, will you receive from owning three cars vs. two cars?

The first car you own has massive impact: the new mobility is literally life changing. You can commute to your job, you can meet your friends for fun evenings, and you can go on long drives when you need to clear your mind.

As you add cars to your life, its marginal impact on your life decreases. Therefore, you can see how you receive increasingly *less* happiness with increasingly *more* shiny objects:



By car number four, it has such a minimal impact on your life that you barely even feel the effects. By car number 5, you've had to focus so much time and energy on building enough wealth to afford it, that it *actually decreases your happiness*.

And this doesn't even take into account the hollowness you feel from the emotional fact that you thought all along that car number 5 would be the differentiating factor in your life.

Therefore, **our definition of wealth needs to change**. Our idea of rich has to be updated in this new age.

Look, I hate to come off as morbid, but we're all going to die. No one makes it out of this alive. The quicker you understand your own mortality the quicker you'll understand the following question: **If the ultimate goal of life is happiness, then how should wealth be defined?**

True Wealth should be the full ownership of the following four categories of your life: **Emotions, Time, Location, and Reciprocation**. True riches should be the maximization and fulfillment of each one of these Principles, in the way you see most fit:

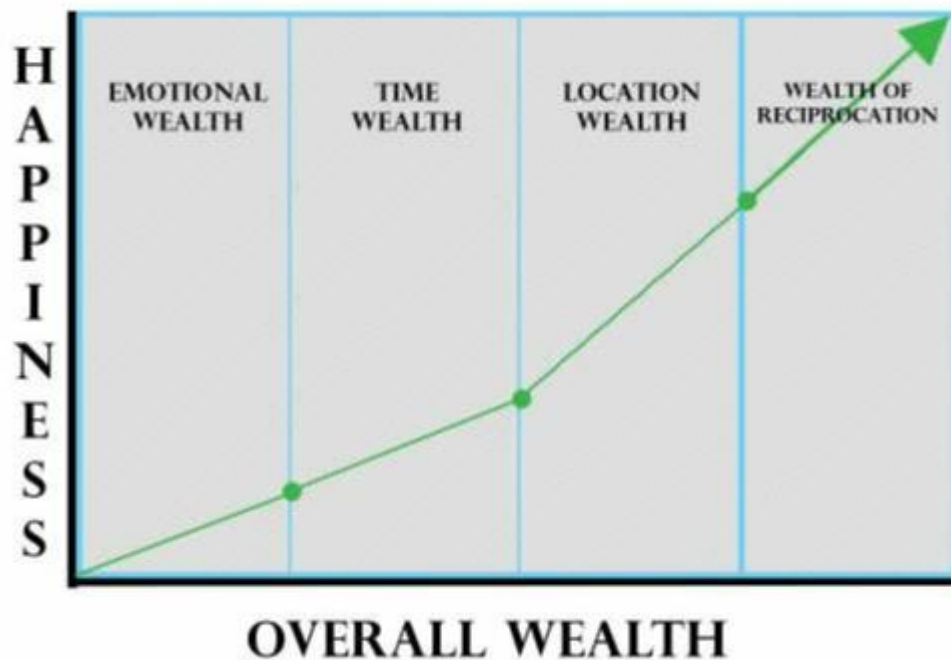
Emotional Wealth – The accumulation of positive emotions and experiences. Full ownership of your emotional stability means that you are in consistent control of yourself and aren't affected by outside factors.

Time Wealth – The ability to spend your time in the way that provides you with the most personal value. Full ownership of your time means that *you* decide how to allocate your time in ways that move your life in the direction you want.

Location Wealth – The ability to travel – or live – wherever you want, whenever you want. This doesn't necessarily mean *the monetary resources* to do this, but rather the time, energy, and career that'll allow you to do so. Full ownership of your location means you can work, live, and vacation, wherever and whenever you want.

Wealth of Reciprocation – The capstone Principle of Wealth. Taking each of the three previous Principles of Wealth, it's the ability – and desire – to spread the happiness you've gained. Full ownership of reciprocation means the unbridled spreading of positive emotions, lifestyle, and happiness.

