

# Wealth Creation Dynamics

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Learn how to  
**drastically**  
advance  
**your** financial  
future.

by Philip Sigglekow

Author of best seller 101 ways to get rich quicker.



# Welcome

## Module 1 Getting Started

**Welcome** to the first module of the Wealth Creation Dynamics Home Study Course - Getting Started.

This module is number 1 of 24.

Each module is presented in the same layout and contains exercises that you can do in your own time.

The benefits of participating in this Home Study Course are:-

- You progress at your own pace.
- You can study in the privacy of your own home.
- You can ask questions regarding the course at [questions@apin.com.au](mailto:questions@apin.com.au)

We hope you enjoy the Wealth Creation Home Study Course.

Best regards,  
**The team at APIN**

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## Module 1 - How to Get Started

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## Why...

If you don't there will not be enough money to support you, quite simply you are getting older and if you are not accumulating wealth you are getting further behind.



If you saved 15% before tax into a savings plan for 35 years you could afford to retire on only \$21,000 per year for 20 years retirement, which is your retirement. That means most people are saving for a 50% pay cut. Make no mistake about this, 95% of the population cannot afford to retire at age 65.

Did you know now the average wage is approximately \$40,000 per year. When you are retired you will require extra money for health care let alone income to survive.

95% of Australians will end up worse off at the retirement at age 65 than when they were working. The problem is most people leave it too late so your decisions are critical to your success.

You can't rely on the Government, you can't rely on your family, you must rely on yourself to look after you.

In Australia, after the cost of living, how much can be saved to live a comfortable lifestyle? You need to be doing something more effective. There are only four ways to build wealth - 'SAVE' - 'SUPER' - 'SHARES' - 'PROPERTY'.

All behaviour is "belief" driven. The most powerful "beliefs" are those we have about ourselves.

Quite simply, most people believe they will be okay. The shock for most is, they have left it too late. It is vitally important you realize now just how much you need.

## The Rich vs The Poor

The difference between the rich and the poor is the way they think and what they know.

You need to master the art of making money – otherwise you may struggle and be unhappy every day of your life. For this process to begin we need to evaluate exactly where you are today so you can plan forward.

Consider that your pre-conceived ideas about life and building wealth may be wrong. Today is the first day of a new life, with a proper personal strategy we can help you map out a future destination that suits you personally.

The key to your financial success is your ability to implement ideas and strategies that have proven to be successful. This involves us working with you to help you take the first steps towards a brighter future.

Change the way you think, open your mind to new ideas, achieve your desired results and then impart your knowledge and success. By attending our regular monthly meetings you will gain confidence and support with your Area Manager.

For things to change you must change otherwise things may remain the same. It is up to you how quickly you want to move forward. We will be there when you are ready.

You must build a team of people around you who will help you and not hold you back. Seek out qualified experienced professionals, within our network there are people to help you move forward. You will always be around experienced people.

Source out courses you can attend for the additional support and knowledge you require to get what you want. Whether you download some of our ebooks, or attend our one day education programs your knowledge will grow and flourish.

Account for money daily and be aware of your spending habits. We have systems that will help to track where you are going.

Money is a misunderstood commodity; change your view about it. The love of money vs the good that you can do with it. Most people work on what they don't want – we help to get you what you do want.

The poor spend their money first and invest the remaining amount – the rich invest their money first then spend what's left over. By changing our past habits we can show you techniques to relieve the pressure of money.

You must use your money wisely and learn to control it. Do not invest in get rich quick schemes. Learn, research, study and implement is the key forward.

## 21 Ideas to start on

Here is a list of 21 ideas you can start on now

1. STOP what you are doing now.
2. Identify your spending habits.
3. Make drastic changes.
4. Open a separate savings account and save 10%.
5. Write down what you want and be specific.
6. Start slowly while you build up confidence.
7. Get advice from professionals who are successful.
8. Work on your plan daily – keep changing it until it becomes clearer.
9. Select the right investment vehicle.
10. Build wealth slowly to start with – safety vs risk.
11. Is it – negative – neutral – positive?
12. If the numbers don't work - don't rework the numbers.
13. Check your progress every 90 days.
14. Get an accountant to go over the figures and your progress
15. Reduce 'debt' quickly and remember cash is King.
16. Attend regular APIN Investor Club meetings.
17. Pick a strategy that suits you currently.
18. Purchase our discounted member e-books.
19. Ask questions in our Forum.
20. Get a mentor to help you move forward.
21. Do something! Waiting is not the answer.

