

Everyone wants someday to become a millionaire or billionaire but the chances that a company to get " that big " are almost 0%. I can guarantee that if you will truly listen to these words and not just read them, use them in your daily life, you will already be on the *success road*.

We need just basic tools to be successful, just look at this list :

#1 Tillman Fertitta once said: *"When times are really bad we forget they're ever going to be good again, and when times are really good we forget they're going to be bad again."*

Such a true phrase and with so much meaning. You don't have to let all the things like 'oh everything is good now ', you should be prepared, just in case, for those bad things too; and always have in mind these possibilities that maybe one day something will happen and you will have to figure some things out, in order to be everything good again.

You don't need an MBA to do business if you have it inside of you, you can do whatever you want and become who you really want to be.

If you don't have a company and you are an employee, you have to think about this:
" Where am I gonna be in 5 years? Is this the right career path for me ? ". If you don't, you will never really grow in your professional life.
You have to be good at selling. It doesn't matter if you are in real estate or sales or etc, you have to know how to present your product, your company, what you are doing, your service and how to 'sell them'.

Make goals, put in mind some targets like ' In 5 years I want to become a millionaire '. Then, think about it everyday ' How can I do that? How much money do I need to save to get there in 5 years? How should I start? What can I do to have in my bank account 1 million dollars after 5 years of work and to succeed to live with another amount of money while I play this saving 1 million dollars in 5 years game? '

The easiest way to become such a successful person is to own a company not to work for one just as an employee

#2 Dan Pena said also a very interesting quote: *" Show me your friends and I will show you your future! "*

Even if we recognize or not, friends and the people around us are playing a very important part of our life.

They can destroy our relationship with our loved one, our business, even our confidence; they can get jealous, each and every one of them can become a different person because they envy us.

They have so much influence on us and sometimes we don't even realize. They can support us like truly support us, or they can shut us down with a ' false support ' and pretend around us that everything is great and they give us a piece of good advice when in reality all they do is to make us fail in our professional career.

Everyone who minimizes the importance of success to your future has given up on his or her own chances of accomplishment and is spending his or her life trying to convince others to do the same.

#3 "You have to do what you don't want to do, that you know that you've got to do, to be where you want to be " (Dan Pena, 50 billion dollars man)

You have to be prepared that you will make many mistakes in your entire career and you have to be "ok with it". You have to say in your mind: " I made a mistake, but it's ok " and then learn from it. Failures are just testing. You have to test, you have to fail in order to grow your business and become successful.

You always have to be a hard worker, even when you are tired or you are not in the mood to work, you have to work hard, and to be present at that moment and pay attention to all the details.

#4 Keep in mind that: the best customer service is if your customer doesn't need to call you

And it's true.

From my personal experience, I really can say that if a customer will call you, then obviously he or she has a problem that needs to be fixed.

Always remember that your most unhappy customers are your greatest source of learning. You need to admit that they pay your bills and they should be the first priority in your company. Without them, we couldn't be able to sell anything, run our business, have a house or flat or car, etc.

#5 Bill Gates said: "Patience is a key element to success."

In order to succeed as a millionaire or even billionaire, you have to be patient. Not everything can be done in one day. Such an 'empire' definitely can't be built in 1-2 years.

You have to put your thoughts together, just take a paper and a pen and write them down. Make your plan from the beginning with all your knowledge and all your expectations or possible risks that can appear in the process.

#6 Diversification, in the beginning, isn't always a good idea!

First, you have to learn how to sell one. When you will become a good seller, and you will learn how to improve that one single 'product', only then, you can start to accumulate more 'products' for your customers.

And keep in mind what Warren Buffett once said: "Only make investments that you understand"

#7 Things that you should NEVER DO

- Avoid shortcuts
- Not believe in your business

- Not reinvest the profits
- Not save money
- Think about the results
- Not wanting to be different
- Not observe market changes
- Not give products for free
- Not knowing when to 'quit'

#8 Pay attention to the details

You always have to pay attention to all the small details no matter what.

Sometimes those details make the difference between you and your competition.

You probably noticed multiple times, for example, the difference between the original Adidas and fake Adidas; or the difference between the Google Search engine and other engines; and just like this, it will be between you and your competitors.

Always invest in you and your company

Always save money

Always make your employees feel relaxed and motivated

And always pay attention to everything that happens in your company

#9 Jeff Bezos: "If you're not stubborn, you'll give up on 'experiments' too soon. And if you're not flexible, you'll pound your head against the wall and you won't see a different solution to a problem you're trying to solve."

You always have to find a solution to all your problems. You are the one that should solve them.

When everything is going down, you have to step up and become even stronger and confident that you know what you are doing.

Always have a clear mind and give some motivation to your employees too.

#10 Also **Jeff Bezos** said: *“There are two ways to extend a business. Take inventory of what you’re good at and extend out from your skills. Or determine what your customers need and work backward, even if it requires learning new skills.”*

Even as a CEO, or a High-Rank Manager, you will always have to learn new skills and new strategies every day. Learning is the best action but requires time and maybe money (ex: courses). Sometimes it is a must if you want to accomplish more knowledge and become greater.

Another interesting quote said by him: *“We want to make money when people use our devices, not when they buy our devices.”*

It is a very logical phrase because if we want to make many just selling some devices we make a profit just from the selling prices. If we want to make money of course by selling the devices but also from the customers that are using them, well, this is a much better business idea.

Think very well about every step and every goal when you have an idea, because if you really want to work and not fail it’s no another way to do it.

Keep in mind that in order *to become a millionaire or billionaire you have to know that “all businesses need to be forever”*

This is a tip that put you in a position where you have to think big if you want to be big. It is a really great piece of advice for big goals. What if you decide to set your targets; not like this: “ I want to become a millionaire in 5 years ”; but as: “ I want to become a

millionaire in 5 years, a billionaire in 10 years, and I want my business to be passed from generation to generation and last forever.”

Final thoughts: Big goals but everyone can do it.

So get to work and do what you do best!