

## Gary

1. Don't focus on the image, focus on the company
2. Made sacrifices THEN so I can have this NOW
3. Don't always play safe
4. You can't set yourself free working a normal job, not unless you're in the inner circle of a startup
5. Get divorced from time

*I busted my balls in those early years because I was working the long game and manipulating the math. I knew I was building a system that would not only pay me money, it would eventually pay me time. And after a few years of hard sacrifices, that started to happen. The math started to change and it required less of my time.*

*Then we started scaling to more customers. There are over fifty million clients we can serve, and once we systematized our hiring process, the money started rolling in. And ever since the company foundation was built, I've been on the clock making money, 24 hours a day, 7 days a week, every single day of the year. That's how you get rich, being 'on the clock' perpetually, 168 hours a week, not fucking 40.*

*"I got rich not because of my idea, but because I used that idea to proactively change the numbers in my life. It changed the probability and physics in my work; made it receptive for a fortune. I don't care how smart you are or how hard you work— you can't get rich in a job where time is a handcuff. . Only a business system with the right math can break you out of that muck.*

*I'm worth \$90 million dollars. I don't need to work another day in my life. And not only that, thanks to municipal bonds, dividend stocks, real estate trusts, and US Treasuries, I'll earn a paycheck for life, much of it tax-free. And even if that fails, I'm still set for life.*

*Build something. Anything. I don't care what it is. Your system could be a book, a piece of software, a board game, an invention, a scalable service, even grandpa's secret recipe for barbecue sauce; it doesn't really matter as long as people find it valuable and you can replicate it by the thousands. And then sell the shit out of it. And if it doesn't work, try again. And again. The expected value of one success is being set for life. I'll help you any way I can.*

*When one opportunity passes, another is always waiting. Change is universal. And millionaires are created when we change with change. I'm telling you; this internet thing is going to be big. Probably bigger than anything we've ever seen*

*You just have to make the sacrifices. Figure out what's important to you, your comfort? Or your dream? All your illusions of success, this facade—it's smothering your options. I didn't buy my first sports car until I was a*

