

Chapter Three

Guidance

Introduction:

Congratulations!

You have good contentment, as well as goals for business projects, an action plan, and a clear vision of what you want to reach!

Now, in this chapter, I will show you some ideas or consulting and concepts, as well as some suggestions that will help you and guide you through your career in freelancing.

Follow me!

To what extent can your money expand?

Each of us has a certain expand to deal with money and numbers. Some of us can imagine that there are five million SR in his bank account, while others cannot imagine that there is only fifty thousand SR in his account! Such old systems have existed in our brains, perhaps since childhood, and we have not re-reviewed it until now, or otherwise, the important is that there is a clear difference between people in the perception of money that is sufficient for them, or rather in the perception of money that is appropriate for them.

Professor Yasser Al-Hazimi, who specializes in self-development, mentioned that he once asked one of his friends with limited income to imagine that his income was very high, so the man thought for a while, then said: Do you mean that my income will be four thousand SR? Professor Yasser said: Oh man, raise it a little, because this is only imagination, not reality. The man thought carefully, then said: Did you mean, eight thousand? Professor Yasser said: Man, please try to raise it more, until his friend said: Well, ten thousand SR, and I can't imagine more than this!

Have you imagined with me this scene that assures you that each of us has a certain expand to receive money? Professor Yasser asked his friend only to imagine, but he could not!

My father told me a touching story and it confirms to me that everyone has a certain expand to receive money.

The story says: One of the rich people had a lot of money, and he wanted to take out zakat from it, that is, he would get 2.5% of it, so he took out this proportion, and it was a huge amount, so he took it to one of the needy, and gave it to him at once, so the poor person was very happy, and he said : Is this all for me? Then he repeated it again, and again until he lost his mind from the severity of the shock, and his mind's inability to absorb such large money.

This story also really confirms to you that each of us has a certain expand for money. Your income that you get today is a result of the expand of your

previous money, and the beautiful thing is that you can increase the proportion of the expand of your money as we will do shortly.

You will not gain more than the expand of your money!

The author of the book "The Millionaire Mind" Dr. T Harv explained this idea with a very beautiful example, he said: "Imagine that you bought an ice cream for your little daughter, then it fell out of her, then you came back to buy her another one, then you saw an advertisement for ice cream with three balls, then your daughter said to you that she wanted it, so would you buy it for her? Are you will buy her an ice cream bigger than the previous one? And which she couldn't keep until it fell off her? Will you do that?

You might even buy her the one with three balls... if you think with your heart! But the right thing is not to buy her that, but rather buy her that which is only one ball, why?

Because she couldn't absorb and bear the ice cream that one ball, and it fell out of her, how would she be able to keep three balls? right?

So are you, you will not get more money than that in your imagine, you will not bear to deal with it, or you will not be able to manage it; So first you have to be able to manage the money you have now, and be good at handling it, and then raise your standards.

Train your mind!

In order to expand the size of your internal portfolio, and raise the level of your criteria, I'm going to offer you an exercise that will enable you to expand your portfolio and make you more capable of dealing with money. You are required to practice it for a month, which is as follows:

A notebook where you write on the first page of it at the top: you have 10 SR today, write how are you going to spend this 10 SR. On the second day, the number doubles, that is, you have 20 SR, and then you write below it: How will you spend it in one day? And on the third day, double this 20 SR, and you have 40 SR, then write below it: How will you spend it in one day, such as writing: I will spend 15 SR for coffee, 20 SR for car fuel, 5 SR for biscuits, or something else. The important thing is that you distribute everything you have, and after 10 days the number will double and you will be dealing with larger numbers, and you must spend them in their place every day.

This exercise does not contain charlatanism or magic, but it will train your mind to deal with numbers, and gradually it will be ready to receive the big money that suits your aspirations.

Set your criteria, Ask for high things:

As you know, each of us has specific criteria about what financial income he earns, and to the extent of the size of these mental criteria, the realistic results will be as we indicated earlier. Now, look at the graduates around you from schools or colleges, you will find that the student who aspired to get 98% has achieved this proportion, or at worst, he got 95%, i.e. a little less than it, and you will find that the student who used to say: It is enough for me to get a grade average around 80% or 75% in order to be able to join any college -You will find that he also got what he himself aspired to, or a little less than it, the former had high standards; So his results were also high, and at worst they are still high, while the other had low criteria; Therefore, his results were also low according to his previous criteria, and if you measure this rule on your income now (your salary), you will find that this also applies to you. The size of your income today is the result of your previous criteria, and it does not exceed them, or less than them, except for a little, and your income will not rise until your criteria rise first.

Now believe in your ability, raise the level of your criteria, and know that you deserve it. What do you think about making your criteria that your income at the beginning be 50,000 SR per month? If this number frightens you, or it is funny, then you should reconsider your view of yourself. In short, I tell you: Anything that someone has achieved on earth is evidence that you can also achieve the same. I know that this may be a great goal. But it's not impossible, right? Especially if you break it down into small parts as successful people do, it will be very easy. Take a look at the topic that titled (Don't be afraid of the big tasks).

