



MY KIDS ARE
GONNA BE
RICH!

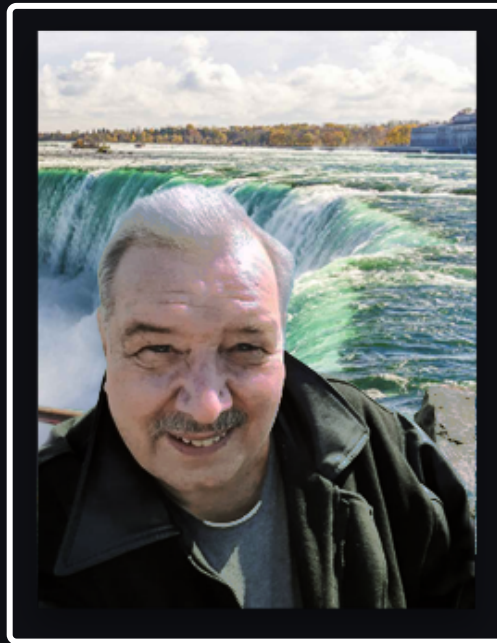
(YOUR KIDS TOO!)

By Stuart Lyall

The book that demonstrates to old and young alike,
the how, the why, the when, and the wherefore about
saving for financial freedom!

Illustrated by Ken Borden

My Kids Are Gonna Be Rich (Your Kids Too !)



Stuart Lyall - Author

Back in 1998 I went to the local library in search of a book on financial planning for children and young adults. Unfortunately, there were plenty of financial books. But none catering to the youth of the world and their financial well being. Even to this very day all financial books cater only to older people.

So I began to write in an effort to show my own children and try to better educate them on the benefits of beginning early in life to plan and secure their financial future. By fate and luck would have it. My book "My Kids Are Gonna Be Rich...Your Kids Too!" became an International Best Seller. Thousands and thousands of children and young adults around the world have learned that it is TIME and NOT TIMING that will carry you to the financial freedom we all desire later in life. You and your family will learn how the power of TIME and COMPOUND INTEREST will change your life in a very positive way. You will learn how to take control of your life in a very positive way and grow your dreams into a wonderful reality.

While life itself and all the wonderful things that goes with it including all the freedom we enjoy to pursue our goals and dreams. FREEDOM is NOT FREE. The freedom we all enjoy today was brought to you by our HEROES in past wars who sacrificed their limbs, eyesight, mental health and the Supreme Sacrifice of all. Their LIFE. All to provide us with all the freedoms we enjoy today.

We wake up everyday and take our Footsteps to work and play in our daily live's never even thinking about it. Our HEROES both overseas and here at home along with their families do not have this luxury. One footstep in the wrong direction by stepping on an IED could be their last footstep on earth. Please always remember....FREEDOM is NOT FREE.

A Veteran is someone who at some point in his or her life wrote a blank cheque payable to their homeland for an amount of "UP TO AND INCLUDING MY LIFE" so we can all have the FREEDOM we enjoy today. So please do not take these footsteps for granted. Someone, somewhere is sacrificing so much for YOU and us all. Take these precious FOOTSTEPS and go out and enjoy your life and all that life has to offer.

You can read more and support our HEROES at www.operationfootsteps.com

Support our Veterans both past and present letting them and their families know that they are in our thoughts and prayers each and everyday and also letting them know that THEY WILL NEVER WALK ALONE!

In this book you will learn...

- How Desire, Persistence, Enthusiasm and Attitude will all work for you and get you to where you need to be in life and in your future.
- You and your children will also learn the following:
- The true Value of Money
- The importance of Goal setting How to make a Plan of Action
- How to make Family Investing Fun.
- Compound Interest and how it will make you Wealthy Procrastination and how it will work against you and your children.
- How to Avoid Financial Pressure and Stress.
- The Rule of 72.
- Financial Freedom on a one time investment of \$1,000.00 upon the birth of your child.
- How to Control Your Destiny along with your Investment Advisor No Pain Retiring.
- How RRSP's, RESP's (in Canada) and 401K's and 529 (in America) retirement and education plans will work for you.
- How They Will Make You Succeed in Life !!

About the book and what's inside

- Introduction
- How the Kids Got started
- March to a Different Drummer
- Desire, Persistence, Enthusiasm and Attitude
- Value of Money
- Setting Goals
- Plan of Action
- Allowance
- Family Investing Fun
- Compound Interest
- Cost of Procrastination
- Household Expenses
- Child's Education
- Charity
- Rule of 72
- Control Your Destiny

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28 YEARS LATER

Well, here we are in 2026. It has been 28 years since I wrote this book and many things have changed. Of all the changes one thing has remained the same. The Power of Compound Interest.

Back in 1998 I challenged young parents to do one simple thing. Ask the four grandparents along with yourselves to make a onetime investment of \$1,000 into your child's education plan. Then together, put in \$200 monthly for the next 18 years for your child's University, College or Trade School.

Based on an annual return of 7% which is standard between education plan companies. Your child would begin school with \$90,689.45. For those who invested \$400 per month you would have generated \$177,998.96.

HOW ABOUT THAT!!

Now for those who decided not to have children and wanted to invest the same \$400 a month for the next 42 years. You would retire at 60 with \$1,201,671.44. Yes. That is right. 1.2 million dollars. All because of your efforts and compound interest.

For the most part. The book has not changed at all. The only thing I added was a section at the end on the Trades and how you may want to look at them. It's very important that you read this section very carefully.

It's now your turn 28 years later. You will be graduating shortly, and you will begin your own careers. You all know perfectly well what you have been through completing your studies. You remember the part time jobs in the winter and full-time jobs in the summer. The simple question is. Would you want your own child to go through this? Working is fine. But devotion to studying is much more important at this period of their lives.

Politicians all over the world can talk of how if you elect them. They will give your child free education and wipe out all student debt and loans. I've been listening to that since the 1960's. How is that working out for everyone?

Nothing will change. Start your plans now. It is painless and simple.

Also, let us touch on the subject of divorce. The elephant in the room. Fifty percent of all marriages will end in divorce. Whatever differences you may have with your spouse. Do not take it out on your child. They did not ask for this. Accept your responsibilities and continue to support their education plans. Do not run from the adversity you might encounter. Embrace your child's future as if it were your own. Believe in yourself and your abilities.

Twenty-eight years ago, I wrote at the end of my book...YES YOU CAN! Trust me. I know you can do this. You just must believe in yourself. Can you think of a more worthwhile Project?

In 1998 I wrote of plant closings, corporate downsizing, user fees and how the North American pension plans would be in trouble by 2015. Nothing much has changed has it? I also mentioned how it was never too late to start investing for your retirement. So, take heart and begin your journey now towards financial freedom for your children's education and your retirement years. In addition to securing your financial freedom, you can also be a part of a grand project by supporting our HEROES fighting overseas who are securing our everyday FREEDOM and the PEACE we live in today. Please visit www.operationfootsteps.com and you will see how you will automatically be supporting our Heroes and their families both past and present who defend this freedom we enjoy every single day because of their sacrifices both at home and abroad and how you are now a part of this great journey and family.

One thing that was not true in 1998 is the amount of Student Loan Debt. Today in 2026 for the first time ever the outstanding student debt loans in North America have surpassed one trillion dollars. Those of you who are graduating and those who have graduated over the past ten years know this pain better than anyone. This is why it is so important for you to begin a plan for your child's education. Why on earth would you want your child to suffer through the same stress you have gone through. We know the average North American couple begin to start their own family roughly eight years after they themselves graduate. So, you now must make your plan and ease the financial burden on yourself and that of your child in eighteen years when they begin their own College or University career.

I wrote many quotations in my book 28 years ago and the one that was most appreciated was "Once time has passed. It cannot be recalled" Nothing can replace time and compound interest. The rates and projections contained within the book are for illustrative purposes only and reflect the results that may be gained by investing regularly over extended periods of time which include over 20, 25 or 30 plus years.

The key to your success as mentioned numerous times in my book is that you choose a qualified financial advisor and work closely with them.

When I first wrote my book in 1998. I do not believe Vaping even existed. I can assure you of one thing. This will be the biggest scourge of your generation.

All the reports you see on TV and read about in the newspapers and online are based on FACTS. NOT FICTION. Permanent lung damage, severe breathing problems and death. YES, DEATH. All related to Vaping. Growing at an alarming rate.

Data from every health institution on earth warns that anyone who Vapes, puts their lungs at risk. Especially young lungs. If you are a teenager or in your 20s or 30's and Vape for the next 30 years and you somehow survive. You will probably not be in any kind of shape to enjoy a lifetime of work you have completed.

That feeling of looking "COOL" in front of all your friends in 2026. Will haunt you in 2050. You will look into the mirror and say "Oh my. How could I have been so stupid" Then. What do you tell your grandchildren that you waited so long to see.? Other than you think you might look "Cool". There is not one redeeming factor to Vaping. The only possible outcome for you is a life of sickness and misery.

If you find a doctor that says this is somehow good for you. Change doctors. I could write for days to try and convince you of just how bad Vaping is. But deep down. I believe you already know this. Those influencers and stars you see Vaping on TV are paid millions of dollars to jeopardize YOUR LIFE.

If you think it might be ok. Take a walk through a hospital ward and see firsthand the effects of someone dying from lung disease. Or go online and take a look at infected lungs from Vaping. Oh, if you say...I don't inhale.

Google some mouth and neck cancer files.

Do yourself, family and friends a huge favor. All those who love you. QUIT or DON'T START. You don't need to do this to feel wanted or accepted. If someone does not want to be with you because you don't Vape. They never cared for you in the first place.

Be your own person and reject this DEATH SENTENCE.

Coronavirus and You

In 1998 I wrote of how to survive recessions, plant closings and the upcoming unemployment we all might face. I wrote of having six months of living expenses in secure funds in case one's job disappeared.

I doubt no one ever expected anything of this magnitude with this Coronavirus. We all know someone who has lost their job, business or is lining up at a food bank. Our hearts weep for all of them.

