

## STEP BY STEP WITH MONEY

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After reviewing and considering week 1, you may now feel confident and believe that you can achieve your financial goals.

This week (week 2), we will cover the importance of saving a portion of your income for your business. It is essential to set up a direct debit to a separate bank account to save a portion of your income. The means that you will always have money for your products and to attend national and international training events.

Like many of you, I am on the **Five-Year Plan** to develop my business. This takes time, five years. This requires me to save money into my business for five years to develop my business.

I am sure that many of you would have heard this and my intention is not to repeat what others have said. Rather, I will share my experience. Let me first start by sharing WHY saving a portion of my income towards my business is important. **My WHY is not what you think, it is not practical**, i.e., it is not to have money to attend events – that is the result.

WHY I save for events is about what I believe. I believe that I need to change the world. This does not mean that I am going to develop the next TradeMe or Alibaba. For me, I need to change the world for the benefit of my family and my neighbors. However, this takes times. Along the way opportunities are arising for me to connect with people who will help me change the world. I need to be prepared to accept these opportunities.

To be prepared takes money. The way society is set up today means that we need money. We need money to travel, to buy products and to attend events. The good news is we have time to save money. As we are taking three to five years to develop our business, we have five years to save money into our business account – not for the sake of attending events but to take advantage of the opportunities to grow our business and achieve our WHY.

For fellow members living outside of the Auckland and wanting to attend Ben Ho's presentations in February 2017, having money saved up into your business account will facilitate your attendance. Many of us are aware that China has more than one billion people and with Ben's knowledge we can tap into that market. If you had money saved into your business account you would have the opportunity to hear Ben speak and develop your business and more importantly, develop your WHY.

In financial terms, it is said that in our industry you only need three people to develop a strong residual income. If you were to have 0.0001% of the Chinese population (say 1 billion people) in your business you will have 1,000 people in your business. That should make a good residual income.

For those that do not have the feeling of regular savings, think of planning a holiday to Europe or Rotorua. If you want to go on holiday you need time to save. However, if you decide to go to a movie or by a coffee you will delay your holiday to Europe or Rotorua by one week, one month or one year.

This is the same with saving a portion of your money into your business account. If you delay, you may delay achieving your WHY by one week, one month or one year.

You delay having the money to meet with people who can help you achieve your WHY. Importantly, by saving a portion of your income for your business (say, five years), you also attract the type of business partner who does the same, which in turn grows your business.

Now saving money each week or month is easier said than done. I have been there. You may think that you are procrastinating. However, in my view there is no such thing as procrastination. What is holding you back is not connecting with your WHY. Again, your WHY is not because you will have money in your business account to attend events (that is not motivating), connecting with WHY you are doing the business will help you establish a regular direct debit into **your business savings account** for five years.