Now, if your income is ten thousand SR, I want you to set a goal, for your income at the end of the year to be twelve thousand, that is, i.e. increase of two thousand only. I think that is easy, especially in the business world, unlike a job that an employee may flatter and blandish, to get an increase at the end of the year not exceeding one thousand SR! And if you achieve at the end of the year an increase of two thousand SR, then set another small goal for you to make your income fourteen thousand in the following year, or a little more, and take slow and steady steps, and one day you will achieve fifty thousand SR per month, and perhaps more, which concerns us

from all of this, and what I want from you to reset your criteria, and ask for high things.

Don't be afraid of the big tasks:

I would like to share with you a useful strategy for dealing with big or complex matters through which you can achieve more, and it is inspired from a beautiful African proverb in the form of a question that says: How can you eat an elephant? The answer: to eat a spoonful of it every day!

From this proverb, I tell you the strategy as follows:

First: Divide the big task into small, easy-to-handle parts.

Second: Classify these small parts into two categories, one that is possible now, and one that is not possible now.

Third: Start doing what is possible. If you do what is possible, what is impossible today will become possible tomorrow! In short: always focus on what is possible, and start with it instead of wasting your time and effort on what is not possible now.

Fourth: Delegate the matters that you are not good at to someone else, to do it on your behalf, even for a fee.

Now you have a simple recipe for getting the big tasks done. In short:

Divide tasks into small parts, classify them into possible and impossible, start working with what is possible, delegate what you are not good at to others.

Now make great and suitable dreams for you! And apply this strategy to your own project.

Be a 1% partner is better than being a 100% manager

This is a very beautiful principle, it means to be a partner with a proportion in the company or organization, even if it is 1%, it is better than being a 100% manager, as the manager is also an employee, while the partner is an entrepreneur.

A entrepreneur says: In his work, he attracts experienced people to work with him, and in order to be able to convince them to join him, he entices them to be partners, instead of a fixed salary, knowing that a small proportion of profits may equal twice their salaries, meaning that it is a very excellent offer, so he says : He is surprised that they hesitate about this offer! But if you offered them a fixed salary, even if it was small, they would agree directly!

It's the mentality of fixed salary, a delusion of "a bird in the hand is worth two in the bush", and other such programs, the restrictive proverbs of live small and stay where you are. The important thing is not to be mistaken! And not to get hurt, and not to get tired, and Adapt the rest of your life on guaranteed one bird to be the richest people! But I say: What if the probability of catching the ten birds is 70%?!

What if someone else tries to get the ten birds? And he got more? Isn't that motivating you? And if you try and do not get the ten, you may get four or five, and if you do not get any one of them, you will gain dozens of moral gifts such as experience, audacity and courage that will make you tomorrow able to obtain dozens of birds. Therefore, if you want to take a leap in your financial life.. work in proportion, i.e. become a partner, even if in a small proportion. Because the proportion is better for you than several salaries.

Leave the competition, and make it for them!

I learned a very wonderful idea from one of the consultants, when a young man told him: There is more than one competitor selling the same product he sells, so he asked him how can I be the best seller? So this clever consultant suggested to him to leave this exhausting competition, and provide these stores with something that they cannot do without, and specialize in it!

It is a great idea. If there are several places on the street where you are competing to sell juices, for example.. the smart idea is to provide them with plastic materials such as cups, straws, etc., instead of competing with them to sell juice. Measure this idea against all the competitors who is around you, make use of this competition, rather make it for them!

Now, your new view is: whenever you see competition between several projects, say: What is the thing that they cannot do without? How can I provide it to them?

Understand the game, and choose a suitable location for you:

All the goods that are in front of you today in the market have gone through fixed and similar stages, starting from the factory that manufactures raw materials, passing through suppliers and warehouses, then distributors, ending at points of sale for customers and clients, and other stages may also occur, such as trucks of transport, loading and unloading.

If you know and understand that, then try to find a suitable location for you in this chain of steps, so be the manufacturer or supplier, such as traveling to other countries and bringing the goods to your country, or being the owner of the warehouses rented by the owners of the goods, or being yourself distributor, the important thing is that you are not always the customer! Rather, share this chain, and take your share of it.

What do you think of the clothing markets? Or smart phones and accessories? or electrical appliances? Think about such markets, and others, as they all go through the stages we mentioned earlier.

Why don't you try yourself in one of them?

Work as a contractor:

The contractor, according to the definition of the dictionary of meanings: is the person who undertakes to perform a specific work, complete with special conditions, in return for known money, such as building a house, repairing a road, or other things.

I ask you a question: Do you think that government departments, or major companies in your country, provide all services by their employees only?

No, absolutely!

What does this mean?