When you think about wealth as these four Principles, it's much easier to see how becoming rich actually increases your happiness:



And although each Principle of Wealth should be improved upon in order, they are all connected, and they are all perpetual.

Your Emotional Wealth will allow you to see with clarity, which will give you insight on how to build a life that gives you freedom of time, which will allow you to live and travel wherever you want, which will expand your circle of influence and ability to give back, which will further increase your Emotional Wealth.

When we are able to define and then increase our happiness through this new meaning of Wealth, it will actually allow us to produce money and things, or more importantly, *the right amount of the two that'll make you feel alive and satisfied.*

Pursue your passion and happiness and the money will follow. Trust me.

Section I: Emotional Wealth

Create Your Headspace

"All we are is what we have thought." – Buddha

Emotional Wealth is the first and arguably the most important Principle of Wealth. It's your foundation on which all of your riches will be built.

The first step to true wealth is a focus on increasing your positive emotions. No matter where you are in life, you can become immensely wealthy in this category.

It doesn't matter if you're unemployed, at a job you hate, in a relationship that's gone cold, or the opposite of all three. They are all self-limiting beliefs you tell yourself through your internal narrative. **Remember: you are the director of your mental movie.** All the happiness and dissatisfaction you feel is because of you and you alone.

All you need to do is to train yourself to mentally seek out and spread positivity. **You see what you condition yourself to see in the world, so start thinking positive!**

Positive thoughts lead to positive experiences, which cause uplifting emotions, which lead to positive actions, which then leads to an *increasingly* positive mindset, after which the process repeats itself.

True Wealth is connected and perpetual.

Before any other wealth is achieved or riches gained, you need to increase your emotional wherewithal. Not only do you need positive emotions, but you need to be in control of your emotional stability.

Look, no one's perfect. We're all human. We will have bad days, sometimes even weeks. But if you have emotional control, and insulate yourself from external factors, you'll be much more able to bounce back to a high-level of happiness.

Think of your Emotional Wealth as the emotional savings account of your net worth. It's your baseline, and is liquid enough to be drawn on at a moment's notice. No matter who you are or where you are, you should always have a full savings account.

So, how can we maximize our Emotional Wealth and become truly rich in this category?

There are five strategies, that if followed and implemented, will create a baseline of positivity rarely found among even the most “traditionally successful.” Just think about what you can do with an advantage that massive!

Chapter 1: Build Your Network

“The idea isn’t to find oneself another environment tomorrow, but to be constantly creating the community and environment you want for yourself, no matter what may occur.” – Keith Ferrazzi

Jim Rohn once said that you are the average of the five people you spend the most time with. While this is true, you’re also the summation of **all** the people you spend time with.

Some have more impact on your life and some have less, but everyone you interact with shapes your understanding and experiences of the world. If you’re consistently hanging around people with a negative outlook and low motivation, you’ll begin to mirror their thoughts and actions. If you’re consistently hanging around people with love, ambition, and passion for life, than you will be one in the same.

It’s safe to say that everything positive in your life comes from the experiences you have and the people you share them with. At the end of the day, that’s all that matters emotionally: experiences and people.

It’s instrumental, then, that you surround yourself with the right people so you are encouraged – or pushed – to live the life you want.

The Average of Great and Greater

“Call it a clan, call it a network, call it a tribe, call it a family: Whatever you call it, whoever you are – you need one.” – Jane Howard

While some think of their network as purely professional or purely personal, it’s important that we don’t have a distinction between the two. You should be striving for network *integration*, not network *balance*.

This means that the people you interact with in a professional setting and the people you interact with in a personal setting both make you a better person; it means you treat everyone with respect and friendliness. This *doesn’t* mean that you have to go

on vacations with your boss, become best friends with your clients, or even become business partners with your affable yet clueless friend.

Regardless of whether it's a business relationship or a personal relationship, it should be enhancing your life in at least one area. As the great Ralph Waldo Emerson mused: "Every man I meet is my superior in some way. In that, I learn of him."

Ensure that the people you surround yourself with have a quality that you wish you had. It could be anything: exercising more, reading more, working less, traveling often, being more outgoing, being less worried, showing more love, etc.