Napoleon Hill once wrote. "Life from birth until death is literally an unbroken chain of ever-increasing unavoidable struggles. The education we receive from these struggles, shows us the way to the future. We get a little at a time and then use it wisely."

So, make a pack with your yourself and your family today to set yourselves on a path to secure your financial future. The long-term plan as you will read in my book will take care of itself. For it is TIME not TIMING that will take you there. But now look closely at your short-term situation. I know right at this time for you. It looks bleak. But trust me. This Virus will end. We will recover. Its what we do as a people. We dig down deep and we reinvent ourselves. We rebuild. Life is not easy. But I know you can do it.

For many of us. This is a wake-up call. Next time, because there will be a next time in our lives. It might not arrive in the form of a Pandemic. But some unforeseen event will disrupt our lives.

As sad as this situation is for many people around the world. You survived. It makes no difference if you are Asia, North America, Europe or Africa or Central or South America.

A warning shot has been fired across the bow on your journey on your life's ship. Please. I hope we all learn from this message to all of us. Turn your life into the masterpiece you have always dreamed of. When you change your way of thinking. You will change your way of life.

Don't be the pessimist that sees the worst in everything. As Winston Churchill once wrote. "The Optimist sees opportunity in every difficulty"

Don't let failure or a disaster such as this Pandemic defeat you. You're too good for that. Use it as your motivation to persevere and pursue your future dreams.

The only way you can overcome fear is by action. Unleash all your dreams, ideas and goals. Then set off on your new journey. Make the most of the time you have on earth. We are all only renting some space here for a little while. We are just passing through until we arrive at our eventual permanent home. Remember...ONE LIFE...ONE SHOT...MAKE IT COUNT!!

Climate Change

Climate change is upon us regardless of which side of the fence you are on. Some predict doom and gloom while others are more optimistic and see a bright future going forward.

One thing is certain. It's a project we all must participate in. There are many ways to reduce our carbon footprint which will benefit our hometowns and the entire planet for our children and grandchildren.

Some of these changes are very scientific and complex. While others are very simple and one's we all can participate in on a daily basis. Some will include using public transit where possible. Switching to electric vehicles and plant based foods. Using renewable energy or simply insulating our homes in a better fashion.

Saving our forests and oceans has to be top of mind. How much of an effort is it to not throw out plastic bottles and other debris into the oceans or on the forest floors? There is not too much science involved in this thought process. Just common sense and respect for the planet for those generations who will come after us.

Clear cutting our forests and destroying the habitat of wild life which are quickly facing extinction. Yes, there are some very complex issues to tackle here. But these particular ones are very simple and if we are truly all in this together. We can surely start with these simple steps.

It is estimated that just a few hundred companies are responsible for over 70 % of global greenhouse gas emissions. Let's all agree there is only one planet that we all share. We all have a certain obligation and responsibility to protect it for our children and grandchildren. We have come so far as a people from the eighteenth, nineteenth and twentieth centuries. Surely to God if everyone does their part and invests their time and energy to this most urgent and necessary project. Future generations will have the benefit of enjoying our planet as we have. A place where we all enjoy drinking clean water while breathing clean air every single day of our lives.

INTRODUCTION

Why do most adults work?

Throughout this book you will see a certain preference for what most financial professionals believe to be the golden rules of money. Time, true and tested.

The rules are:

1. Pay yourself first
2. Invest 10 percent of everything you make and spend the rest.
3. Invest for long-term gain
4. Never speculate; invest for five to 40-year periods.
5. Use Compound Interest

For it is “Time not Timing” that makes almost all people financially secure.

I hope this book will help all parents to get their children thinking about these 5 rules at an early age. If these habits are ingrained when children are young, they are very difficult to break, thus helping kids achieve financial independence. Remember, most things in life good and bad done consistently over a seven-day period become life and habit forming. In this case repetition really pays off in the end. One thing that will be critical for you and your child's success is to align yourself with a quality INVESTMENT ADVISOR. Not only to secure your child's education but to guide you both throughout your life of saving to reach all your financial dreams. This will become the absolute key to your success of reaching your goals in life. They are constantly studying the markets and trends and really know what is out there and right for you and your family. If you do nothing else in your financial planning life. PLEASE DO THIS! As I have mentioned many times. Advisors are worth their weight in gold.

You cannot possibly be involved in your work all day, come home and take your child to practice, games, dance, swimming, library or simply spending time in the park with them and be able to study everything that has gone on in the financial markets on a daily basis. You can't properly focus on it all. A good Financial Advisor spends their entire day studying and planning the best financial options for you and your family by following the market and what's new and available to you.

Chapter 1: How the Kids Got Started

"Don't worry about your future if you save. Worry about your future if you don't".

Welcome to your FINANCIAL FUTURE, your family will learn how to take control of your lives and become DOERS instead of DREAMERS! The only limit to your financial success and security is you. The choice is yours'

Come along, bring the family and truly enjoy the benefits you can reap from this easy-to-read and simple to understand book.

Who thought about the future back in the 60's? We were busy buying things we couldn't afford, like a motorhome, fast cars, fancy cars, and traveling everywhere around the world. We even went to Woodstock!

"Dad, what's Woodstock?"

"Um, Google it son, I don't have three days to explain it and I really don't remember too much. Anyway, in those days' jobs were everywhere. You could find one whenever and wherever you really wanted to without any problem. If you wanted to work, you could. Also, the government gave unemployment insurance benefits to anyone who applied.

Everyone figured all they had to do was sit back and wait to collect their pension. Well as you can read in today's newspapers and on the internet. That did not really work out for a lot of baby boomers did it.

Companies are merging, downsizing, and trimming all excess jobs. Governments spent more than they had, and they borrowed, borrowed, and borrowed some more putting towns, cities, and entire countries in financial distress along with most of the individuals living in them.



Now the debts must be paid.

The money must come from somewhere and the only place governments get money from is the people and corporations by taxation. They have also instituted cutbacks in social services, schools, health care and hospitals.

It is a very difficult situation today. Fewer jobs and more people without jobs. That means fewer people contributing to pension plans which means that when you reach the retirement age of 65 you will not have much of a pension unless you have been putting funds away into a retirement plan every month. Your Financial Advisor will explain all about RRSP's and RESP's in (Canada) and 401K's and 529 plans in (America).

When I was at school in the sixties no one took the time to explain this to us. Even now schools do not discuss this topic very much and it is one of the most important subjects you will need to survive in the future. This is it in a nutshell. The earlier you start this program of financial stewardship the easier your life will be when you are my age I promise you what I'm going to teach you is simple and painless. But you must start now! Listen up all you ten-year olds! Begin slowly and continue the pattern for the next 30 years and by the time you are 40 you will be very wealthy and independent young adults.

The airplane, the atomic bomb, and the zipper have cured me of any tendency to state that a thing can't be done."

R.L. Duffus

When you are finished reading this book and practice the program for just one month, you will know exactly what self- esteem means, what self- respect means and what accomplishment means. I can assure you you'll feel good about yourself, really good in fact.

This book will help you create a new, fresh, and positive feeling about your financial future. It will give you a realistic target to shoot for that will reap benefits for you and all your family members. You will be a SAVINGS FAMILY! Can you think of a more worthwhile project?

Different Drummer

Henry David Thoreau wrote, "If a man does not keep pace with his companions, perhaps it is because he hears a different drummer."



While some of us may not be as insightful as Thoreau, each of us is unique in our own way. I may not be able to do what you do or vice versa, but we can choose our own way and lifestyle. Some may choose to follow the crowd that is content with mediocrity, the people who say, "It can't be done." While others will follow their own creative desires and adventures and just do it.

We are all free to explore our own beliefs and not bother with the opinions of others. An ancient Chinese proverb states, "A person who says it cannot be done should not interrupt the person doing it."

There is always someone somewhere who will try to shoot your idea, plan or project down. This is because there is always someone who lacks your creativity and the willpower and your sense of commitment that's required to achieve your goal, be it a personal, financial or spiritual goal. March to the beat of your own drummer and of your own thoughts and ideas. Do not ever deviate from your plan. You do not want to look back in 20 or 30 years and say, "I wish I had listened to that person back then and just went ahead and followed through with his idea and plan."

Consider their suggestions for what they're worth, then continue your march forward. Listen to your own personal drummer. Follow your own beat.

Our Current Situation

As North Americans in the twenty-first century we enjoy a level of wealth, security, and stability unknown 50 years ago and still unknown in some parts of the world. A recent United Nations study found that North Americans are better off than 90 per cent of the world's population. We are in the top 10 per cent of the world's population in terms of health, wealth, stability, and overall quality of life. Given the advantages we enjoy, why is it that at age 65, fifty- three per cent of men and eighty-two per cent of women need financial assistance from family, friends, or the government?

In a lot of cases, we have the financial capacity and the income to create a financial foundation on which to build a comfortable retirement free of monetary concerns. Why after a half-century of hard work and humane benefits in one of the world's wealthiest regions should so many people face lives of quiet desperation and be deprived of their golden years in comfort that they worked so hard to achieve? Consider that.

For every 100 men at age 65

- 1... Is wealthy.
- 8... Are enjoying a lifestyle similar to those of their working days
- 14 ...Have no choice but to work.
- 24 ...Have died.
- 53 ...Require financial assistance just to meet their basic needs

The situation for women tends to be even worse. Complicated by the fact that more women than men are stuck in "pink ghettos" with low-paying dead-end or part-time jobs that still leaves a big gap in earnings between men and women when it comes to earning power. While there are more women in the professions than ever before there is still the glass ceiling that keeps the vast majority of even the most qualified out of top power and top earning--positions.

For every 100 women at age 65

- 1... Is wealthy.
- 2... Are enjoying a lifestyle similar to those of their working days
- 11 ...Have no choice but to work.
- 4 ...Have died.
- 82 ...Require financial assistance just to meet their basic needs

The fact that the United Nations has repeatedly identified North America as one of the best places in the world to live is a point of pride, but it does come with its costs because of the fact we like the idea of living in a civilized society where health, education and social services are all available to us all. While we are the envy of the world, we must constantly look for ways to make our dollars work in the most efficient way possible and that is where your financial advisor comes into play for you and your children.