It means for you to open your eyes well to the opportunities that is in front of you in all departments, companies and all establishments. You often need electrical maintenance, elevator maintenance, air conditioning maintenance, employee and goods transportation services, computer maintenance, and many more. Why don't you look for one of these services, deal with it, and be a specialized contractor in it, the matter is not very difficult, all you need is a specialized person, and you add four ordinary people with him, as this is a team that can take care of the work.

Believe me, such contracts that is in front of you now, but you will not be able to see them with the mentality of the employee! You will not see it or make it except with the mentality of the contractor, or rather with the mentality of the entrepreneur.

Become an investor!

Investor: A person who disposes of something that he does not own, such as real estate, equipment, or services. I will show you some examples that may light the way for you; To be a great investor one day.

One of my teachers rented empty land in a suitable location, rented it for a period of five years, then built several commercial shops and housing for workers, then he rented these benefits with twice the price.

A friend of mine told me that he was disappointed and remorseful! And when I asked him: Why? He told me that someone rented empty land from him for one hundred and eighty thousand a year, then built a great building on it, and rented the building to several companies for a million SR a year.

Investing is a great door of livelihood, and all it needs is eyes, an open minded, relationships, and daring to take action.

Think upside down:

We all have firm beliefs about several different things in various aspects of life, but the systems, circumstances and conditions are not fixed, but rather constantly changing, so why do we still cling to all our old beliefs that may not be appropriate for our time, and are not commensurate with these changes that occurred to us?

Here, I will show you three main things that will inevitably confront you in your career, but I will handle them from a different angle, in a manner commensurate with your progress in freelancing, and you are also free to agree with me, or to cling to your old belief.

1- Buying a house:

Buying a house is one of the most important concerns of parents today, but there is another opinion that agrees with the idea of buying, but it differs from it in the method. Today, in some countries real estate prices have become very high, so the idea of buying has cost a person a whole life! In some countries, renting is cheaper than buying a house. For example, if you are thirty-five years old and you want to buy a house for one million five hundred thousand SR, and you will live in it for twenty-five years, then if you divide one million five hundred thousand by twenty-five years, i.e. by three hundred months, you will find - As a tenant, you are paying far less than the exorbitant purchase price.

The one who bought, he paid one million and five hundred in a house, and lived in it for three hundred months, i.e. twenty-five years, and the second paid a tenant seven hundred and fifty thousand SR (if we assume that he rented for two thousand and five hundred SR), meaning that the difference is half!

I know that the first one won a house for his children after his death, and the other did not leave a home for his children, but the first one often lived frugally for himself, perhaps for fifteen years, for the sake of this house that he will enjoy after fifteen years. The alternative way to this long struggle is to buy a house through banks and real estate companies, and if it will take you more benefits, the amounts that you will collect to buy a house if you invest them in commercial projects will enable you then to pay installments, or buy several houses, instead of spending on one house all your life, and you will probably dispense with the banks if you make leaps in your freelancing.

In short, let go of the old belief that you save money and build a house with it for a lifetime. It is better to put this big money into an investment that will build you several homes.

2- Buying a car:

The car that you will buy for eighty thousand SR, for example, and after five years you will need to change it. If you do a mathematical operation, you will find that renting a car or buying it through lease-to-own is equal to the amount of buying a car at once, or there will be a slight difference between them.

I suggest that you do not put a large amount of money in order to buy a car, if you have a good amount of money.. put it in a project that will generate money for you, and then pay off the rent of a car that ending with ownership from your project, because the rent will end one day, and your project will remain an increase in your income, but through this way you can change every year a car.

3- The Debt:

Today, many of us do not want to borrow even a single riyal, and this is good and not good either. I want to tell you something, most of the giant projects today also have giant debts. Most countries have debts to other countries, this is normal. Debt, if you can use it well, will help you a lot in achieving more of your commercial projects.

When is the debt blameworthy?

From my point of view: Debt is for the sake of luxuries such as changing home furniture, traveling for tourism, or buying the latest smart devices, or others.

Debt for the sake of these luxuries is very blameworthy, but if you go into debt and build a project that enriches you, and others benefit from it - so the debt is a good thing to do, but I advise you not to borrow money that you cannot pay back in less than two years.

In short, if you have an idea that you believe in.. it's okay to borrow an amount that you can afford.

Make a plan to pay off your debt and forget it:

Since you broke into the world of business and freelancing, I have no doubt that you will have some debts attached to you, perhaps with suppliers, investors, or others. The important thing is that this is very possible, perhaps all your focus and attention will become on how to pay off these debts, and this thinking and anxiety about these debts will hinder you a lot, and may even increase the size of these debts.

There is an established law called the Law of Concentration, which states that anything you focus on increases and expands.

Then if you focus on the problem.. it will increase and enlarge, and you may not be able to control it, but if you focus on solutions.. your solutions will increase until you reach the appropriate solution, and the same applies to everything when you focus on it, it will increase and expand.

What to do with this debt?