When you begin to view a relationship through this understanding that you will become, at least in part, some of that person, *it makes who you spend time with some of the most important decisions of your life.*

Each member of your five person "inner-circle" needs to have a quality, or qualities, you strive to have.

Look at yourself and be honest. What are your five greatest weaknesses? What are the five areas you'd like to improve the most? Surround yourself with people who emulate each one of those qualities.

For me, my greatest weakness used to be a volatile sense of motivation. One day I would be the most productive person on the planet (save for Tony Robbins, most likely), and the very next day I would sleep in, forgo my to-do list, and lose all my momentum from the day before. It didn't matter if I tried to be an early bird or a night owl, **I couldn't sustain motivation.**

I wish I could say I identified this and then went out seeking someone who could help me. I can't. Instead, I met one of my current business partners through my stint in tech. For better or for worse, he was so motivated that he would wake up at 3:30am, *five days a week*, so he could accomplish everything he wanted to do for the day.

While I will never wake up at 3:30am (although that could be a self-limiting belief), he encouraged me to keep a consistent morning schedule of a 5:30am wakeup, followed immediately by the gym.

That's all it took!

By having my business partner as my support system, and by committing to go the gym with him every morning, it forced me to methodically maintain my momentum. I really had no choice. No matter how motivated I was or wasn't, I knew my alarm was going off, I was getting up, and we were going to meet for a workout.

I was able to adopt that trait from him, and my life has been undeniably better. Not to mention the business we helped start was a direct result of the schedule we kept. **Sometimes that's all it takes: *showing up*.**

One more example for you:

My best friend from high school got married young. Well, young by my standard. Although we remain friends to this day, our life paths couldn't be any less similar. While I'm a motivated self-starter fueled by the fear of crushing self-doubt, he's more of a corporate guy, with a lovely wife and home in San Francisco.

On the surface, it would seem that we have nothing to gain from each other. **Not so!**

Whether he knows it or not, he's the most levelheaded person I know. He uses extreme logic and reasoning when making any life decision. I, on the other hand, love to take risk and go with my gut. There are many times, however, that I could, and have, benefitted from a more even-keel approach.

Because of our friendship, his levelheadedness has rubbed off on me, and I now try to approach all of life's situations with a logical, open mind. I like to think that, in turn, some of my bravado and desire to take on risk has rubbed off on him, leading him to live an increasingly dynamic life.

The points of the stories above are twofold:

One, your network doesn't – and shouldn't – be filled with people like you. In fact, it should be filled with people very *unlike* you. It should be made up of people you want to become, even if it's just one small aspect of them.

Two, your network should happen naturally. Identify what it is that you'd like to improve, and put it out to the world. Be open, honest, passionate, fun, and full of life, and you'll attract other high achievers *into* your life.

Follow the Leader, Push the Led

What's just as important as the people you surround yourself with is *where those people are in life*.

I've learned that you should always be cultivating a network comprised of: mentors, peers, and mentees.

Mentors are those who pull you forward. They're people above you in social status, career, love life, and overall goal achievement. They'll show you the ropes, but they'll also inspire you to do more, dream bigger, and believe in yourself.

I think of my mentors as my ceiling. It's human nature to only believe something is possible when you've seen someone else do it. There's a reason that the 4-minute mile was once thought impossible, and then in the same year Roger Bannister broke the 4-minute threshold, *two other runners also broke the 4-minute threshold*. It's because once others saw someone do it, they believed they could do it too.

The more successful your mentors are, the more belief you'll have that you can achieve anything and everything in life you want.

A great example of this is my friend and colleague. While I was crushing it in my professional life, my love life was admittedly lacking. I couldn't seem to find someone who resonated with me on both an intellectual and physical level, and who also fit in with my career aspirations.

My colleague, on the other hand, who is my senior by five years, had a great job and an even greater fiancé.

He showed me that marrying the coolest person in your life wasn't only possible, *it actually worked!* They have a phenomenal relationship to this day. It's through him that I learned not to settle in my love life, and always strive to be with someone great (hey, if you're the average of the five people you spend the most time with, your significant other better be awesome).