In the name of becoming more "businesslike" there has been a recent tendency by various levels of government to impose taxes by other names. "User fees" are a favorite. These can be defined as a way of ensuring that you must pay additionally for the garbage pick-up, library and recreation services your taxes were supposed to cover.

So, unless you plan to spend your days huddled in a corner washing your dishes in rainwater and burying your garbage in the back yard, you'd better figure that more of your income is going to be spoken for even before you get your hands on it. By the middle of July of each year the average North American has earned enough to pay all federal, state, provincial and local taxes. [196 out of 365 days worked to pay all taxes].

Taxes cannot be avoided and are in fact necessary. However, a sound professional investment advisor can and will present investment strategies to you that will help you defer and reduce taxes that must be paid.



Lack of a Plan: The main Obstacle to Financial Security

The ten per cent of the population that enjoys financial security faces the same taxes as the rest of us. How did they overcome obstacles and build a foundation of financial security?

The secret as in every sport or endeavor is to create a plan to reach your goal. Imagine an airline pilot taking off without a flight plan showing where the plane is going or how it's going to get there? Make it a little more personal: you are on the plane. As ridiculous as this sounds it demonstrates the plight of 70 per cent of North Americans who do not have a plan to build financial security. Of the 30 per cent which do have a plan a quarter of them take a casual approach to implementing their own strategies. Especially when it comes to their own child's education. That means only about 24 % of North Americans take a real serious approach to their own retirement and the schooling of their children.

If you don't know where you're going, if you don't have a plan, if you don't have a well-defined destination, then any road will take you there. If you don't have your own plan you will be forced to conform to someone else's. Most likely this will be the government's ideas for your child's education and/or your retirement. Having a government bureaucrat managing your child's education plan and your financial affairs for your retirement probably does not give you a deep feeling of comfort and that of your future financial security.

From the children's fable Alice in Wonderland

Alice: "What road should I take?"

The Mad Hatter: "Where are you going?"

Alice: "I don't know."

The Mad Hatter: "Then any road will take you there."



Your Choices

There is no such thing as a lack of choice, there is merely the choice of having something or not. Each decision affects the outcome.

The attitude referred to in the next section is really driven by choice. Successful and wealthy individuals choose not to spend every available dollar on things but choose rather to save it and invest it in their own future. Choice is the key to their success. They are choosing long-term financial security over short-term consumption.

The Key to Financial Success

Is there a key that will open the door to financial success? Is there a magic formula that will move you from financial struggles to financial security?

The key is called attitude. Ninety-five per cent of the world's wealth is controlled by 5 per cent of the population while about 50 per cent of that wealth is controlled by 1 per cent of the world's population. It has been said that if all the wealth in the world were collected and redistributed so that every individual on the planet had an equal portion it would be back in the hands of its current owners within five years. Why? We know that there is no organic difference between the wealthy and the rest of the populace.

If people such as Warren Buffet, Oprah, Sir John Templeton, Mary Kay, Andrew Carnegie, Benjamin Franklin or the Rockefeller's were suddenly bankrupt, they would not stay broke for long. The same attitudes and strategy they used to build their wealth the first time would help them rebuild their wealth as many times as required. The people creating wealth today would keep doing the same things tomorrow. It is their attitude that makes the difference. People who have attained great wealth or the level of financial security that they were determined to achieve share an attitude about money. It is that their capital should work for them. They believe a portion of their income should be set aside to work for them in the long run. (Compound Interest).

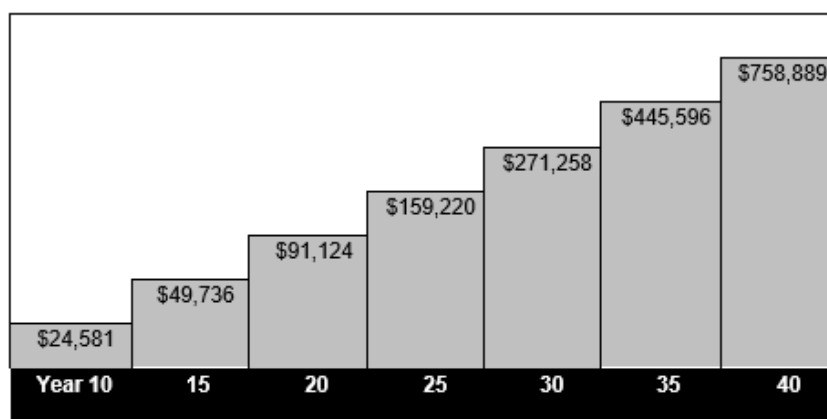
Compare this to the typical North American who is deeply in debt and spends every dollar of his or her income. So now set sail on your financial dreams and goals today and don't hesitate. Just get started!!! (See Procrastination chart).

Remember: the starting point of financial security is an attitude that takes a long-range perspective on saving and investing.

Rules of Wealth Accumulation

Be Consistent

Time and the magic of compounding can take even a small investment and build it into a substantial nest egg if the investment is maintained on a consistent, regular monthly basis through good times and bad and invested to earn 7 to 10 per cent per year.



If you can invest \$120 per month compounding at 10% it will grow to \$159,220.00 in 25 years and to more than \$758,889.00 in 40 years. While I know most of you are saying. He's nuts. Where are you going to get 7, 8 or 10%? Please remember it's all about time. Not timing. Sir John Templeton's funds averaged between 14 and 18% over a 40-year period. Some years they yielded 3%. Other years 28%. Remember it's about TIME!!!

Start Now

It can be discouraging to look at your current financial position and realize you should have started to pay yourself first many years ago. The best time to start building your financial plan was when you started your first job or when you earned your first dollar. The second-best time to start is right now with your next pay. How much you start with is important, but not nearly as important as starting immediately. The earlier you begin the better. A late start is better than no start at all.

The following illustrates the savings required every month to reach a goal of \$400,000 by age 65.

Your age now	Savings per month to reach \$400,000 at age 65	Savings per month to reach \$800,000 at age 65
25	\$63.25	\$126.50
30	\$105.36	\$210.71
35	\$176.95	\$353.91
40	\$301.47	\$602.94
45	\$526.75	\$1,053.51
50	\$965.09	\$1,930.17
55	\$1,952.70	\$3,905.39
60	\$5,165.49	\$10,330.97

"Your Future depends on many things, but mostly on you"

We have assumed an appreciation of 10 per cent compounded annually (with the use of equities necessary to achieve this rate of return).

We all have dreams and we should have goals. What is the difference between a dream and a goal? A goal is a dream with specifics. A goal has a well-defined objective and a time frame for completion.

A dream is very general: "Someday we want to travel." A goal is specific: "We want to buy a condo in Florida in 20 years from now." Goal setting and the implementation of goals are an ongoing process.

Unless you're the one person in ten million who wins a million-dollar lottery the best way and in fact the only way to make dreams come true is to take the time to define them as goals and then implement a plan to move you forward in accomplishing your goals. Your future depends on many things but mostly it depends on you.

Chapter 2: Desire

"Don't worry about your future if you save. Worry about your future if you don't".

To begin, four basic outlooks on life must be adopted: DESIRE, PERSISTENCE, ENTHUSIASM, and a POSITIVE ATTITUDE. Generally, in our lifetime we will face a moment when our faith and our values are both pushed to the limit and beyond. With this great DESIRE of building an education plan for your child you must develop a burning desire to save to reach your goal to secure your child's education.



"Time is your most valuable asset. It's cheap to squander and very expensive to buy back"

Persistence

Herein lies the key to your ultimate success. The ability to ride out the moments of frustration and disappointment. There will be times when you say, "I can't do this." But you can and you will! Men and women who succeed in life are those who keep their cool and hold their heads high no matter what. You do not have to be excessively talented, but you must realize that to accomplish anything of value in life you must be determined and persistent. Remember, anything can be accomplished if the persistence and desire are there.

Enthusiasm

I don't know of any self-generating force that will do more for you than plain old-fashioned enthusiasm. Thomas Edison once said, "When a man dies, if he can pass enthusiasm along to his children, he has left them an estate of incalculable value."

Enthusiasm is much more than wealth; it is a zest for living. It is the light in your eyes, the timbre in your voice and the vigor in your handshake. It is the one element that can and will kindle a fire in you and turn a preference into burning desire. Mighty powerful stuff! Nothing great was ever accomplished without enthusiasm.

"If you go to bed at night believing you will fail, be sure you will."

Ralph Waldo Emerson

Attitude

Attitude sets the stage for what will occur in our lives. Poor attitude = poor results - fair attitude = fair results and a good attitude = good results. It's that simple. We shape our own lives and these shapes are determined by our attitude.

The sad sack who goes through life saying, "With my luck the whole thing will go right down the drain," will definitely go down the drain over and over again.

The majority of us continually go through life dominated by unknown fears, anxieties and worries that create illusions of failure which somehow become reality. Shake off all your negative feelings and simply do not associate yourself with people who have a continuously negative attitude. Don't let them drag you into their sewer of life.

Please remember these four points:

DESIRE
PERSISTENCE
ENTHUSIASM
POSITIVE ATTITUDE

Read and discuss these four most important facts of life with your children as often as possible because they are the keys to your success and their success as well.

"By nature, people are nearly alike, by practice, they are wide apart."

Television

Most experts agree that kids can relate to the value of money by the time they reach age seven. As parents we must be aware of the brutal peer pressure of our times. Ninety percent of all our households today have one or more I- phones, computers or televisions that beam out 20,000 commercials to our children annually. Each of these commercials has one purpose. To entice the viewer to buy, buy, buy! Statistics show that teenagers in North America will spend a record 48 billion dollars yearly.

By the time your child has completed High School he or she will have spent 11,000 hours in school. Compare that to 15,000 hours of watching T.V. or some other device where not one commercial will deal with how to save or invest in their future or their future education.