Don't focus on it, don't ignore it, how?

The best way to deal with debts is to set a good and time-bound plan temporarily, then forget about it, or rather, get busy with what is useful, such as developing and managing your project. The important thing is not to indulge in thinking about these debts. Because that will drain your energy and effort, and hinder your progress. If you have debts worth 200,000 SR, then make a plan to pay them off, such as agreeing with the debtor to give him ten thousand SR every month, and finish this debt within twenty months.

One Time, I went through several separate debts, and it was stressful for me, until I once sat in a coffee shop with my wife, and she was very wise, so I took out a white paper, and we wrote on it all my debts, which amounted to one hundred and twenty thousand, then we made a plan for it, and the plan was to establish an association of several people, each of whom pays a certain amount. Within a month, the required number was completed after I presented the idea to my colleagues, and after this good plan that would ensure the payment, I removed these debts from my mind and was able to start with what is useful to me, because the debt has a plan to pay it now.

Now, if you are suffering from a lot of debt .. take one paper and a pen and write a good plan to pay off. Commit to it and forget it!

Take care of relationships:

The person does not live alone on this earth, and he will not be able to do everything on his own, no matter how strong he has, hence, the importance of relationships with others comes, especially in freelancing. Let us be realistic, that some opportunities and contracts will not be obtained except through relationships with others, and this exists in all countries of the world, or at least because of your relationships, you may get some information several months before others get it. Make a beautiful card for you showing your name, address, and activities, and give it to those you deal with a nice smile, and advise you in relationships to take care of three things:

- 1- Create new relationships constantly, and choose them carefully.
- 2- Develop these relationships through communication and participation in social events.
- 3- Preserve it, no matter what disagreements happen with others, always be wise, and make a path to return, because the world fluctuate and no one knows what will happen tomorrow.

Create your own team of advisors for free!

We humans have an innate love for self-fulfillment, and for showing our talents and abilities. We have a love for showing our talents to ourselves first, and to others after that, and there is no flaw in that if we want what we do, it's right, if every person is falling on himself, and they don't get out of what he has, and people don't know. The world was not the same today.

What does this have to do with a team of consultants?

Invest this instinct in people by evoking their experiences and expertise. Of course, if you have a relative or friend who is successful in one field, and perhaps in your own field, try to find in every aspect, or specialize one of these people, you are communicating with him, call him, apologize to him nicely, because you will take some of his time, praise him, then consult him about what you want, believe me, he will open his heart to you, all his experiences, and show you his talents, the problems he went through, how he overcame them, and that he was a wonderful person.

These consultations from the experienced and free of charge will save you a long trouble, open new horizons for you, and correct your path for you whenever you make good use of it.

Calculated risk:

Some of us believe that businessmen are risk-takers, or have great courage, but the reality is not like that. You have to differentiate between taking a risk and what is called a calculated risk. The first is blameworthy, while the second is praiseworthy, and it is what most businessmen and investors do. If an entrepreneur buys a real estate with a very high price.. There is no doubt that before that he studied all possibilities, and found that the worst of them is that this real estate retains its price, or decreases slightly that does not affect his total wealth, so is this a risk?

It's never a risk, so always evaluate things, put all the possibilities, and how you will deal with them, and then take a substantial risk, and enjoy the results. Philosopher Herodotus says, "To risk with noble courage by exposing yourself to half of evil things you predict will happen--better to cowardly acquiesce in fear of what may happen!".

How to be lucky?

In one of the courses, a girl asked the lecturer: How can I be so lucky? The lecturer stuttered, and did not give her an adequate answer, so I searched for the books that fell into my hands, and reflections on my experiences, and the experiences of others, so I found three reasons that make you luckier than others:

First: you need to have very clear and specific goals:

If you have clear goals, then you will see all the appropriate opportunities, believe me, after you clearly define your goals, you will find all the opportunities near you, but you did not notice them previously.

Second: good preparation:

Opportunities always come, but only the prepared person will benefit from them and invest in them. Perhaps one of the big companies will come and offer itself to whoever wants to buy its name. You won't be able to take benefit of this opportunity if you don't even have a commercial registry, or a prior establishment, and someone else will come and say:: I'm ready, and these are my papers.

Henry Twain says: "We cannot make it rain, but we can guarantee that it will fall on ground prepared for it! So, be well prepared."

Third: Try many different things:

If you try several ways and means, your luck will increase. The entrepreneur Popiah Bodhi says: "The best way to be lucky is to try a lot".

In short, the magic formula for luck is:

"Determine clearly what you want, then prepare well, and finally try a lot."

No limits!

If you meditate with me today, you will find projects whose activities do not go beyond the neighborhood in which you live, or the city limits, while some other projects are spread all over the world. What is the difference between them? In the end it's all run by people and human beings who often have the same capabilities, but the difference lies in the limits of the brains.

And you, what are your limits?

Are you local or global?

Do you have a long term vision for your project?

