

MOREMONEYTOSPEND.COM

NEWSLETTER EZINE

Legal Notice

The Publisher has strived to be as accurate and complete as possible in the creation of this document, notwithstanding the fact that he does not warrant or represent at any time that the contents within are accurate due to the rapidly changing nature of the Internet.

While all attempts have been made to verify information provided in this publication, the Publisher assumes no responsibility for errors, omissions, or contrary interpretation of the subject matter herein. Any perceived slights of specific persons, peoples, or organizations are unintentional.

The Publisher will not be responsible for any losses or damages of any kind incurred by the reader whether directly or indirectly arising from the use of the information found in this document.

This document is not intended for use as a source of legal, business, accounting or financial advice. All readers are advised to seek services of competent professionals in legal, business, accounting, and finance field. No guarantees of income are made. Reader assumes responsibility for use of information contained herein.

The author reserves the right to make changes without notice. The Publisher assumes no responsibility or liability whatsoever on the behalf of the reader of this document.

This document is copyrighted material. No part of this material may be reproduced or transmitted in any form or by any means, mechanical or electronic, including photocopying and recording, or by any information storage and retrieval system, without the express permission in writing from the author. This document is for informational purposes only.

You are encouraged to print this report for easier reading.

You may give this report away for free!

Let's Talk About Money

A topic that invariably will come up in any person's life in this fast-paced, material society we live in and a real life concern ever since the concept of money was created in ancient times. So while

most people begin working as the only way they know how to make money, others decide to go in search of different ways to create that extra income.



Depending on each individual's characteristic and upbringing, we begin searching for more money through part-time, taking up odd jobs, starting own businesses, et cetera. The internet has already become one of the most common ways to search for ways of making money.

As more and more people get more acquainted with the use of computers (compared to many years ago), it's the first place they go to in search of that elusive extra cash. Also, the price of technology has been steadily plummeting – making technology available to the average Joe.

So then, why did I start with this section?

I thought it useful to first start about money with the skills of creating money.

Having read some Robert Kiyosaki's material (like *“Rich Dad, Poor Dad”*, *“Conspiracy Of The Rich”*), I was revealed to the fact governmental powers have decided to remove teaching about money skills from schools. I never questioned why school never taught us such things until I started working myself.

It's explicitly important you understand the ability of creating money and passing it on. Here's a quick look at what you need to make money:

1. *Expertise in a certain subject/topic/skill*
2. *Ability to work on command towards a goal*
3. *Conceptual understanding of time limits*

And here's what you need to make more money:

1. *Understanding application of leverage*
2. *Ability to work without command towards time*
3. *Conceptual understanding of time multiplication*

Let's look at them a little deeper.

Expertise in a certain subject/topic/skill VERSUS Understanding application of leverage

Ever notice how some people can be so lazy yet, they get further than us in whatever we do? I'll give you an example... the bully student who terrorizes his "friends" to get his work done for him. If you think about it, the bully never did any of his work – he just used brute strength or manipulation to get the work done for him.

Translating that to adulthood, bullying takes on a different form. It's now become legit to be a bully. And he's now your boss.

He holds a grip of terror over you because if you don't get work done, he takes away your money; he doesn't give you that recommendation for job promotion; you don't get that corner office space, etc.

The bully never did go away – he just decided to bully others as a career.

How does this apply to you? You need to understand your expertise can only bring you so far. No matter how much knowledge you have on a certain topic or subject, people can always leverage on that as long as they know what you want.

Expanding on that a bit – if you knew what they want, you can shift that towards your advantage and get better leverage. Most of the time, people want more money. And if you can give them money, you can take advantage of their years of study on the subject with just a few dollars. Which in turn, saves YOU the time and energy to study it.



The problem with many of us, having been taught by our school system, is we need to prepare ourselves to be really good at what we do before we can do anything.

Fact of life is, we are only preparing ourselves to BE USED.

Apply leverage in your life. We're all bound the limits of time (more on this later) so instead of learning more about something, why not get someone else who already knows a lot about the

www.MoreMoneyToSpend.com

Copyright © All Rights Reserved

subject and get him to work for you?

What's the percentage of bosses in this world who hold a university degree? Not a lot. What's the percentage of people who have university degrees and working for someone else just to pay back the loan? Quite a lot. If you think about it... is it a waste of time? Yes. But most people don't know how to get out of it so they never do anything about it.

Consider this: Does the hardest worker, smartest, most intellectual student get the best job or make the most money?

More often than not, it's the sneaky, conniving person who boot licks his boss' shoes and gets into his good books who goes further than the hard worker. In this society we live in, it's not so "fair".

I'm not saying you should become a person like that. No, not at all. What I'm saying is you need to understand how to use some of those skills to get you further in life. You've never been taught about such skills in school, you've only at best seen it and maybe if you're lucky, actually used it and found it to be very useful.

Now, you need to learn it and apply it.

Ability To Work On Command Towards A Goal VERSUS Ability To Work Without Command Towards A Goal

If you're in a job and you are aiming to get promoted, you're going to want to read this section here carefully. If you're not in a job, well, you'll still want to read this section carefully.

What's the difference between an employee and an employer? The word is command.

And not who is in command, but rather, who needs command. Most people never, ever get promoted in life because they always need someone to tell them what to do. They're an efficient worker and they're good at what they do – but let them take up the post of managerial position for a while and watch how they mess everything up!

