

The Millionaire Mind; Thomas J. Stanley Ph.D.

This book clearly shows that you don't need to be smart to be rich. What I mean by smart is if you have a high IQ or excel at school. Certainly, the millionaires researched in this book were smart to own their own company. For example, out of all the categories of millionaires discussed in this book, such as corporate executives, doctors, attorneys, and self-employed, the most millionaires are business owners. Most millionaires were not intellectually gifted, and their teachers and school administrators considered many dumb. For instance, because they were told they were not college material, they chose to be business owners instead of seeking out advanced degrees. Therefore, they started businesses and became more wealthy and achieved a better lifestyle than if they were a doctor or corporate executive. In fact, some felt they were not employable. This is why they started their own businesses. They would never have to worry about being laid off or fired.

Millionaires take marriage seriously. They choose wisely and stay married to one person for life. Divorce is not an option!

Most were self-made millionaires and didn't have significant help from family or friends. They don't buy houses with mortgages they can barely pay. Additionally, millionaires don't gamble.

"You cannot enjoy life if you are addicted to consumption and the use of credit." Dr. Thomas J. Stanley

Hollywood portrays a false image of the rich. This is a problem because people copy what they see on TV. The rich don't live the way you see on TV. For example, most do not go on exotic vacations or throw lavish parties. The rich would rather keep their money. In reality, they are cheap, preferring to host traditional dinners.

The Rich Shun Debt

The wealthy shun debt, especially consumer debt. They don't buy status symbol things, and if they do, they use investments or the interest to pay for these things.

The Top 5 Qualities For Success

1. Integrity
2. Discipline
3. Social skills
4. Supportive spouse
5. Hard work

As already mentioned, most made their millions on their own and accomplished this by taking advantage of opportunities. Additionally, they were willing to take risks. Generally, their focus was investing in their businesses and themselves by obtaining greater knowledge and competency. Investing in the stock market was common; however, that was not the overall focus. The stock market was generally a small overall percentage of their portfolio.

Natural Intelligence And Good Grades Not A Factor For Success

In the opening paragraph, I mentioned that these millionaires succeeded despite not scoring high grades in school. This point was stressed repeatedly in the book, and I think for good reason. Being a straight-A student is not essential, and it doesn't matter what college you graduated from. This is especially true if you are a business owner. Why would your customers care what college you graduated from or your grades? What they care about are a great product and excellent service.

If you are a doctor, that might be an exception. Most people going in for surgeries want to know their surgeon knows what he is doing and will not make mistakes.

School was influential in their success, but it wasn't the academics that made the difference. The essential school lessons were hard work and social skills. They realized that working hard in life would prepare them for success more than intellect. School taught them to fight for their goals, and this built discipline and grit, which served them much more than excellent grades.

Millionaires See Risk Differently Than Most

These millionaires have courage, and they are not afraid to take risks such as being self-employed or owning a company.

Being a business owner or self-employed is risky; however, the rich don't see it that way. Many businesses fail, and I am sure they are aware of that possibility, but they are not overcome with fear that they might fail. Instead, the real risk is not being a business owner. The benefits outweigh the cost. To them, it is risky working for someone else. For example, you never have to worry about being laid off.

How do you dull your fears and manage risks?

You reduce the competition by making your product or service so great that your customers will come to you instead of your competitors.

Entrepreneurs are not fearless. Conquering fear is possible, and it doesn't come automatically. In reality, you manage fear instead of completely overcoming it. Religion cannot be underestimated as a tremendous source of strength.

Millionaires Choose Their Spouses Wisely

Who you marry directly affects your net worth. Most millionaires are married. Few are divorced, and some are single. Divorce is heart-breaking for those who go through it. The emotional pain is only part of the problem with divorce. The financial cost is often a heavy burden. In fact, one millionaire in the book became bankrupt because of his divorce.

They had a natural ability to choose a partner who they were compatible.

If your wife is not supportive, your chances of becoming a millionaire are tough. In most cases, they started out poor and together succeeded by making sacrifices along the way. Doing this without extra help was only possible by living frugally.

Lifestyle

The average millionaire makes a little over half a million dollars but has a net worth of 9.2 million dollars. Besides their frugality, they are very efficient in how they live and use their time. For instance, they buy quality products such as furniture that will last for life. When the furniture wears out, instead of spending the time, energy and money to buy brand new furniture, they reupholster.

Millionaires are efficient because time is very precious. They can make more money doing their job than DIY (Do It Yourself) projects. This is why they prefer to pay an expert so they can focus on their job.

Bret Bradshaw wrote this book review and is posted at <http://www.bretadambradshaw.com>.