The Marriott, H&B, KFC, McDonald's, etc. - they were all for people who had no limits.

Make you a great vision, and start with small steps.

Pay to learn!

Today, many people are very scarce to spend money in exchange for learning, and convince themselves that they are busy, or convince themselves that educational courses or lessons that require money are useless and that they are not necessary, then you find them spending huge amounts of money on restaurants and parks, but I say : You may pay little money for attending an educational course that will return to you many times what you paid, or return you countless moral profits, or give you an idea, or create through these courses or lessons a relationship with someone who will change the course of your life.

Allocate a small amount of your income in order to attend such courses that provide you with some of the skills and information that you need, and that will benefit you one day sooner or later. I believe that as a entrepreneur you need such courses, which deal with leadership, marketing, persuasion, problem-solving, management, negotiation and others. Imam Ahmad says: "There is no book without benefit." And I say to you: No course was devoid of benefit, nor was a meeting with students of knowledge devoid of benefit either.

Create your environment:

All creatures are affected by each other and by the environment that is surrounding them, but humans are more affected than others. The environment around you has a great role in determining the quality of your life. Often, you will find yourself equal to those around you of brothers and friends, but if you work more on your yourself, you will rise above them a bit. If you have friends whose income does not exceed 5,000 SR, you will feel like you are a minister if your income is 8,000 SR, won't you? And if your friends' income 15,000 SR, your income will be at least the same as theirs, or a bit lower than them. This idea goes for most matters, such as academic degrees, housing, and others.

I am not asking you to abandon those with limited income and thought, as some of them have values and morals that you won't find in others, but I am asking you to create another environment for you, or get involved in the environment that you aspire to reach. So, if you want to be an entrepreneur, make friendships with entrepreneurs and become a member of them, meet them at events or in chambers of commerce meetings, or have your coffee in their cafes, or at least communicate with them through social media. Get involved in this environment and you will learn a lot of things. Communicate with them constantly, and you will be infected. One day you will become one of them.

live as an entrepreneur for one day:

This is a strategy which a bit like telling a lie and then believe it until it becomes true and a reality you live in!

What is meant by live as an entrepreneur for one day is that, have your coffee or breakfast in one of luxury hotels, take a vacation and spend it in one of distinguished resorts with your family. Such an atmosphere that you live in for moments will have a great effect on you. Your mind will search for many ways to get you back to this level of pleasure.

Robin Sharma says: "Have a coffee in the best coffee shop in your city even if you only have ten dollars. Then he explained this idea and said: It is the things around you make you feel the way you feel, and the way you feel is what directs your actions of course. So, feel that you are special and you will behave in a distinctive way."

Don't put your eggs in one basket:

My brother talked to me about a customer who came to them in the communications department of the National Water Company, he wanted them to dig and extract the old water meter of his old house. On the way while this customer was going with the specialized technician; to get him his old meter, this customer was laughing and then started crying, as if he was a small child! The technician was surprised by his condition and thought he was crazy, then the customer turned to him and told him the news.

He was once very rich. He put all his money in the stock market, which suddenly collapsed, and went bankrupt completely overnight. Now he only owns this old house that he has abandoned years ago.

The truth is, this is very frightening, and in order to avoid such disasters, do not put all your money in one activity, or rather increase your activities and diversify them, be a specialist in one field, then diversify in other fields. Here is the division that I learned from a specialist, put 40% Of your money in real estate, 30% in stocks, 30% in various activities and projects, or divide it as you like.

The important thing is don't put all your eggs in one basket.

Don't be everything!

The owner of the project always falls into the trap that he is responsible for everything, or rather doing everything by himself. There won't be a person in the world who can do and master everything, so please, my friend, the owner of the new project, don't be the government representative officer, or the accountant, or worker or marketer. Perhaps you will have to do those at the beginning of your project, but once the project is on its feet, it is best for you to try to hire someone else to handle the tasks that you are not good at, even with a system of hours or transactions, as if he is rendering a certain service for you in exchange for money.

Pay a small salary to a qualified accountant; It's much better than the mess you'll make when you manage the accounts yourself. Confucius said, "whoever chases two rabbits will never catch either of them!"

Have faith in your idea:

It is narrated that one of the commanders used to tell his army before engaging in any battle that, the priest had told him to use a coin, one of which faces had the sun and the other face had the moon. So, he would throw it. If it turned on the face of the sun, then victory would be theirs. And they had no problem going into the battle. But if the coin turned on the other face, i.e. the moon, then they would get defeated.

He always throws it before any battle, and when the coin turns on the face of the sun, they all proceed with courage and win their battle, but the strange thing is that this clever leader was lying to them, as both faces of the coin were the sun! Most surprisingly, they were winning all their battles by this way. Do you know what's the secret?

