

# 13

**1 in 98 shot to 1 Million**



**My stepson Garrett at around 6-7, dressed up and took a selfie.**

Look for the different way of thinking or doing things. I just saw the statistic that 98.6% of Americans will never have a net worth of over \$1 million (excludes equity in home). That means that if your goal is to be a millionaire, which I had when I was a little boy after getting kicked underneath the table at brunch, you will most likely need to align yourself with successful people as soon as you can. Secondly you need to not conform with and not do what the norm is, i.e., what the 98% tell you to do.

I did just this when I was 32 years old. I walked away from a corporate job paying almost \$140K, company car, 401K and expense account in 1997. (\$207K in 2015 dollars) Why? Because I knew (well, I hoped I knew) that conforming was never going to get me where I wanted to go, and for sure not fast enough. Secondly, having one line of products and signing a huge non-compete that included verbiage like “anything I think of is their idea document” wasn’t the right thing for me. It might be the right thing for safety conscious people, but I had bigger goals and a quicker timeline in mind. When you walk away from that much security, it's an all-in bet on yourself.

I read somewhere that the word JOB was an acronym for "Just over Broke." A job keeps you just satisfied enough to keep going on. With my companies I always have ways for employees to make more money; I want them to make more! I have cut employees in on real estate deals and am willing to help with their personal goals. Align yourself with successful and moral people willing to help you achieve your goals.