Hopefully you can now realize how important and powerful this book can be to your son or daughter. It seemed much simpler when we were kids. A day at the beach, barbecues, playing in the sand, hiking, playing sports every day or simply sitting around with friends at the ball game. To some extent it's still like that. But education today is far more important than it was in the 60's. There is just no way to survive today without and education of some kind. Be it college, university or a trade school.



Not Today

Kids are consumed with computer games, designer running shoes and jeans, all more money than we could save in a month! Right? Here is one simple but important lesson. They don't need designer footwear and jeans! There are great running shoes

and jeans out there as well as shirts, dresses, pants, and sweaters, that work and look as well any of the so-called "designer" products and for 1/4 of the price! This is a sure way to save money.



The Value of Money

Teaching your child the value of money at an early age is critical. There should be times and there has to be times when you tell them you cannot afford an item no matter how small. They must be taught they cannot go through life grabbing everything they take a shine to. If you do not teach this lesson you will be doing them more harm than good in the long run.

The weekly flyers with their specials and promotional coupons are a great way to teach "saving money" to your children. Take the kids with you to the stores. You'll spend quality time with them while setting the example of how to save more while shopping. You may want to set up and play a "shop and save competition". "Let's see who can save the most and spend the least."

Prizes may be awarded and it's fun!

First make up a list of what is required and then have each person go through the flyer listing all the prices beside the items. At the end you total up each person's list. The lowest total wins. We have established that shopping via sales flyers will save 30 per cent off your grocery bill. So, if you were budgeting to spend \$100.00 that week, you would save \$30.00. Give the winner \$15.00 to invest and put the other \$15.00 toward the groceries. It all has to start somewhere and the lessons they learn will stay with them forever.

Our kids felt good about watching their portfolios grow and developing an important pattern of saving every week. You will notice as we did that once money is in the bank and growing, they won't touch it for any reason. You have spent quality time with your children while teaching them something they will carry with them forever.

They'll love you for that for the rest of their lives.

"An aim in life is the only future worth finding." - Robert Louis Stevenson



Chapter 3: Dreams: Your Goals by Another Name

"Clear your mind of can't" - Samuel Johnson

Short-Term Goals

A short-term goal is typically something that you want to accomplish within a three to 12-month time frame. For instance, you may set a goal of getting out of debt and saving \$200.00 a month over the next 12 months.

Medium-Term Goals

A medium-term goal is something that you may want to accomplish within a five-year time frame. For instance, you may set a goal of saving in the next five years \$10,000.00

Long-Term Goals

A long-term goal may be 10, 20 or even 40 years in the future. Typical long-term goals are those we set for retirement. Where do we want to live? How much income will we need to support our lifestyle? Will we want to travel? "Do I have a choice?" This is a question you have probably asked yourself from time to time. The answer is a definite "YES!"

You now have the freedom to choose among a varied number of investment vehicles that will give you and your children the financial direction that's best for your particular needs and security. Choice-making is just the beginning of this new exciting project for you and your family and the strategy that must be employed to carry out the plan. Goal setting is a way of reaching your destination without driving around in circles.

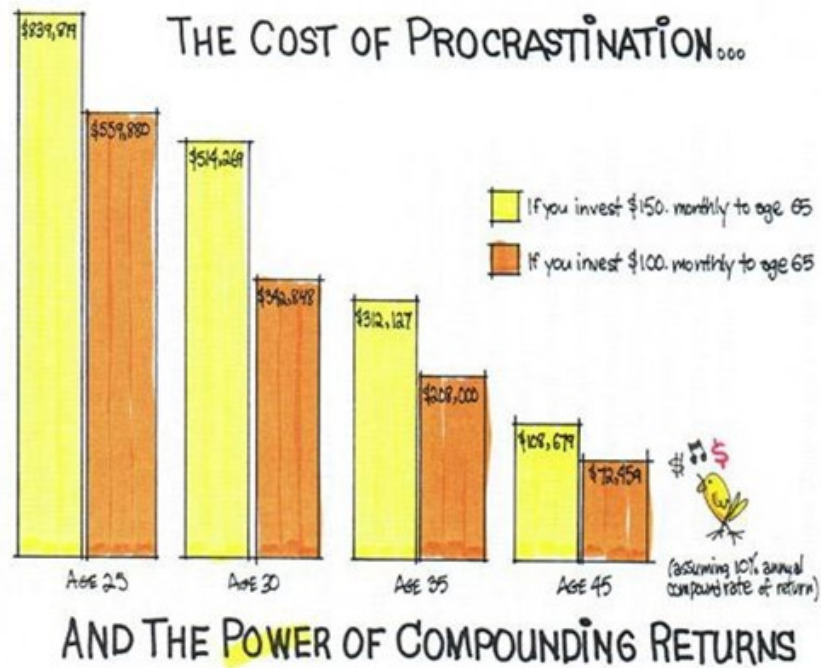
Please keep in mind that our family is no different than yours. We share the same everyday stresses that 99 per cent of all North Americans experience. A home with two kids, light and heating bills, food and living expenses, entertainment budget and operating the family car. We have a lot in common with you.

That is precisely why your comfort level should be at the maximum while absorbing everything in this book. It is designed to help you get your financial house in order, set your goals, put you in the driver's seat and show you where you are going and how to get there.

Make Them Attainable

Make your goals realistic. Never ever set goals that are impractical for your individual situation or you won't meet them. You will be disappointed, and you will give up. Remember this is not a race it's a final destination you are working on and time is on your side. Examine the PROCRASTINATION CHART on the next page.





What about putting away \$500.00 monthly per child? In time that would grow to about nine million dollars each!

If you can afford that after the expenses of soccer camps, hockey camps, basketball camps, field trips, movies, plus all the regular bills, you do not have to read this book. You are financially set already and good luck to you. You are not one of us. As I mentioned. Be realistic about saving. If you set impossible goals you will be disappointed.

Put away \$25.00 or \$50.00 monthly to be more realistic. Do not lose track of the fact that we must live before we die. I have seen too many people die before they ever had a chance to live. Don't financially cripple yourselves. Enjoy your life also.

You don't have to stand up on the kitchen table and proclaim, "As of today, no more spending on holidays, camps, sports, movies, restaurants, cars and entertainment for the next 40 years!" No way. Remember we must live before we die.

Plan of Action

Time is the most valuable commodity a person can spend.

Listing your goals will ensure they are reached in a proper time frame. Your first goal may be something simple like opening a bank account for your children. Take them with you because this is a learning exercise, and you want them to understand as much as possible about the financial world as they can. The bank is where it starts. Your next goal is that first deposit for them. Make sure they earn it.

When you give them, their allowance tell them to save some for their first bank deposit. The next step is to set up a work schedule so they can begin saving on a regular basis.

They must learn to earn and if you are paying for a clean- up of the garage for example make sure they know the job must be done to your satisfaction or else a portion of the agreed amount will be withheld. They must learn that if a job is worthwhile doing, it is worthwhile doing it right!

Here is a typical plan of action.

Friday is garbage day. If you have more than one child rotate the jobs. Saturday may be changing beds and laundry day. You'll see that they will want to work once they know they are making money. What we have here is a win/win situation. Your children are learning to earn, to work, to save, and to understand the value of money. They are around you safe and sound working as a happy family unit. What more could we want?

You must tell your young ones why jobs that take them out and away from the house are not appropriate. They must only work around the house or for people that they know well such as close-by neighbors. When they are 15 and 16 years old then they may consider "outside" work.



Believe me you will find lots of chores for them to do around your neighborhood. They'll learn, they'll earn and they'll save.

Time Limits

Decide that you want to save \$200.00 and you give yourself two months to achieve this goal. Review the situation every two weeks to see where you are. Change your saving pattern as you see fit. Don't worry if you are off target. Slowly but surely and you will get it right.

If you were to meet every target every time you set one we would have called this book, "ULCERS, AND HOW TO GET THEM!"

Reward Yourself

Whenever you reach a goal reward yourself.

There is no happier feeling than seeing the look on your children's faces as they watch their own bank accounts grow and grow. Tell them what great jobs their doing. Remind them of the four important words in chapter two. DESIRE, PERSISTENCE, ENTHUSIASM, and ATTITUDE.

Keep in mind that however small the bank account is now it will be 10 times that amount when they start university. Reward yourself and the kids. Take them out to a restaurant and enjoy yourselves.

The greatest griefs in life are those we bring on ourselves.

Chapter 4: Let's Discuss Allowances

Kids today need extra money over and above their allowance. A good rule of thumb to work with is that they should save 75 percent of whatever you give them. You are paying for everything they need so they can save 75 per cent of what you give them. At least when they are seven or eight. When they are 11 forget it. They know everything!



The hormones are starting to kick in along with all the I-phones and make- up. They'll spend 75 per cent of their money and save the other 25 per cent until finally arriving at the 10% goal for the rest of their lives. Take heart you've done your job. They have come through the first two stages and saved at least 50 per cent of everything they have earned for the last three years. You will be proud of them and yourself. If they follow the 10 per cent rule they will be very wealthy young women and men at the age of 40. Imagine if you started them from birth?

Only 15 per cent of North Americans save money. Of that 15 per cent only 5 per cent do so on a regular basis. You have a lot to be proud of. Allowance is the best way to teach the value of money. You must give them enough to buy something and enough to save something. If they don't have enough to buy anything they certainly won't have enough to save anything. They will lose faith in the project.

Set a time as to where and when the allowance is to be paid. This will establish their saving pattern. Try to give a sufficient amount so 25 per cent may be easily saved at the beginning.

Example: if they are receiving \$10.00 give them a \$5.00 bill and two amounts of \$2.50. Make sure \$2.50 (25 per cent) goes into the bank immediately for deposit. They will adopt the routine that the first 25 per cent goes into savings. They will not even miss it.

Most kids will likely try to hit you up in the shopping mall for this week's allowance. Forget it as every week will get worse. Select Saturday morning at the kitchen table as allowance payout time. Establish a routine and stick to it.