## Exercise 1

### Question 1

What is your current income? \$.....

What is the equity value of your home? \$.....

What amount would you like to retire on? \$.....

### Question 2

Fill in the Asset Liability Sheet attached  
This sheet will assist us in assessing your current financial situation.

## Exercise 2

Title	Name (A):	Surname:	DOB:	
Gross Income: \$	Other Income: \$	Occupation:	Period:	Smoker Y/N
Title	Name (B):	Surname:	DOB:	
Gross Income: \$	Other Income: \$	Occupation:	Period:	Smoker Y/N
Address:			Period:	
Tel (w):	Tel (h):	Mobile:	Fax:	
Dependent Children:	Number:	Ages:		

ASSETS:					VALUE:
Ownership of Home	Joint	(A)	(B)	Other	\$
Investment Property #1	Location:		Rental \$:		\$
Investment Property #2	Location:		Rental \$:		\$
Vehicle #1	Year:		Model:		\$
Vehicle #2	Year:		Model:		\$
Cash Savings					\$
Furniture					\$
Superannuation	(A) \$		(B) \$		\$
Other Assets	Details				\$
<b>TOTAL ASSETS:</b>					\$



## Exercise 2 'cont'

<b>LIABILITIES:</b>	With	Limit	Rate	Term	Minimum Payment	Actual Payment	<b>BALANCE:</b>
Home Mortgage							\$
Inv. Mortgage							\$
Personal Loan							\$
Hire Purchase							\$
Other Loan							\$
Credit Card #1							\$
Credit Card #2							\$
Store Account #1							\$
Store Account #2							\$
<b>TOTAL LIABILITIES:</b>							\$

<b>ASSET TOTAL MINUS LIABILITY TOTAL:</b>	\$
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<b>NET LIQUID ASSETS FOR INVESTMENT (HOME NOT INCLUDED):</b>	\$
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## Getting Advice

You must get advice from experts, not people who claim to be experts with no assets and expertise.

Who do you ask for advice on how to create personal wealth? Try:

- Family, tips from friends and peer groups.
- Accountant, Lawyer, Financial Planner, Stock Broker.
- Real Estate Agent.
- Financial Media, e.g. television programs.
- Investment books and newsletters.
- Seminars and workshops.
- Professional and expert financial advisors.

## Common Beliefs

Why do 98.7% of Australians aged over 65 retire virtually broke?

- Too much money spent on bad investments and poor spending habits, which create debt and liabilities.
- Too lazy or too busy to learn how to create wealth.
- Never started to invest or started too late.
- Reliance on government pension as a safety net.
- Mistaken belief that superannuation would sustain their lifestyle at retirement.
- False belief that owning your own home is an asset that will provide the income to fund your retirement.
- Your home is an asset which you live in. If you sell it at retirement, you still need to live somewhere.

### Exercise 1

What are your goals – how would you design your wealth destiny lifestyle?

What would you love to do if money was no longer a problem?

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What would be your true purpose and passion for life?

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What work have you always wanted to do?

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What would your wealth lifestyle look like... cars, houses, travel, fun times, family, friends and sport?

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## Exercise 2

How much would you need to fund your lifestyle?

Struggling	\$400 nett per week
Just getting by	\$500 nett per week
Moderately Secure	\$600 nett per week
Independent	\$1000 nett per week
Financially Free	\$2000 nett per week
Wealthy	\$4000 nett per week

So the goal of your financial life is to earn a “passive” income of \_\_\_\_\_ per week... which would give you freedom to do the things you want to do...

Who do you ask for advice on how to create personal wealth?

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## Retirement Strategy

Do you currently have a wealth strategy or retirement plan?

If you stopped work right now and didn't change your current lifestyle in any way, how long could you live off your investments and savings?

- Forever
- For the next 10 years
- For the next 5 years
- For the next 1 year
- Only for 3 months
- Until Friday

Our definition of wealth:

Having enough money to stop work and do the things that you want to do at a level that is right for you.

### Exercise

Tick which strategy is important to you

	YES	NO
Work out an Investment Plan		
Tax Minimisation		
Pay out Home Loan		
Purchase Investment Properties		
Other Strategies:-		

# final reflections

What key points have you learnt from this module?

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What do you think you can do today to get started?

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What strategy do you think will work best for you?

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You are ready for the next module.