Peers are those who you compete with, albeit a friendly competition. They're your friends who are on the same footing as you in life, and who also have the same ambitions.

While mentors pull you forward, peers are a measuring stick for yourself. They're the people you want to keep up with, who encourage you to stay on the narrow road to success. Think of my business partner and high school friend, above.

Mentees are those in your network who are younger or behind you in terms of life achievement. They are the hungry young guns who are looking to put a similar mark on the world as you, though just coming around to the idea of success and the true meaning of Wealth.

Mentees are important because they'll tell you if you're slipping, or losing focus on your lofty goals. While mentors pull you forward and peers are a measuring stick, mentees *push you forward*.

When and if you're ever complacent, and you see a mentee of yours coming up in life, it will re-motivate you to keep going, and you can even borrow some of their young, unbridled passion if yours is ever waning.

My three younger siblings are all great examples of mentees. They're all passionate and success-driven, but they each do it in their own way.

My sister is an artistic type living in Paris. My first brother is a musician living in LA. My second brother is the youngest and still in school, but has aspirations to join the ranks of the entrepreneurial.

How do these three different life paths fit in with my own personal network? Well, *perfectly!*

Just because you're an entrepreneur doesn't mean you need to surround yourself with business people. It's the passion of my siblings and their willingness to live life in the way they see fit that drives me.

When I see my sister move to Paris, for example, with no friends and no firm plan, it forces me to look at my own life.

Have I fallen into a life-haze? Am I stuck in a routine or rut? Do I still live my life to the fullest, with consistent and impactful new experiences? If the answers are no, then I know I need to course correct, thanks to my mentees.

Value for Free

The ultimate value gained from networking, and therefore your emotional wealth, is not to receive value, *but to give it.*

While your network does wonders to increase your skills, abilities, and emotional wherewithal, **it also directly increases your success.** The key, however, to realizing incredible success and emotional riches, is to focus on the success and emotional riches of *others.*

In the timeless words of Dale Carnegie: "You can be more successful in two months by becoming really interested in other people's success than you can in two years trying to get people interested in your own success."

By *giving* to your network, with no ulterior motives, you'll paradoxically *receive* from the same network. **Every action has an equal reaction.**

Focus on spreading positive emotions and a positive mindset. Make your happiness the cornerstone of your network and the center of your connections. Understand what makes the people in your life tick, both personal and professional, and *help them get what they want.*

"You can get everything in life you want, if you just help enough people get what they want," the great Zig Ziglar reminds us.

Networking, building a system of positive people, and then adding consistent value to their lives, is the true meaning of Emotional Wealth, and allows you to truly become emotionally rich.

“Stop driving yourself – and everyone else – crazy thinking about how to make yourself successful. Start thinking about how you’re going to make everyone around you successful.” – Keith Ferrazzi

This is the definition of Emotional Wealth.

And hey, if it’s money that ultimately drives you, there’s a reason why Keith Ferrazzi calls it “relationships for revenue growth.” **Your net worth, remember, is directly proportional to your network.**

Chapter 2: Surround Yourself With Love

“Every relationship is an opportunity for growth.” – Coach Corey Wayne

When it comes to Emotional Wealth and stability, resulting in emotional riches, love is the linchpin.

As William James points out, “the deepest principle in human nature is the craving to be appreciated.”

The innate human desire to be loved is the driving force behind almost everything we do. Filling and surrounding yourself with the love and affection of others, both physically and spiritually, gives you the emotional bandwidth to live a life of success.

Without love, there is no emotional stability. Without emotional stability, there is no emotional positivity. Without emotional positivity, there are no emotional riches. Without emotional riches, there is no Emotional Wealth.

In addition, **it’s the pursuit of love that actually forces us to grow and adapt.**

In order to attract the kind of love we want, we first need to emulate that love. In doing so, we become better people who are more aligned with our personal visions and goals.

As with the networking above, it’s imperative that you build an emotional support system around you. It acts as your emotional armor, and protects you against the variability of life.

Think of love as the government backing of your emotional bank account. No matter how risky the emotional environment may get, it doesn't matter, as long as you know that you have the loving support of those around you.