Generally, allow the kids to buy whatever they want with their money without nagging them. The stakes are small now so let them spend. As they grow older you may drop a few hints as to wiser purchases but always let them decide. This builds self- esteem and responsibility, and it works.

My kids were constantly looking for work around the house and in the neighborhood. They became DOERS and have been saving for 20 years now.



Find your most comfortable place and make family-time to talk. It could be an hour before bedtime or walking in the neighborhood. Discuss how they will be challenged every minute of every day to relinquish all their savings for what they see on TV or on their phone. Short talks like this are of utmost importance but require patience and repetition. The most rewarding revelation we can have is when our children understand that their allowance is unconditional. They understand they are members of the family and therefore must share in every aspect of family life good and bad.

Using money as a reward or punishment can build within a child an association between feelings and material things. Advertising and peer pressure build on feelings and emotions. Use the allowance in association with family responsibilities and extra income opportunities. When making an investment or an investment decision include the children if it is related to them. They will always remember this later in life just as they will remember being pushed aside. You must stress to them the feeling of being part of the action and the family thus assuring them an overall sense of self-worth.

Feelings of self-worth arise out of being treated as a person of worth. Try this. Take the Monday newspaper and let each family member pick five stocks for fun. Review the picks the following Saturday morning. It is great fun and the kids will enjoy it.

Discuss their future with them. Forget the standard "What do you want to be when you grow up?" routine. Discuss where they want to be and what they are interested in and what they enjoy doing most. Children love to talk.

Open the door and they will converse for hours at a time. Show them the less fortunate people in town. Let them see the derelicts and the street people. Let them bear witness as to why they must stay in school, learn, and save that 25 per cent. They will realize that they have the power to determine the way they want to live and that they have a choice for a future.



Chapter 5: Compound Interest

"Now let us rise to the occasion"

The chart below shows what would happen if you saved

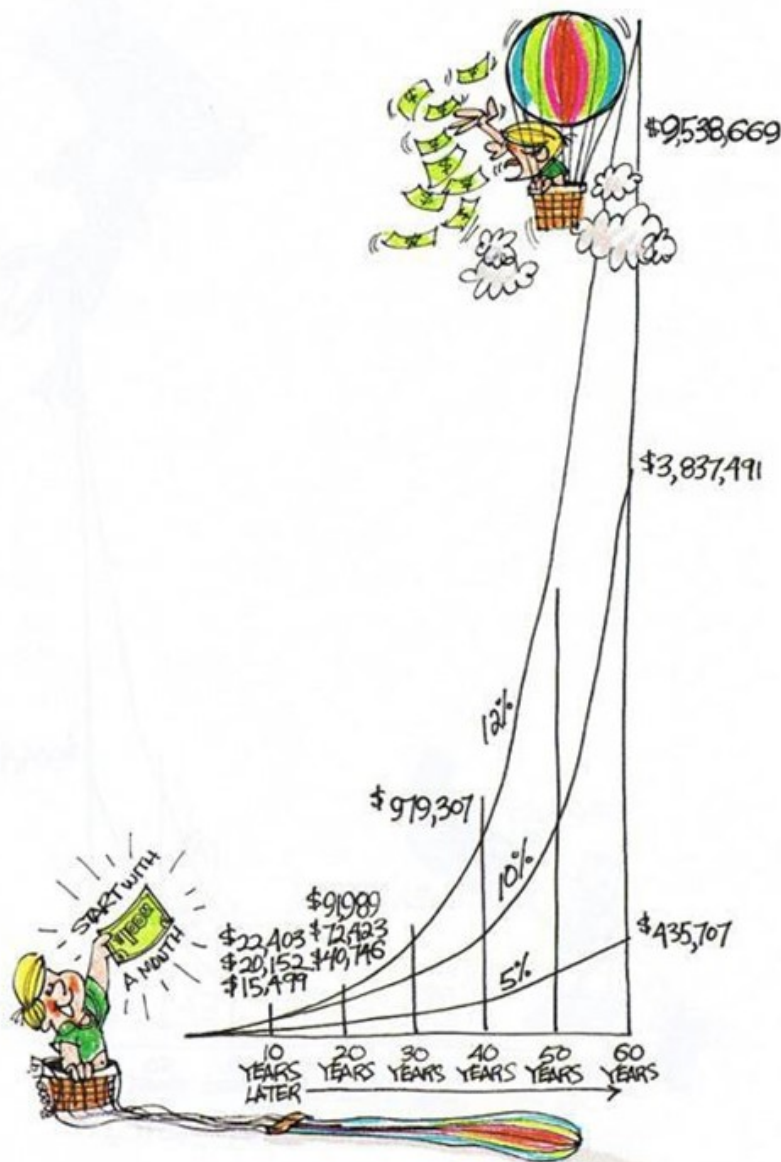
\$1000.00 as a one-time investment. It uses three different interest rates of 5 per cent, 10 per cent and 12 per cent. You will see what a difference compound interest (rule of 72) and time will do for your money.



It's like magic but as we said at the beginning of the book, there is no magic. Need money fast? Borrow against your account and keep the compounding going. Now what would happen if you saved \$100.00 every month instead of just a one-time amount? Just take a look at the charts below!

Remember you need not start with thousands. Slowly but surely you can stay on course and succeed with a mere \$100.00 a month. Painless.

The idea is to get the greatest amount of interest for the money you save for if you start young time will be on your side and TIME is your key. Allow your professional investment advisor to work with you and place your funds in the appropriate interest bearing accounts. His or her job is to get the kids into a pattern of saving and investing on a regular basis. Earning interest on the interest. How's that for working smart? That's what compounding is all about.



One Dollar Learning

	Interest Rate								
Years	3%	5%	6%	8%	10%	12%	14%	16%	18%
1	1.03	1.05	1.06	1.08	1.10	1.12	1.14	1.16	1.18
5	1.16	1.28	1.34	1.47	1.61	1.76	1.93	2.10	2.29
10	1.34	1.63	1.79	2.16	2.59	3.11	3.71	4.41	5.23
15	1.56	2.08	2.40	3.17	4.18	5.47	7.14	9.27	11.97
20	1.81	2.65	3.21	4.66	6.73	9.65	13.74	19.46	27.39
25	2.09	3.39	4.29	5.85	10.83	17.00	26.46	40.87	62.67
30	2.43	4.32	5.74	10.06	17.45	29.96	50.95	85.85	143.37
35	2.81	5.52	7.69	14.79	28.10	52.80	98.10	180.31	328.00
40	3.26	7.04	10.29	21.72	45.26	93.05	188.88	378.72	750.38
45	3.78	8.99	13.76	31.92	72.89	163.99	363.68	795.44	1716.68
50	4.38	11.47	18.42	46.90	117.39	289.00	700.23	1670.70	3927.36

Compound Interest

The \$1.00 Saving Story or Plant A Buck and Watch It Grow.

Today there are many financial vehicles to choose from. We may see our portfolios grow by as much as 18 per cent and more because of the magic of compounding. Putting just \$1.00 into a compounding account for one year at only 5 per cent interest results in \$1.05. In 10 years, the same formula would result is \$1.63. Clearly this is not earth shattering. But now the eye opener! That same dollar, same formula after 50 years has grown to an amazing sum of \$3927.36! THAT'S what compounding is all about. Being young and just leaving College or University this example must have you watering at the mouth. You have all this time still in front of you. What an opportunity you have!

	Interest Rate				
Years	3%	6%	9%	12%	15%
10	\$699	\$816	\$955	\$1,120	\$1,315
20	\$1,639	\$2,279	\$3,216	\$4,599	\$6,635
30	\$2,902	\$4,898	\$8,568	\$15,404	\$28,159
40	\$4,600	\$9,589	\$21,240	\$48,965	\$115,234
50	\$6,882	\$17,989	\$51,239	\$153,199	\$467,502
60	\$9,949	\$33,034	\$122,257	\$476,933	\$467,502

Saving Each Month

When you're young your goal is simply to get started as soon as you can without stressing yourself out on finding the best investment road to follow. It's quite simple. Invest as early and as often as you can. In your life you will come to some very challenging times. Fight your way through them and keep your investing pace steady. You'll find a way. You have to.

While at first you may find it confusing to read the charts and understand them don't feel intimidated at all as everyone at the beginning of any program takes time to absorb information. These charts above will give you a very good idea of where this book is taking you. It's all about time and associating yourself with a good financial advisor who you can work with. It really is a partnership that you have to develop and constantly update and go over on a quarterly basis. Every three or four months you can sit with them and see where your portfolio is heading and make adjustments if needed. Do not be afraid to ask questions however hard or simple you might find them. Don't be shy to ask. How will you learn if you don't ask? If you really find you are not getting the answers you like or your advisor is ignoring you. Change advisors. This is YOUR FUTURE and it is your hard work that is building this financial future you so desire. Stay on top of your life and your financial affairs.

Chapter 6: Household Expenses: A 4-Week Course

"Make each day count, but don't count each day."

Using the following chart should send a jolt of reality into the minds of your children. The chart demonstrates to them exactly why you say "NO" to some of their demands. Be open with them and explain to them there are times when it is impossible to come up with extra funds for the things they might want. For example, during the winter most North Americans have the added expense of costly heating.



Cash Flow Statement	Monthly Expense		
	Month	Annual	Month Paid
Housing			
Mortgage or <u>Rent</u>			
Property Taxes			
Property Insurance			
Utilities			
Maintenance			
Other Housing Costs			
Food			
Clothing			
Transportation			
Loan/Lease Payments			
Plates and Insurance			
Fuel			
Vehicle Maintenance			
Other Transportation			
Household			
Telephone			
Improvements/Purchases			
Cleaning/Help			
Education			
Child Care/Support			
Club Membership			
Personal Care			
Medical Expenses			
Dental Expenses			
Grooming & Cosmetics			

Cash Flow Statement	Monthly Expense		
	Month	Annual	Month Paid
Personal Insurance			
Health Insurance			
Life Insurance			
Disability Insurance			
Other Insurance			
Loan Repayment			
Credit Cards			
Personal Assets			
Investment Assets			
Other Debts			
Donations			
Discretionary			
Entertainment			
Regular Vacations			
Personal Gifts			
Retirement Savings			
Investments			
Savings			
Personal Allowance			
Cigarettes/Tobacco			
Other			

They must be taught a viable sense of values. Heating the house is much more important than that special "treat" this month. Try this experiment every week for four weeks. Give them play money with a total of \$2,000.00 Their job is to balance the above budget for the next four weeks. Let them fill in all the boxes. Believe me, this simple exercise will make them BELIEVE! This is how they will learn the practices of "smart" shopping while saving and developing a plan for a monthly budget.