It is the power of faith! The one who intends to fight the battle and knows that he will win; he will achieve victory, and the one who intends to fight the battle while he has fear and doubt in his heart, he might lose it. The same goes for freelancing, if you don't have faith in your project, believe me, you will be shattered at the first obstacle you encounter, or when you encounter the first suspicion from others to you. Here are these two simple equations:

Think of something + have faith that you can achieve it = you will definitely achieve it.

Think of something + you don't have faith in it and have some doubts and fears = you will never achieve it.

So, have faith in your idea, but don't lie like that leader.

Do not use the savings method:

Saving from your salary or from any amount of money that you get from freelancing and others - it is a praiseworthy thing and is required, but what I want to share with you here and want you to get rid of it - is what I call a naive way of saving, or the saving that diminishes your enjoyment without benefit.

The author of the book "Millionaire's Mindset" says: "The cup of cappuccino that you leave as a way of saving, will not make you rich. I completely agree with this idea. Rather, I am surprised at the financial experts and academics who talk to you about saving 30 SR each month, and multiplying it by 12 months of the year, then they will multiply it by the next 500 years! Finally, they will tell you that if you continue in this way, you will get one million SR when you are 600 years old! Of course you, they, your children and grandchildren may be dead before that time!

Do not diminish the enjoyment of yours and your family in exchange for a small amount of money that won't affect you except by multiplying them by the next 100 years. What I think is right, that is, to save an amount of your income at the beginning of the month, and then expand your expense without being wasteful, i.e. spend a lot, but the important thing is that, the money should be spent in right things.

Prune the trees:

If you meditate with me on the world of plants, you will find that some trees can only grow faster after you prune them, i.e. cut away the excess branches and trim the appendages at their ends. Likewise, throughout your career in freelancing, you will be associated with some connections or relationships that hold you back or cause a delay in your progress, perhaps it is related to some projects or activities from which you make a small profit and drain all your efforts and time. It is better for you to prune them and give a chance for what is better. So, every once in a while, cut away some activities, even partnerships, or anything that has poor returns and is delaying your progress.

Be a good-looking person:

The author of the term "economics of beauty" Daniel Hamermesh says: "The most good-looking and attractive people make more money than less attractive ones! They receive a lighter prison sentence, get loans in an easier way, are more productive at work, happier, and have more good-looking and educated partners."

What Daniel mentioned is strange, but we may witness it in reality, right? What would you do if you were not as good-looking as me? First, this question has two meanings, either I mean that I am a good-looking person, or I am not! Both meanings come from the previous question.

In any case, perhaps this leads me to share with you a precious rule, which states that beauty can only be seen by someone who has beauty within, and also only the artist can taste art, match that to a lot of other things.

Now what concerns us is, what would you do if you were not as good-looking as me?

First:

Pay attention to sports and diet, as they can give you an attractive figure.

Second:

Pay attention to the outer appearance:

Dr. Ibrahim Elfiky says: "He used to wear his clothes every day as if he was a groom!" What's your opinion? For me, human essence of morals and values is important, I also emphasize that the outer appearance is important too, because not all people will test your morals. I think we all agree that good clothes have a great impact on our feelings and behavior, and on how people deal with us as well.

Third:

Pay attention to your scent, Imam Al-Shafi'i says: "whoever is a sweet-scented, becomes a person with a genius mind." The most important thing of all this is your inner beauty and your elegant way of dealing with others. A nice smile, polite phrases, and the way you talk in general are also things that make you look good, so be a good-looking person, like me!

The secret of spirituality:

What is the relationship between spirituality and livelihood?

Some of us may be surprised that spirituality, such as worship and reflection, has a relationship with livelihood. Look at this hadith: **"from time to time, perform Hajj and Umrah, as they remove poverty and sins just as the bellows removes impurity from iron."** what is the relationship between performing these two rituals and poverty?

Look at this hadith as well: **"whoever wishes to be granted more blessings and his term of life be prolonged, should keep the kinship alive."** What is the relationship of kinship with longevity and abundance of livelihood?

There's another hadith says: **"charitable giving does not diminish the wealth of a person"** (the return will be twice of what you gave). What is the relationship of charity that reduces money in front of your eyes? But the fact that it increases and blesses money, as well as reading Qur'an and other acts of worship.

I have no explanation for this relationship, but I completely believe in it, and in everything that our prophet Muhammed had come with.

New York Institute of Finance conducted a research on the richest people in the world; To find out the secret of their distinction, they found that 80% of them have a strong connection with Allah. It is a connection with the higher powers, the primary source of life and livelihood.

put spirituality and worship on your daily schedule, prioritize them, and you will find their impact not only on your financial life, but on your entire life.

Integrity:

It is to only be a human! It is in our genes; we were born with it. Any action you do that contradicts this integrity, you will probably get a tingling in your heart, or an inner voice tries to prevent you from doing reprehensible things, but some of us ignore this voice, and others respond to it, and obey it.

Animals also have something like this. Notice when a cat secretly takes a piece of meat and runs away directly! But when you give it the same piece yourself, she won't run away from you! As if she knew that she made a mistake in the first time!