However, the person who does not ever need to be told what to do yet, still gets quality work done, will always get more noticed than the hardworker. That's why most graduates replace old workers because they're eager to please the boss and they want to show what they can do so they take a lot of initiative.

The old workers did that too... once. But the passion fizzled out and the rewards never did come, so they settled towards working for the status quo.

Another important thing to note is people who work without command know the work must not be sloppy – it must be done with the highest quality.

For the bosses, if they recognize a worker who has initiative, who works without command and produces quality work, they'd better start rewarding that worker. Otherwise, the worker (sooner or later) is going to take the initiative and find some other place which appreciates his work.



And that applies to you as well!

If you are already working without command and you deliver top notch stuff but on the industry average, you're being paid peanuts, it's time to up your game. Remember my last point about leverage? You can use that and turn the tables around as well.

To explain how you can do that, I'm going to use the example of an episode of...

DESPERATE HOUSEWIVES



Yep, *Desperate Housewives*. This show is **ALL** about leverage.

I don't watch it all that much but I saw one episode where one of them, Gabrielle Solis, happens to catch the boss making out with a beautiful, hot girl. The boss sees her and quickly drives off in his nice, expensive car.

She hurries home, excited to tell her husband Carlos what she saw. By the time she got home, the boss is already there - talking about wanting to increase Carlos' pay because he's been such a good worker.

Seeing the opportunity, she extorted the boss right in front of her husband (without him knowing why and how, of course) to giving him a huge increase in his basic pay as well as a bonus. The boss was extremely reluctant but then, Gabrielle has the leverage. So she won and they got lots more cash. The boss later dies. (Heh, go watch the show if you want to know why – I only found out through commercials, told you I don't watch it all that much!)

Now, getting out of the example and back on topic.

Your boss wants a good worker. It's troublesome for him to find a good worker. You are a good worker. It's troublesome for you to be working at such a low price. So how can you leverage on it?

One way is to start looking for work yourself and when you get a better, higher paying opportunity, you tell your boss you want to discuss your current pay.

(Most people go into the discussion room without any playing chips - Don't make that mistake!)

Now, you can tell your boss all about how unhappy you are working there but to him, it doesn't mean squat. There's no leverage to him about how YOU feel. What's important to him is the work that gets done.

Once you tell him you've got a better opportunity, instead of telling outright you're going to leave because of a new job offer, say you've been approached by someone else offering you work for better remuneration.

BUT you want to talk because you've been working for a while now and you want to work things out. Now, I've heard of another story where one pilot did the EXACT thing I just stated here and he said to his boss "Now I've got 2 options. One – I can fly for you but only on a short-term, contracted part-time basis. Two – I'll have to leave as the prospect there is, frankly, better."

"I have to make a decision soon because he told me the position he's offering me is only available

www.MoreMoneyToSpend.com

Copyright © All Rights Reserved

up to next week and I think the extra money's going to really help my family.”

Within the week, his current boss increased his pay and his bonuses. See how he turned it all on his boss?

Now, what if the boss doesn't like what you're doing? Then you can cash in on your chips and start on your new work. You don't want to go into this on a bluff though! A poker face may get you through but on the other hand, it may not.

If you've got it for real, you've got nothing to be afraid of.

Anyway, I went on a really long tangent.

To really be able to work without command means you need to know what you want, a goal, and you need to take things in command. Take initiative and ownership.

Conceptual Understanding Of Time Limits VERSUS Conceptual Understanding Of Time Multiplication

Each and every one of us is bound by the same limit of 24 hours and we all know that. Especially if you're working in an office, there are only certain periods of working time. You start at 9, lunch at 12, knock off at 5 and if you're lucky, you get breaks at 10:30AM and 3:30PM.

To cut to the chase (since we're talking about time), we're all bound by the same clock but that does not mean we can't find a way to multiply it. How do you multiply your time?

- Outsource
- Use the internet to sell your service/product 24/7



Since you're reading this, it's likely you know you should use the internet to sell your service or product. The internet offers a really cheap and affordable solution to selling or keeping in touch with your existing clients or with new ones.

Almost everything on the internet can be outsourced, just ask John Jonas how he did it. And yes, the image you see on the left is him and his baby (cute, huh?)



He's found a way to actually outsource everything in his life and he's really living the life he wants to instead of working hard for it.

That's what I'm talking about with time multiplication.

He's giving a free audio recording (I think, for a limited time, I don't know if he'll leave it there very long) at <http://www.moremoneytospend.com/replacemyself>

Outsourcing is great because it allows you to pursue what you want to do in life and in business while someone else handles what you don't like to do.

Naturally, it's not all a bed of roses. The drawback of outsourcing is finding good workers who are willing to stick around with you for affordable prices – all of which, John covers nicely in his program.

Here's a hint about his program: *Don't hire people from India.*

John is not a racist, mind you – in terms of business, it just boils down to the culture of the people. And having been around, I've heard the same sentiments from many people who have outsourced their work to someone else from another country.

On the other hand, when you outsource your work, you want to outsource to people you can trust to do your work and market your business for you. If you really want to create a business where you want only trusted, hardworking people on your team, John reveals how he got them and where he got them from.

That's it for this issue.

Take care, stay Awesome!



Asher Aw

<http://www.moremoneytospend.com>

<http://twitter.com/asheraw>

<http://facebook.com/asheraw>

<http://asheraw.com>

P.S.

Think this is a good report? Feel free to give it to your friends for free!