By utilizing weekly flyers and internet coupons on everyday items such as toilet paper, garbage bags and practically everything in the kitchen cupboard, savings of 15 per cent to over 30 per cent can be realized. By eliminating designer clothes they save at least another \$1,200.00 annually.

If your grocery bill is \$500.00 per month and you are realizing a saving of 30% that would be \$150.00 per month in savings.

If you were to put as an initial investment of \$500.00 into a compound interest bearing account and add your \$150.00 that you have just saved on your monthly groceries you would have \$179,224.02 in 30 years from now. SAY WHAT? That's right. \$500.00 down. \$150.00 a month compounding at 7% over 30 years would give you \$179,224.02 in 2056 when you would be in your early 50's. HOW ABOUT THAT!

There is no magic here. The magic is in YOU. It is in each and every one of YOU. You along with your financial advisor and the power of compound interest can secure your financial future for you and your upcoming family.

Chapter 7:

Your Grandchildren's Education

"If you think getting an education is expensive, try not getting one."

If you are a grandparent, you've probably considered putting away some money for your grandchild's education which is a wonderful idea. Instead of showering them with toys and gifts at their birthdays and other events your contribution to their future education will give you a feeling of great joy and comfort. I touched on this at the very beginning of the book and your one-time gift to your grandchild's education plan and monthly contributions over the coming years will greatly benefit your grandchild as well as aid your own child in their monthly budgeting. If all the family members on both sides contribute to the challenge of your grandchild's postsecondary education, then the task at hand becomes much more manageable for all.

As previously noted, for the first time in history student loans owed to Governments have now surpassed one trillion dollars. In 18 years from the birth of your grandchild the parents will in most cases either must extend their line of credit or place a second mortgage on their home. If either of those two options cannot be accomplished, then your grandchild will be strapped with an \$80,000.00 or over \$100,000.00 student loan to be repaid when they graduate. We already know the average student loan is repaid within ten to fifteen years after graduation. This means your grandchild will work to pay the student loan until they are 35 years old when they could have started their family and put that money toward a home for themselves and their children and another generation of your family.

A little bit of planning at the beginning can go a very long way to help your son or daughter achieve their financial goals and if you consider that your son or daughter will be in their early 50's when your grandchild graduates and their own home will most likely be paid off. They will now be faced with another round of mortgage payments for ten or fifteen years. So it makes perfect sense for all to contribute at the very beginning.



Extra money to save for your child's education

Smokers are lucky! You are the ones who will have lots of extra income to save. The money you spend on cigarettes and tobacco. That is right. You are going to quit the habit and save a fortune along with your life. We all know how lethal tobacco products are now. There is no more denying this fact. They are deadly and they will kill you. It is that simple. It cannot be made any clearer. Sure it's hard. But you can do it. If they had of invented a cigarette that I could have smoked in the shower. I would have bought them. That is how much I loved smoking. But it's only yourself you are fooling if you think it's alright to smoke. You are buying a death wish every day. Plus your clothes stink. Your house and car stinks and everyone in the meeting room you go into looks at you the wrong way. Do everyone and especially yourself a great big favor and QUIT! It's hard. But it's easier than a double by-pass operation or suffering with lung cancer.

Figure out how much you spend on tobacco daily, weekly, monthly and yearly. You will be able to save all that and I already know it's a ton of money on a monthly basis. How simple would it be to quit smoking and funnel that money to your child's or grandchild's education plan or your own retirement plan. Now you do not have to find any money to contribute to either plan. You just found it.

Next stay away from fancy restaurants except for special occasions. The wine and beer bill alone could be an education plan payment. You could buy a nice bottle of wine and eat a gourmet meal at home.

If you are the romantic type feed the kids first, set a nice table, light a couple of candles, turn on the music and indulge.

You can save as much as \$50 monthly by using the "regular" gas at the pumps.



"Turn off the lights when you leave the room!" The kids will leave them on every time. Electricity rates are going up every single year.

Charity

Charity should be taught at an early age as it will instill a sense of value and meaning to their lives. They must be taught that if one works hard and saves hard they will certainly attain wealth and wealth comes in a variety of forms. We all know wealthy people who are never happy and not so wealthy people who are always happy.

Our children must be taught that taking from life is not the be-all and end-all. That by giving back to those less fortunate can be very fulfilling. There is more to charity than giving money. We can give of ourselves and of our time for needy groups and organizations. This builds self- esteem, self- worth and self- respect in our children along with a great sense of accomplishment THAT THEY WILL CARRY WITH THEM FOR THE REST OF THEIR LIVES.

I can remember carrying food baskets to the needy in the 1960's for our local Boy's Club and still remember the looks on those people's faces who received the baskets all these years later. Things like that just stay with you forever. Just as they will with your children.

Chapter 8:

Numbers Game – Rule of 72

“An aim in life is the only future worth finding.”

Life is a numbers game. We know that 20 per cent of the people in any organization do 80 per cent of the work. Take real estate as an example. You will see that 20% of the agents accomplish 80% of the housing sales in any given company. Of any group of 100 students a mere 20 will be financially independent by age 65. Only you can decide which group you will be in. I know however you will be in the 20% that will be successful.

The RULE OF 72. It means when you save money, divide the percentage of interest you receive into 72 and that is the length of time it will take for your money to double. This is an important rule to fully understand.

Here is how it works. Seventy-two divided by 3 per cent interest equals 24 years to double your money. If you invested \$1,000.00 and receive 3 per cent interest on it you would have \$2,000.00 in 24 years. Not very impressive. Understand that as you save your money the money earns interest. As your money earns interest the interest begins to earn interest and the whole amount begins to COMPOUND.



That's when things become interesting. More realistically over time you will garner more than 3% and your financial advisor will be able to explain this process to you.

Here is an idea of what will happen. 72 divided by 6% interest = 12 years to double. 72 divided by 9% interest = 8 years to double 72 divided by 12% interest = 6 years to double.

COMPOUNDING INTEREST is the magic to get excited about. I want you to demonstrate the exercises in compounding interest to your children. Even at a very young age it is simple to understand, and you will be exposing them to something they will carry with themselves forever. It will become like a second language. When children are young, they can pick up language skills very easily. Finance and saving are the same thing. Do not underestimate their ability to grasp the concept of saving at an early age. They will notice the excitement and enthusiasm of your presentation and thoroughly absorb it. That's just how exciting money- making money can be. If your son or daughter save a mere \$10.00 a month and receive only 5 per cent interest here is what will happen.

In 10 years, they will have \$1,560.18. In 20 years, they will have \$4,132.47 In 30 years they will have \$8,373.47 In 40 years they will have \$15,365.70

If you apply compounding interest together with a total commitment to consistently saving. "You're Gonna be Rich and Your Kids are Gonna be Rich"! Now you can see the true value of this book.

If you had borrowed \$1,000.00 and put it into retirement plan the day your child was born this would be the result based on only 5 per cent interest. In 10 years you would earn \$1,628.00. In 20 years you would earn \$2,653.00. In 30 years you would earn \$4,321.00. In 40 years you would earn \$7,039.00. In 50 years you would earn \$11,467.00. In 60 years you would earn \$18,679.00.

This is not bad for a small investment of \$1,000.00 at 5 per cent interest. How would it look at 10 per cent interest and the same \$1,000.00?

In 10 years you would earn \$2,593.00
 In 20 years you would earn \$6,727.00
 In 30 years you would earn \$17,449.00
 In 40 years you would earn \$45,259.00
 In 50 years you would earn \$117,340.00
 In 60 years you would earn \$304,481.00 WOW!

Remember, this is because you invested a mere \$1,000.00 on the day your child was born. Happy birthday and a half!

The possibilities are limitless. Do something today and something good will happen tomorrow. That's the SAVINGS principle and a good habit to develop. Just like brushing your teeth and doing up your seat belt. Get yourself and your children into the SAVINGS habit. The more you do it the easier it becomes. As I have mentioned. Experts have noted that once a person maintains a new discipline for only seven days it will start to be a habit. That's exactly what you want to cultivate. If you set the SAVINGS example the kids will follow your lead. They always do.

Chapter 9: Education

"Short change yourself of education now and you will be short of change for the rest of your life."

None of us wants to burden our children's future with the 30 years of reckless spending by past governments they never knew.

Experts all agree the second largest expenditure after a home is your child's education. As I just pointed out they also agree that everything in life, good and bad, can become a habit after only seven days. The sooner you teach them how to save for school and their future the sooner this habit will form. After that it's clear sailing! As individuals approach retirement they all of a sudden become focused on investments and financial planning. Here is a quick look at four stages of life from no-pain to moderate-pain to excruciating-pain to unbearable-pain! OUCH!

The first stage is that you are 21 years of age. Retirement planning is the furthest thing from your mind. If you saved \$106.00 monthly at this young age, your savings would have grown to one million dollars by age 65! A mere \$3.50 per day. "No-pain" Nine years later, at the ripe old age of 30 the saving rate would be increased to \$263.00 per month or \$8.15 daily. This is "moderate-pain." At 40 years of age you would have to save \$754.00 per month or approximately \$24.25 daily to reach that million. "Excruciating-pain!"

Finally let us examine your 50th year. You will see time is definitely not your friend nor is it on your side. To reach the one million plateau you would have to save \$2,400.00 monthly or \$80 per day!

Heavy! Heavy! Heavy! "Unbearable-pain!"