Acquire the qualities of perfection such as: integrity, honesty, sincerity, loyalty, and other good morals. Integrity has a great impact on all of your actions. The intellectual Abd El-Karim Bakkar says: "With integrity, you win twice, once in this life and another in the hereafter."

The financial business depends the most on exchanging trust between you and suppliers, customers and others, I'm not giving you an order to be an integrity person to get the trust of others, then achieve your successes, no, never! What I mean is, be an integrity person for yourself, you need it to get the blessing from Allah first, and the good will come into your life following your integrity.

A guarantee to gain more livelihood!

If you have someone you love so much and you believe everything he says, told you that charitable giving double your money, would you believe him or not?

The news is not issued by The Times newspaper, nor by the news agency of CNN. Prophet Muhammed is the one who informed us through a revelation from heaven, telling you with certainty: " charitable giving does not diminish the wealth of a person" (the return will be twice of what you gave). So, what are you waiting for?

Donate, as charitable giving is a guarantee way for more livelihood and blessings to be gained.

How do you make charitable giving as a part of the things you do in your daily life?

You won't get the opportunity every day to give charity to someone in need of. If you find him, the time may not be suitable for you, either you are in a hurry, or you do not have enough money for giving charity. So, I'm going to show you a method that will help you a lot.

Put a charity box in the entrance of the house, or the locker of the car, and every day in the morning or evening while you are going to your work or returning to your home, put a small amount of money in it, and at the end of the week or month, surprise someone in need with the money you've saved.

Every day in the morning, two angels come down from the sky and say: "No matter how much you spend on what Allah has commanded and permitted you to do, the return will come to you as a reward in both your life and in hereafter." and the other says: "Allah, bring destruction to the miser ones." by this way, you will win the prayer of the angel and get more money, in addition to the precious feelings that you will experience because of this generous act.

A person buys everyday a cup of coffee for 8 SR, then he puts the rest of 10 SR, i.e. 2 SR, in the trunk of his car, and at the end of the week he takes the collected money and gives charity for the people in need.

From today, start with the idea of a charity box, as it is one of the beautiful ideas that will help you to do good things.

Get away from injustice and illegal money:

I have two experiences with injustice and illegal money, and I would like to share them with you, so you may learn anything from them, and get away from illegal money, or the injustice of others.

First, injustice:

A truck driver works with me for a small salary pre month, and I had entrusted the affairs of the truck and the driver's salary to one of my supervisors, and after a while this worker moved to another institution, at his request. He had some rights that he didn't take but I ignored them! After a period of time, I was forbidden from one of the worship in which I found pleasure! I can't imagine living without it. I was wondering: What kept me away from this worship? As if I was blocked from it! I do not have a satisfying answer. This situation lasted for about one year, then I prayed to Allah to return this worship to me, which I could no longer abandon. After one week, the old driver called me and told me that he hadn't given up his right and he would complain to Allah about me; Because I haven't given him his last salaries! Then I remembered the supervisor whom I had entrusted the affairs of the driver, and that he had justified the reason behind not giving him his rights. The reason was that he caused us a lot of losses, and I wasn't interested then to investigate about him, and I also remembered that I was forbidden from the pleasure of that worship, and I finally remembered my prayer to Allah to return that worship to me. the important thing is that I have agreed with the driver to come and take the rest of his rights, and I hope I'm back to the pleasure of worship that I lost.

Second, illegal money:

Once my family and I went out to one of the parks in the city. We faced a lot of problems throughout the day. At first I got lost, and I took a busy road as well! As a result, we arrived late, so most of the games in the park were closed, and the place was not suitable for my children's ages. My son went ahead of us, he wanted to enter the park because he was excited and waited for so long in the car, so he ran quickly and hit his head on the door glass, which was very clean! He burst into tears. After a while my daughter wanted to play the role of intelligence and pass on some news to me, which is: her brother committed a violation, and drank a soft drink without my knowledge. She also fell and scratched her knee! And we went through other annoying things!

At the end of the day, I started to think about the reason behind all of what happened. I wasn't used to such things. I couldn't find an answer, until one day I sat in my office, looked at the papers, and grabbed the paper on which the salary details were written, and I found that an increase had been added to my salary by mistake, the amount is 400 SR. What a surprise! This is the same amount that I spent in the park! I had a feeling that money was behind the problems I faced in that park, but I didn't know then that there was a mistaken increase added to my salary.

I hope that my message has reached you, which is that, the money that is not yours will get you into a lot of trouble. Even if it is illegal, the problems will be greater and more serious.

Help others to achieve their goals:

There is a law called the law of reflection, which states that, whatever you do, it will come back to you! If you want good things to happen to you, then do good things to others, and it will come back to you as well, and vice versa. so be careful! If you want the paths to be easy and clear for you, then make it easier on other people. If you want help from others to achieve what you want, then help them first, and the help will definitely come to you.

