

Chapter 20

The Golden Rules For Being The One With The Gold

What do you really need to get ahead and live the good life?
What are the missing pieces to the puzzle here?

I've shared with you practical tips and tactics that work and will guarantee results if followed step-by-step (or roughly).

I have three philosophies/rules/core tenets left for getting ahead of your friends and reaching financial freedom in your 20s.

1. You need to have a great attitude.

The world is yours. Your attitude determines your altitude.

The following quote really changed everything for me...

"Life is 10% what happens to you and 90% how you react to it."

~ Charles R. Swindoll

My friends get so annoyed with me because nothing bothers to me. I don't blame the world for my problems nor do I ever make much of a scene about anything.

For example:

- If someone's rude to me, I figure that they're having a bad day.
- If things don't go well, I immediately think of a solution instead of whining about the initial problem.
- I take accountability for all of my problems, even if there are a handful of easy excuses to use.

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- I apologize when I'm wrong. I don't prolong the issue.
- I don't care about sports or celebrities. Why stress over things or people that I have no control of? Why worry about a bunch of millionaires that lost a sporting event?

You see what I mean? Are you ready to change your attitude?

You can blame the world for your problems, or you can take accountability for your situation.

2. You have to meet people and be good to everyone.

"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 other people interested in your own success"

~ Dale Carnegie

This may seem funny coming from me. I'm a bit of a jerk when you first meet me because of my sarcasm. However, I'm all about meeting people and making as many friends as possible.

I don't want you talking any smack about "networking" and "facilitating relationships." Ditch that nonsense. I want to see you be a cool person. The kind of person that lights up the room and people want to be around.

I want you to try doing the following:

- Be nice to everyone. Never judge someone, especially if you haven't walked a day in their shoes.
- Care about others. Ask people about themselves. Ask lots of questions. Follow up. Show a genuine interest in others.
- Connect friends. Even if you have nothing to offer, you can at least connect folks to each other.

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- Stay in touch. Ask your friends what they're up to. See what's going on with them. Don't self-promote 24/7.

At the end of the day, life would be a waste of time if we didn't spend it with people we enjoy being around. Be someone who adds to the party, not someone who takes away.

3. You need to take bold risks and fail often.

I want you to take many risks. I want you to risk complete failure. I want you to experience failure pretty frequently.

"She was rude to you."

My friend tried to make me feel better about a complete rejection. Guess what? I didn't even react. I always risk it all when I go out. I go for the prettiest girls. I always try. I don't care if I'm out at a bar or working on a blog post, I go all out.

In this one case, the pretty girl wasn't interested. Her loss because I've had amazing girlfriends in my life; I'm not afraid of shooting for the stars!

I also apply this logic to business and training. I try to network with the top dogs. I try to train with the best.

Why? Not because I'm special or anything. I just believe in shooting for the stars.

I'm going to share two amazing quotes on failure and a few quick stories on failure.

Let's start with the stories.

Story #1: The grappling tournament.

I entered a grappling tournament at my gym in hopes of testing my skills and winning the gold. Okay, I just wanted the gold to

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impress my coaches. I did actually think that I could do really well though (call me delusional).

What happened? I got the bronze!

There's no benefit to winning bronze. Nobody remembers the guy that came in third. I was able to do well against a few of the competitors, until I squared off against someone who was just better than me. It really sucked to lose in front of everyone because I had been talking smack all day. I got what I deserved.

I also had nobody to blame for the defeat but myself. I wasn't good enough. This failure inspired me to train harder, study videos online, and do whatever it took to get my game to the next level. I knew that I had work to do on my game and I wasn't afraid of this challenge.

Story #2: The pathetic product launch.

The title gives away the result of my first ever product launch.

I spent a few months on creating an eBook after leaving a financial blogger's conference in 2011. I was so excited to launch this. I was expecting to be making thousands of dollars on launch day because I had put so much work into this product. I even spent really good money on the design work.

After staying in, working hard, and applying every single tip possible I thought it was time for launch day.

What happened on launch day? I sold zero copies.

Did I feel sorry for myself? Yes, for a bit.

Did I give up? Hell no! You're reading one of my guides right now.

Those stories were difficult to write out because they still

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haunt me to this day. On the bright side, I can now look back and laugh.

I want you to post these quotes somewhere.

“The answers don’t matter. At all. The choice of tools doesn’t matter ; the method doesn’t matter. You don’t need a guru ; you need experience, the best kind of experience, the experience of repeated failure.”

~ Seth Godin

Yes. You need to fail. You need to fail often. This experience will help you more than anything else (this includes research).

“In my experience, successful people shoot for the stars, put their hearts on the line in every battle...In the long run, painful losses may prove much more valuable than wins...Of course, the real challenge is to stay in range of this long-term perspective when you are under fire and hurting in the middle of the war. This, maybe our biggest hurdle, is at the core of the art of learning.”

~ Joshua Waitzkin

You have all of the answers that you need. You know what you need to do next. I’m here to help you.

I leave you with this...

“Either write something worth reading or do something worth writing.”

~ Benjamin Franklin