So, there it is. At 21 years of age there is no magic and no pain saving only \$3.50 daily. At 50 you would have to have some kind of yearly salary to pull this one off with "unbearable-pain!"

Chapter 10: Recap

The illustration below demonstrates the magic of compound interest working in a tax-free investment plan for you. Nancy made contributions from 25 years of age and stopped at 31 making no further contributions. Ed on the other hand started at 31 and continued for 38 years. This is an example of how time and beginning early will work out for you.

	Age started	Invested per year	Annual return *	Total years	Total invested	Value of 401K OR RRSP at 65
Nancy	25	\$2,000	10%	6	\$12,000	\$885,185.00
Ed	31	\$2,000	10%	38	\$76,000	\$490,953.00

*Compounded annually.

At 25 years of age Nancy is presented with the benefits of establishing an RRSP (Canada) 401K (America). She invests \$2,000.00 per year for six years then has her first child at the end of the sixth year and decides to become a full-time mother and makes no further contributions to her RRSP/401K. Her investment continues to grow tax-free at 10 per cent per year. At 65 years of age her RRSP/401K is worth \$885,185.00. Her total investment was \$12,000.00.

At 25 years of age Ed is presented with the same opportunity. Ed puts off establishing an RRSP/401K for six years and then at 31 invests \$2,000.00 per year for the next 38 years. His investment grows at the same tax-free 10 per cent per year. At 65 years of age his 401K/RRSP is worth \$490,953.00. His total investment was \$76,000.00.

The point is very simple. The sooner you start the more you will accumulate through compound returns in a tax-sheltered investment. Nancy had a pool of assets worth \$12,000.00 which compounded for 34 years. Time was her most valuable asset and she used it wisely.

Be consistent: Use the "pay yourself first" principle to reinforce your commitment to regular contributions to your 401K/ RRSP plan. Regular contributions can be relatively painless once you get used to it and over the long term they will build a substantial investment portfolio for you. Had the above example been calculated on a monthly basis Nancy would have had \$1,054,013.00 and Ed would have had \$570,989.00. Nothing makes money faster and more efficiently than money. We have a built-in tax advantage in North America for each American and Canadian to use to create wealth for their retirement as well as plans for your children's education. Time is your most valuable asset. It is cheap to squander and very expensive to buy back.

NOW LET US BRIEFLY RECAP

- From the day you begin working always PAY YOURSELF FIRST 10% of everything you earn.
- March to the Beat of your own Drummer. Don't listen to the "Dream Stealers" the one's that say. "It can't be done" or "Don't worry, you have lots of time to save". Do not fall into their trap. They are jealous of you and wish they were you and they don't have the will power to stay the course like you will.
- Desire, Persistence, Enthusiasm and Attitude. They will carry the day for you. As Winston Churchill said. "Never, Never, Never Give Up" Even when you feel down and beaten up and the world seems to be "Piling On" remember. Failure is NOT fatal. It's the courage to continue that will set you apart from your friends and associates.
- Develop and start contributing to your 401K (America) or RRSP (in Canada) the day you start working. Ask your employer about contributions and how they work at their company.
- Let compound work for you your entire life. It was Benjamin Franklin that said "Money makes money and more money makes more money"
- Take a good look at the Procrastination Chart. DO NOT PROCRASTINATE! Time will work the magic of compound interest for you.
- Control your destiny. You have the power to do this. Don't be afraid to ask questions. When it comes to your financial future there are NO questions not worth asking. Even if you feel people will laugh at you. Ask it anyway. Get your answer and move on.

I often tell the story of "Unknown Horrors" It's a story about a soldier captured behind enemy lines. When he is brought face to face with his enemies General, the General offers him a choice. "You can face the firing squad or you can go through that door marked "Unknown Horrors" He chooses the firing squad and is gone. When one of the Generals men comes over to him and asks "Sir, every time you offer someone the firing squad or the door marked Unknown Horrors they choose the firing squad. What's behind that door that everyone so fears?" and the General replies. "FREEDOM my son. But almost everyone is afraid of the Unknown" So look to the future with great anticipation and do not be afraid of it as you embark on accomplishing all your hopes and dreams. For the future is yours and all the wonders and excitement of life lay right in front of you to cherish and enjoy. Reach down inside yourself and pull out all the greatness inside of you for all the world to see. There will be times of failure in your life. Times when you will make a mistake. You don't need a crying towel. You need a shovel to dig your way out and get back to work.

Don't be one of the people who say later in life "I wish I had of done that when I was young" One of Emerson's greatest quotes was and is so very true when he said. "Oh my, here I am arriving at deaths door only to realize that I have never lived".

While you may not realize it now because you're so young, trust me on this one. LIFE IS SHORT. You may be just finishing College or University now. Look at how fast your first 22 or 23 years went. That's how fast the rest of your life will go. But it's all good. You can enjoy the next 60, 70 and hopefully 80 years and the wealth you are about to create for yourself and your family to enjoy over the coming years.

Always be yourself. Only you can be you. I remember growing up in the 1960's and 70's and back then everyone wanted to be the Beatles or Elvis, Diana Ross and the Supremes or Bruce Springsteen. Then later on Oprah or Michael Jordan who came from absolutely nothing to be possibly the number one faces on earth. The problem was those people were taken and did not want to relinquish themselves. Today who would not want to be Katy Perry, Taylor Swift or Justin Bieber or some other singer or actor of your present generation. Maybe you want to be a famous doctor or engineer or researcher of worldly note. But they are also taken. So be yourself and create your name and reach out and achieve your own identity and goals. Always shoot for the moon. Maybe, just maybe you'll land on a star. Don't be afraid to try and fail. Remember it was Edison's assistant that came running into his lab and shouted. "Sir, this is the ten thousandth time we tried this and it still does not work" and the great inventor replied "Ah, now we know what ten thousand things not to try" This is how the greatest inventor of the 20th century thought and this is how you should think as you move forward in life. For once you learn from failure it will power you to your successes in life. Here is a story about your name that my Father gave me back in the 1950's. Just be yourself and enjoy your time on earth.

YOUR NAME:

It was clean the day you got it, It was all he had to give, And you will keep it with you, For as long as you shall live, So keep it good and keep it clean, No matter where you roam. You'll be glad you kept it clean my son, When you give it to your own...

"The Richest Man in Babylon" is a book by George Samuel Glason who was born in Louisiana, Missouri on November 7, 1874 and died on April 7, 1957 in Napa, California. He published his book in 1926 and this book of parables set in ancient Babylon with fictional characters is an absolute must read. While most people would call the writings common sense. They are tried and true methods of how you should apply yourself to create financial freedom for you and your family in your lifetime. Also, isn't it so very true that one of the hardest things to understand in life is common sense?

Here is a story of how three friends were sitting around discussing how two were so poor and one how one became The Richest Man in Babylon thousands of years ago.

Babylon was originally a small city dating back from a period of the Akkadian Empire in 2300 BC and this is where our story of financial freedom begins. Bansir and Kobbi meet with their friend Arkad and ask him why fate has favored him so much and how is it that he became so rich and they remained so poor. Arkad tells them that he was once a hard working man who wrote facts into law for people and companies. He was approached one day by a very wealthy man named Algamish who required a copy of a law he needed written for him.

Arkad told him he could write this law for him if he told him his secret as to how he became so wealthy. The rich man agreed and the next day Arkad delivered the carving of clay on which the law was written and the rich man began to tell Arkad his secret to wealth creation.

The rich man said. "When I decided a part of all I earn was mine to keep. That is the day I began to build my fortune and now, so will you. Take regularly at least one tenth of your income (and as much as you can when you are young) and in the years to come you will automatically be wealthy." He then told him about the **SEVEN CURES FOR THE LEAN PURSE**

PURSE

- Start Thy Purse to Fattening. Begin by continuing to work hard at your occupation, but for every 10 coins placed in your purse take out only 9 for your everyday needs and your purse will begin to fatten.
- Control Thy Expenditures. How can one man or woman keep one tenth of all they earn when all the coins in the purse cannot cover the expenditures the poor man asks. The rich man replies. "Do not confuse necessary expenditures with your desires. You are burdened with more desires than you can gratify. Budget thy expenses that thou have coins to pay for necessities and desires of which nine tenths of the coins will cover"
- Make Thy Gold Multiply. Once you have started saving one tenth of your coins you must put those coins to work for you earning interest. These coins will compound over time and create your wealth for you.
- Guard Thy Treasure From Loss. Everyone is tempted by opportunities. You will be approached by someone who will tell you that there is a possibility of earning large sums of coins by investing in their most plausible project. Often friends and family will present investment opportunities urging you to follow their idea. Guard thy treasure from loss by investing only where thy principal is safe. Where it may be reclaimed if you so desire and where you will not fail to collect interest. Consult with wise men and women. Secure the advice of those experienced in the profitable handling of coins. Let their wisdom protect thy treasure from unsafe investment.
- Make Thy Dwelling a Profitable Investment. If you rent your dwelling all of your life you will have nothing to show for it in the end when you retire. If you can pay a mortgage on a house then at the end of your working life you'll have a house. Own thy home. This is very important.
- Insure a Future Income. Buy insurance so that thy family will be provided for once you die. No person can afford not to insure a treasure that will constitute a retirement or provide for thy family no matter how prosperous their business and investments may be.

- Increase Thy Ability to Earn. Set concrete goals and work to achieve them. Become wiser and more knowledgeable opening more doors to create wealth for thyself and thy family. You must also have compassion upon those who are injured and smitten by misfortune and aid them within reasonable limits. Do deeds of thoughtfulness and cultivate all the goodness inside you. Study and become wiser, more skillful and develop a deep respect for thyself. Thereby thou shalt acquire confidence and then thou will have achieved the financial security you asked of me at the beginning of which you so desire.

So here it is one last time. Fifty dollars a month from the day your child is born until age 65 based on a compounding interest rate of 10% remembering that some years you may receive 18 or 20 % interest and some years 3 or 5%. But over time you will average 10%. Again, please align yourself with a financial advisor to help you create wealth and fulfil your every dream. Watch at how it jumps from age 50 to 65. The magic of compound interest!