In freelancing, you will come across offers or deals that do not mean anything to you, or you are not interested in them, so don't be stingy to present them to a beginner who means a lot to him. this won't diminish anything from you. rather, it will come back to you in a good way.

Be aware of this, use this law in your day life, and the results will come up to you later.

An effective method to help you overcome hard times:

We are all humans who suffer from hard times and losing the desire to work. you find that some days you are at the top of your excitement and so energetic for something, and other days you don't have half of that excitement! This is very natural and happens to all of us, as most people start a project with excitement, then after a short time they lose the desire to work and stop. I often listen to questions from experts about the problem of stopping in the middle of the road and losing the desire to complete it. In order not to fall into such problem, I will show you a very effective method to use.

Stephen Covey says, "start while keeping the end in your mind!" remember the final picture, of what you want to achieve, in your mind. And keep doing so, in your daily life, i.e. try to see yourself achieving what you want and feel these moments in their details. If you want to get a PhD, for example, imagine the final picture of this goal and feel it, also feel your social status and the opportunities that you will get, feel how your income will get increased, feel it every day while you do your walking sport, or while you are at your office. this picture that is repeated daily in your mind, will give you a great motivation to complete the road towards what you want.

I advise you to keep the final picture in your mind, and live it for moments whenever you lose the desire to continue the road, because this will not only keep you going, but will also make you overcome all the obstacles that will face you.

Why do I want you to be a freelancer?

I want you to be an entrepreneur; Because you deserve it.

I want you to be a freelancer; To be creative, there is no creativity without freedom, and to bring out your unique personality to people, instead of living as someone who follows others and imitates them!

I want you to be an entrepreneur; Your family, your city and the whole world need entrepreneurs who add new things to this life and contribute to its development.

I want you to be an entrepreneur; Since you live this life for once, I want you to truly live it, and use all of your talents and abilities.

I want you to be an entrepreneur; To make your own life instead of settling for a traditional life.

Finally:

Live life with full power, and make your own road that suits you.

What's next?

You worked hard, achieved great success, your projects are stable, and your money needs an accountant, what are you going to do now? what's next?

I think It's time to be generous without limits. I saw what made people feel very happy, because they lived to make others happy, so the reward was their happiness! What do you think of Dr. Abdul Rahman Al-Sumait? What do you think of what he has given to those in need in Africa? And other people who dedicated their life to a particular cause for which they lived, why not be one of them?

Find a cause to spend your life for, dedicate all your efforts for it, and your life will be filled with happiness and blessings. There are many people who left this world, but their traces still remain to this day, present among us, either schools, hospitals, orphanages, or other charitable organizations and institutions.

What cause will you spend your life for?

What traces will you leave for people after you?

A good intention:

Intention is an important point, that's why I kept it till the end of the book to talk about.

It is the cornerstone and the main reason of success. Nothing will stand in the way of it. It is the reason for facilitating things and blessing them. The greater your good intention, the greater the results will be, i.e. depending on your intention, the results will be. If your intention was to avoid asking others, the result would be great, and you would be rewarded good things. If your intention was to make yourself rich and help others, the result would be greater. What's important is that you really have an inner intention. If you see great actions - believe me - there is a great intention behind them as well.

Some of you may keep this point in your mind and some may forget it.

I said: nothing will stand in the way of good intentions, and I also say: bad intentions will not work with anything! So be careful!

Always keep a good intention existed in everything you do. Also keep it existed before you start your project, as if you are intending to make your parents happy and return the favor to them, or benefit those around you or others by good intentions. So, always keep good intentions existed in all matters of your life especially in your freelancing.

Final word:

I'm telling you what Reid Hoffman, co-founder and CEO of LinkedIn, said: "you were born an entrepreneur, but that alone doesn't guarantee that you will live as an entrepreneur. Your instinct needs to be fed. You can control your life and use your entrepreneurial skills in any project you want, but the important question is: Will you do it?"

Will you make this book as your starting point for entrepreneurship?

I hope so!

Let others live a normal life... But you don't!

Let others argue about trivial matters... But you don't!

Let others cry; Because of slight wounds..... But you don't!

Let others put their future in someone else's hands... but you don't!

"Jim Rohn"

Conclusion:

Thank you, dear reader, for your trust and for purchasing my book, and also for finishing its reading. I hope that I have put you on the start of the road, and cleared its features out to you. There is nothing left for you but to take the road with confidence and certainty, and enjoy the journey.

I know that I've taken a position that probably was bigger than me, but Allah knows, I felt that I was inspired while writing this book, and I had great motivations! As if I had to take it out and write it! Those topics came to my mind at night, and when I wake up, and while having my coffee, and in my car. I have no explanation for that but to thank Allah! If the book was useful to you, then honor it as a blessing. May you share my philosophy and thoughts with me by reading my upcoming book by Allah's willing, called "Towards an Extraordinary Life".

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