

## The Indisputable Laws of Wealth™ by George Mihos



### Law No. 2 – Add Value First

**The key to wealth is the creation of value.** No sustainable wealth is ever possible without the prior creation of value that causes life to grow.

There are some who through means other than adding value may amass huge fortunes. However as we learnt in law no.1 when such wealth comes without the personal development of the individual, it cannot be sustainable. In most cases it dissipates within a short time or worse still, it comes at a terrible cost to that individual.

To get an understanding of why the key to lasting wealth is only through the creation of value, one must look more closely at the fundamental arrangement of the natural world. We have an infinitely intelligent Creator who set forth a planet called earth and on it, he placed the intelligent human. How intriguing that this Creator would leave both earth as well as humans - unfinished!

He left the farms uncultivated and the cities unbuilt. He left the pictures unpainted, the songs unsung, and the games unplayed. To complete his creation, God set forth the unfinished human whom he endowed with the capacity to do all these things and more, depending upon his own choice. And to every human he gave the power of creation, which he disguised within a passion - a passion to paint the pictures, to sing the songs, to play the games and to build the cities.

Hence when we create something we are passionate about or we assist someone create something that they are passionate about we are in total accord with the nature of Creation. **Wealth is the natural outcome of this creative effort.** The reputed economist Paul Zane Pilzer calls this process economic alchemy, which he defines as the ability to take something that has very little value and convert it into something of greater value.

With this in mind I have a simple question for you. Can you earn twice as much money as you do now in the same amount of time? Three times? Or is it possible that you could earn 1000 times the money that you currently make? The answer is absolutely yes if you do something you are really passionate about and create 1000 times more value to your fellow human beings. The single most powerful way to expand your income is to devise a way to consistently add real value to people's lives. Do this and you will become wealthy.

Why are successful entrepreneurs so well rewarded in our culture? It is because they create more value than virtually anyone around them. There are two primary ways their creation benefits others. First, to the lives of the customers they serve through bringing products and services to the marketplace. Too often companies forget this fundamental law of value and focus on short-term profits to their detriment. While profits are an absolute must for any enterprise, the primary function must be to create products and services that increase the quality of life for all the customers they serve. When they do this profits are assured.

The second creative function that entrepreneurs serve is creating jobs for their fellowmen. It is through jobs they create that others are able to improve the quality of their lives. These employees add still more value to the people they encounter through the products and services they buy and the education they give their children. The wave of entrepreneurial value is almost infinite. When H Ross Perot was asked for the secret of his wealth he said "What I can do for this country is create jobs. I am pretty good at that and Lord knows we need them".

And so, I would like to ask you this question. Why is Bill Gates one of the richest men in the world today? It is because he has transformed the quality of the lives of billions of people like few others have ever done. Bill never set out to be rich. He set out to serve. When he started Microsoft his vision was "A computer on every desk and in every home". Wealth came as a natural by-product. Through Microsoft he has created more millionaires and billionaires than anyone else in the history of planet earth.

Now, you do not have to be an entrepreneur to add more value to others. Remember we earlier spoke about assisting someone to create what they are passionate about? What you must do everyday is become more valuable. You must expand your knowledge, your skills and your ability to give more to others than what anyone can expect from you. **The key question you must ask yourself on the job is not "what am I getting" but "what I am becoming"**.

So go and educate yourself first. You do not need to go to a university to do so. **Remember a formal education will only make you a living. A self-education will make you a fortune!** Take the courses, read the books, listen to the tapes/cd's and model those people who have gone before you and who will make you more valuable to your fellow human being. Then figure out a way to share that value with a huge number of people and you will with certainty attract all the wealth you want.

**Remember the key to becoming wealthy is finding your passion and creating value for others through living it.** Every human being is created by God with a passion to create something great. It is through the manifestation of this passion that Gods creation is completed. This passion is manifest to you through your desire to accomplish something. How strange that the word desire in its Latin root comes from the words Dei and Sire, which together mean the "offspring of the Father".

And here is the exciting part. God does not give you the desire to accomplish anything without first giving you the ability to achieve it. This means that you already have all the resources that you need to achieve your desires. The tragedy of life is that most people fail to pursue their desires and in the process settle for a life far below what God has created them to enjoy.

And so (name) I conclude this week's letter by asking you this question: Are you living your passion? If you answer no then I know one thing for definite: You are living far below what your Creator naturally intended for you.

### **Law Number 2. Add Value First.**

How can you become wealthy starting today?

Ken Hakuta (also known as Dr. Fad creator of the 1980's Wacky Wallwalker craze) had a great response to the complaint that you need tons of money to start a new business.

"Lack of money is no obstacle" he said, "Lack of an idea is an obstacle"

So how can you get started without that first spark of an idea? It's a great question. First of all you need to do the following exercises...

In your journal answer the following questions. "Remember, the quality of your life is determined by the quality of questions you ask yourself"

1. What am I passionate about? List at least 5 things that get your creative juices going.
2. What do I really desire in my life? Start writing and let yourself flow with it.
3. What are some of the gifts I have? Think about all the things in your life that you do well- ability to sing, dance, communicate, read, speak
4. What skills do I have? You will be surprised list all the skills eg gardening, writing, making rag dolls...just get it down on paper. If you have a passion for it you can get very highly paid.
5. What resources do I have available to me... Mentors, libraries, family, friends, and people I love.....
6. Ask yourself who am I becoming where I am currently working. It doesn't matter whether you have a multimillion dollar business or are living on the streets. Ask yourself, how can I become more valuable to the people around me...

**P.S. We pass on our sincere sympathies to the family of the late John Ilhan (famously known as Crazy John)... even though it has been 7 weeks or so since his departure, I have yet to come across anybody who wasn't impacted in some way when they heard of the sad news that he would no longer be with us on this physical plain. Why, did so many react the way they did? ... there is no need to invest much time in coming up with an answer to this one is there? John definitely lived a legacy and inturn was able to leave one... he simply practised our Law No. 2... Add Value First!**