- Year 10. \$10,518.70
- Year 20. \$37,801.50
- Year 30. \$108,566.05
- Year 40. \$292,111.09
- Year 50. \$768,179.63
- Year 65. \$3,229,846.79

This is probably a good time to try and explain the 10% return you have read about throughout the book and of which you have been thinking “There’s no way about investing and receiving a 10% return”. There is a fund called Fidelity out there and the fund manager is the iconic Peter Lynch. At the inception of his fund on December 27, 1989 until 2010 which is 21 years the fund averaged 15.33%. I am not a financial advisor nor am I recommending this or any other fund. I am simply trying to show you what is out there and why you need to align yourself with a good financial advisor. Always look at the positive side and don’t let anyone tell you that it’s not possible. It’s always possible with the right people and the right research.

Another very popular quote from my original book was “If you think getting an education is expensive. Try not getting one” Without a formal education be it in College, University, Trade or Technical School your chances of a bright future are slim at best. While a lot of people can’t accept this. It is a FACT as sure as you are reading this. For those of you who will be soon graduating one of the above mentioned institutions in the coming years, you of all people already now know and have experienced the struggles you have been through paying for your education. You and /or your parents are now strapped with traditional or student loans that must be paid back over the next ten or fifteen years. We touched on this at the beginning that for the first time in history student loans have surpassed one trillion dollars for the first time in history. Make your life and that of your children much easier and less stressful by beginning your financial plan now. Please do not procrastinate. Most days when I speak to people they all say the same thing. “If I only knew then what I know now.” Well. Now you know!

If you needed more facts or encouragement please let me share with you some of the headlines from National North American newspapers over the past 50 years. Your parents and grandparents will easily recognize just what these headlines were all about. Try to remember that it will be you in most cases that will have to help pay for your own child's education once you begin your own family.

With apologies, as not to keep repeating the importance of this but you have the same game changer as we all had in our lives "Compound Interest". For throughout history it has been TIME not TIMING that will secure your financial future and that of your child's education. The amount of money you put away each month is no where near as important as when you begin. It was earlier that I wrote a quote from Benjamin Franklin. "Money makes money and more money makes more money" Simply put. This is the power of compound interest. With today's education plans your child can enter an institution that caters to their specific goals and dreams. It's very important that you let your child choose their career path. All too often parents push their children into a career that THEY want their child in for their own satisfaction and not the one their child wants to be involved and study in. It's all well and good to push your child into an MBA program. But if your child has their heart set on becoming a dancer it won't work out for them or you. (I'll write about the perils of this in my next book coming out at the end of 2022 titled "When the Last Light Goes Out"). Most people will work at their job's for the next 30, 40 and in some cases 50 years. Imagine getting up every day for that amount of time and going to a job you hate?

I do not believe that I have to keep writing to motivate you to secure your child's education and that of your own financial future. You have lived through your own trials and tribulations and have faced all the above mentioned challenges with regards to your own education. The loans, borrowing and the part time jobs along with all the balancing acts you have already performed to be where you are today. Every generation of families must make a difference in the lives of their children. It's the way it is. It's the way it should be.

Here are the newspaper headlines I spoke of over the past 50 years.

- 1960...Start thinking about your retirement plan NOW!
- 1975...Could be a rough retirement road ahead
- 1990...Pension Plan Woes
- 2000...Will we survive retirement?
- 2012...What Retirement?
- 2015...North American baby boomers will work well into their 70's in an effort to retire.

Always remember that building your financial future is not a hundred yard dash. It is a marathon and you have the most important asset on your side. TIME! It is so easy to squander and IMPOSSIBLE to buy back. For once time has passed. It can never be recalled.

By and large, every generation for the past 50 or 60 years has failed to secure their child's education plan as well as their own retirement. WHY? Because "A FAILURE TO PLAN. IS A PLAN TO FAIL"

Always remember...



**"Come to the edge," he said.
they said, "We are afraid,"
"Come to the edge," he said.
They came... he pushed them... and they flew**



Chapter 11: The Trades

Growing up in the 1960's and 70's, most individuals were discouraged about going into to trades. Not because the jobs were no good. They were as they are today. Great! and Rewarding!. But they were full. You could not get in.

Today is much different as the so called "Tradesmen" of yesteryear have or will be soon retiring. Most people back then were brought up to believe that in order to succeed in life. You needed a college or University degree.

Much of this thought process started to change at the turn of the century followed by the great recession of 2008. Nearly half of all graduates are under employed today. On top of this, many end up in minimum wage jobs while carrying a huge and crippling student debt load.

While your parents no doubt love you. Its your life. While College or University was in their plans for you. Yours are the only plans that matter. Just imagine getting up everyday at 5 or 6 am for the next 40 years and going to a job that you dislike. This is a very long time to be miserable.

Perhaps you are fascinated at becoming an electrician or plumber. A heavy equipment operator or paramedic. An IT specialist or long-haul trucker. There are hundreds of trades out there to pursue. Just take a look or maybe it has always been your dream to be different and were to afraid to speak of it. Look in the mirror. That's the only person you have to live with and be happy with for the rest of your life.

Let me tell you about a friend of mine. Mike the Greek. His Father had 3 sons. He wanted one to be a lawyer, one to be a doctor and one to be an engineer. The eldest became a lawyer, the second became a doctor. Then there was Mike. He hated engineering. He loved art. He started to frame needle points and then paintings. His Father disowned him. Never again speaking to him. Long story short. Mike went on to become one of the most renowned framers in the world with two major art galleries in North America. Business people, artists and movie stars all gave their art to Mike to frame. At 37, he became ill and died suddenly of cancer.

His Father never knew of his success. But Mike did not care. He followed his dream since he was 16 years old. He enjoyed every day of his life because he had followed his own dream. And lived that dream every day. He was so happy getting up every day and "Living the Dream". Do not believe all the myths and false information about the trades. These are highly skilled jobs requiring a different University. A hands on one. Skilled people earning a fabulous salary with great company benefits. As an apprentice you get up every day and get paid to learn your trade, as opposed to getting up every day and incurring debt. There is a growing demand for skilled workers who have been properly trained. Your trade can take you around the world if that is what you choose to do. You will never be without a job.

Your country is full of opportunity with booming industries everywhere and an ever-growing sprit of entrepreneurship. Go forth and follow your dreams...YES YOU CAN!

I hope you will follow your dreams and become the best you can be with your time here on earth. Go out and explore all the wonderful opportunities that await you. Open your mind and follow your dreams and your heart. Then rise every morning with a great sense of pride knowing you will accomplish your goals.

This is what would happen if you were to put only \$50.00 a month into your child's account from birth until age 65. If you look at it, it is only 780 months. To keep it simple, we will look at how your portfolio would grow every five years until age 65 with an average growth rate of 10%. Year 1 \$50.00 x 12 months = \$600.00 Value \$623.03

Year 5	Value	\$4,148.80
Year 10	Value	\$11,739.25
Year 15	Value	\$25,031.47
Year 20	Value	\$47,785.20
Year 25	Value	\$86,049.08
Year 30	Value	\$149,642.94
Year 35	Value	\$254,457.67
Year 40	Value	\$426,178.18
Year 45	Value	\$706,282.07
Year 50	Value	\$1,161,709.24
Year 55	Value	\$1,900,428.58
Year 60	Value	\$3,096,531.31
Year 65	Value	\$5,030,638.52

All of it by compound interest and only \$50.00 a month. WOW!!



A Closing Note from Stuart Lyall

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Do not let the dream stealers throw you off course. Believe me they are out there. Most of the time they are someone close to you constantly telling you are wasting your time or worse when they say, "Don't worry you have lots of time to save because you're still so young." Do not buy into their plan for you. March to your own drummer. My kids have their houses. They have travelled and started their families and are saving for their children's education as well as their own retirement. People can choose not to do this. But they can't tell me that it can't be done. It's been proven over time.

Become non-negotiable in your quest for this financial freedom. It's very simple. If you want to have what successful people have then just do what successful people do. Refuse to Lose. Refuse to let yourself become one of the 80 per cent of North Americans at 65 who say "What am I going to do now?" If after reading this book you are saying "I can't do this," YOU'RE RIGHT.

If you are saying "YES I can do this" YOU'RE also RIGHT. The answer lies with you. As I mentioned already. There is no magic here. The magic is in YOU. It is in each single one of YOU. You have the absolute power to channel your mind into this program or out of it. I truly believe however that you will focus on the job at hand. I also believe that what you want to have in life will inevitably come to be. That of which you so desire will come to be for you. You are smart and you are educated. You will persevere and you will WIN!

You have been presented with a road to follow and this road can be simple and painless. It's a road that dates back from ancient Babylon to this very day. The road to your financial freedom and that of your children can be simple and painless. Please align yourself with a quality INVESTMENT ADVISOR. They will drive and guide all the vehicles you will ever need to be in a position of wealth both spiritually and financially in the years to come. They have all the plans that are necessary to your family's financial future.

Again, to all the negative forces around you, simply listen to what they have to say then quietly write them off. Write them back into your picture 20 years from now and show them how your financial portfolio has grown and the comfortable life you live in and are enjoying.

Stick with the winners!!! Financial freedom is in the cards for you and yours. The only price you will have to pay is time. As Napoleon Hill said, "Life from birth until death is literally an unbroken chain of ever-increasing, unavoidable struggles. The education we receive from these struggles shows us the way to the future. We get it a little at a time and we use it wisely."

Go on now and enjoy your life and all that the world has to offer. Follow your heart and your dreams and stop at nothing. Always remain humble when you achieve your success as no one appreciates braggers. Carry your name well with honor and have compassion for others.

Whatever financial road you choose I am confident you will succeed in your efforts if you concentrate on that of which you truly desire. And when you do succeed because I know you surely will. I wish health and happiness to you and your loved ones. Do it for the children! Remember an oak tree grows from a small acorn.

Sincerely, Stuart Lyall.



THANK YOU

Stuart Lyall