Love is Personal

There is no greater love than that felt by, or given to, a significant other whom you truly enjoy. This person's your partner in crime, and shares with you all of your lofty endeavors.

And although many – if not all – of us strive to connect with that special someone, it really begins with a personal journey of self-discovery.

You have to be the type of person you want to attract. Period.

As with anything in life, it all starts with a vision. Who is it that you see yourself with? Are they similar to you? Opposite? Do they push you forward, or do you take pleasure in mentoring them? Maybe both?

What hair color do they have? How tall are they? Skin color? Are they athletic or are they a homebody?

What drives them? What are their ambitions? Are they career focused, or intent on starting a family? Do they like to travel, read, stay active, or all of the above?

Truly understanding what you want in your significant other will give your life clarity beyond anything you can imagine.

Will you end up with this ideal person? Maybe, but not absolutely.

It's entirely possible – and potentially likely – that in your process of defining your ideal significant other, and the n **going out into the world and finding him or her**, you'll realize that you might value some qualities higher than you initially thought. Some lower.

You might be blindsided by a person never on your radar, but after meeting them, all you can think about is their positive qualities and uplifting spirits.

Regardless, by defining your ideal person, you really begin to reflect on your own life: Why do I value these traits and qualities? What does it say about my own life? Do I even have these traits myself?

Those, my friend, are the million-dollar questions!

Do I have or emulate the traits I want in another person? If not (i.e. if you're attracted to opposites), do I have the types of traits that would attract my ideal person?

This act of **self-reflection is the first step to self-improvement**.

Once you've identified your ideal traits in a partner, it's time to go work on becoming the type of person who would attract them.

If you value someone who is fit and active, you better be exercising regularly. If you value nutrition, you better not have Oreos in the cupboard (however good they are!). If you value knowledge and consistent learning, you better turn off the TV and start reading. If you value a career-driven partner, you better have a vision for your own career.

You get my point. Much like how Gandhi reminds us that you have to be the change you want to see in the world, you have to *become* the person you want to be with. As you begin to own your true self, and work toward the traits you want, you'll start to notice that you attract higher quality people into your life.

What's immensely important to note here is that through self-improvement you might be attracting people into your life, but *it's up to you to go find those who will be attracted to you*.

90% of success is showing up, and when it comes to love, you're not going to find it sitting on your couch. Use the principles learned from the networking portion of your Emotional Wealth to **go out and meet people**.

Through your *reference experiences* of meeting people, you'll begin to gain the skills and traits you've been looking for.

Think of it this way: If you're reading this book, then we might assume that the person you want to be with is someone who is outgoing, driven, happy, and passionate. To attract them into your life, you have to show the same qualities to the world.

Well, how are you going to do that? **You need to go out and have social experiences**. You'll learn nothing and build zero Emotional Wealth if you aren't interacting with people.

In order to be outgoing, you need to practice your social skills. In order to be driven, you need to rub elbows with other driven people and trade ideas with other success-minded individuals. In order to be happy and passionate, you need to have **real** experiences that push your emotions higher.

If you're too shy to put yourself out there, I suggest starting small. Hang out with friends and use them as an emotional security blanket. As you get more comfortable in the local social scene, start saying hi to strangers. Just a warm hello. Maybe a quick compliment on their attire, but that's all.

You'll start to realize that other people are, well, people. Once this realization occurs, you can start having longer conversations with strangers. Keep it light, keep it fun, and never come off as over-eager.

You'll begin to notice how much better your social skills are becoming. Remember, **everything is a learned skill**, even your social skills.

Then, when your ideal partner comes along, you'll be so used to talking to people, and so used to who you are, that it won't even faze you. *You'll* be that outgoing, driven, happy, and passionate person without even knowing it, and the person of your dreams will think to themselves, "I *need* to spend time with this person."

"Put who you are out into the world and accept whatever comes back. If you love any other way, it is attached, needy love. Real love is none of those things."

– Coach Corey Wayne

The point is that **you need to put yourself out there and have social interactions with people in order to find the love you deserve**. It's so important that I'm going to write it again:

You need to put yourself out there and have social interactions with people in order to find the love you deserve.

Through this discovery process you'll increase your emotional riches and your Emotional Wealth. Make the goal of meeting new people and finding your significant other as important as your loftiest goal.

Remember: every personal relationship is a chance for growth.

Partners in Crime

I'm sure you can sense a theme here. Love is the catalyst for self-growth and self-discovery. When it comes to Emotional Wealth, there are no riches without any love.

But, if you don't have a significant other, don't fret!

Again, it's the *discovery process* that is as important as anything. So as long as you're making zero excuses, putting yourself out there, and **actively meeting people**, you will be increasing your Emotional Wealth.

There will come a time, however, discovery process or not, when you find your significant other; you find your partner in crime.

This is the second catalyst of love, and sends you down an entirely new path of growth and discovery. Through this other person, you begin to understand how to

truly love someone, how to truly love yourself, and ultimately, how to love the life you live.

Nhat Hahn once said, “You must love in such a way that the person you love feels free.”

This is so true. When it comes to love, true Emotional Wealth is loving a person so much that you want nothing more than to let them grow in the way that is best for them.

Love isn't stifling, love is expanding.

Love is as much about *being* loved as *giving* love. Your emotions are highly correlated not only with how people think about you, but **how you think about other people.**

Loving your significant other is a relationship in which you need to *give* love, with no expectation of anything in return. When you focus on understanding love in this way, your entire emotional ecosystem will change. Your emotional riches will sky rocket.

Through this new definition of love, you'll build a relationship of *interdependence* that allows you to both rely on each other heavily, and at the same time not need each other at all.

You'll realize that, as Coach Corey Wayne says, “you need to go through life, give your gift, give your presence, and give who you are.”

Your significant other will get that. They will understand you. They too will want you to grow in ways that are best for you. In that regard, you'll have a true pillar of emotional stability and positivity, and you will be truly rich emotionally.

Your relationship should be one that is constantly forcing you to evolve and grow. It keeps your emotions engaged by always expanding. You should feel like the person you are today is better than the person you were yesterday, due in large part to the person you have by your side.

You're on a team. One that is made up of two people who can function just fine on their own, but can also help each other reach heights never thought possible.

This feeling of love that allows you to be who ever you are, or pursue who it is you want to become, is *Emotional Wealth*.

Keep It In The Family

Your family and friends, like your partner in crime, are also integral parts of your Emotional Wealth. Although your significant other could very well be the most important person in your life emotionally, your family and friends are an emotional support system unlike any other.

I think of them as the “crash webbing” of your emotional stability. No matter how fast or slow you’re going in life, your family and friends will be there to watch your back, give you encouragement, help you grow, and will always be there when you fail.

While the type of love described previously is one that grows over time, the love amongst your friends and family is established, unconditional, and ever-present.

They’re a part of your network that will always be there. They may or may not be the five people you spend the most time with, but they are the people you turn to in times of need or times of encouragement. They’re the five people who you call the most, both when times are tough and when times are great.

For me, my parents have always shown this kind of love and support. I’m lucky, I know.

When I graduated from college, I had literally no clue what I wanted to do with my life, and had zero understanding of how the world operated. Again, lucky me.

I figured out early on that entrepreneurship, although I didn’t even have a firm grasp of what that term meant, was what I was destined for. At the time, it was the allure of being your own boss that drove me, and working from wherever you wanted.

Because of this entrepreneurial desire, I couldn’t really keep a job. Self-limiting belief, I know. What I mean is that I really *didn’t want to keep a job*.

I would work at a place for 6 months to a year, hate it after the first 90 days, and then quit with no real plan. I’d scramble and find another job in the field of finance, and repeat the same cycle.

I managed a Target, worked for a startup, and was a bookkeeper, all before I entered the investment finance world, which ultimately started the journey I described in the foreword.

The point is that through my first two to three years in the professional world, I had a few highs (thinking I actually liked a job for the first few months), followed by many lows (realizing I hated it, and then eventually quitting, with no plan). Through this roller coaster, the two constants were my parents.

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