

## NOTES FROM: *The 10 Pillars of Wealth*, by Alex Becker

**SUMMARY:** Most people *aren't* wealthy. They may or may not be struggling financially, but the average person will never become rich, and this is because it's literally *impossible* both to remain average *and* make above-average money at the same time. You *must* elevate your financial game if you wish to become wealthy, and that process starts with embracing the mindsets and thinking patterns of the world's wealthiest people.

Now, obviously, there's a huge difference between a person's value to *society* and their value to *humanity itself*. Each and every individual's value to humanity is literally infinite - there are no "extra" people on this planet. But your value to *society* is what directly affects what you get paid, and the amount of wealth you can accrue in your lifetime. *If you want to be rich, you must make yourself exceptionally valuable to society.*

Alex Becker, the multimillionaire CEO of HYROS is uniquely suited to teach you about the mindsets and business tactics of the world's wealthiest people, because, well, *he is one!* He's built several successful businesses and grown them each to multimillion-dollar valuations, and he's done all this without taking on any outside investment or funding.

*The 10 Pillars of Wealth* will help you cut through the noise and filter out the nonsense that stops most people from being successful. It's an excellent mix of powerful mindset shifts and *extremely* practical application that will elevate your business game above all of your competitors.

At the end of the day, entrepreneurship is about being in charge and leading your own life. You're not waiting for someone to "pick you" to be wealthy - you're stacking the probabilities in your *favor* by taking massive action on the key levers that will allow you to make the most progress in the shortest amount of time.

Not being wealthy has nothing to do with your intrinsic human worth, of course, but becoming wealthy is also not just going to "happen" by accident. You have to *make it* happen, you have to *will it* to happen, you have to align all your efforts and your thinking and your resources toward *making it a reality*, and it's books - and teachers - like these who can help you rise above the statistics and become rich.

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### The 10 Pillars of Wealth:

- #1: Reject "Get Rich Slow"
- #2: Separate Time from Money
- #3: You Must Be Better Than Everyone Else
- #4: Every Little Thing is 100% Your Fault
- #5: Adopt an Abundance Mind-Set
- #6: Forget "What If" and Focus on "What Is"
- #7: Map Out the Path to Your Goals
- #8: Focus Solely on What Gets You Paid

#9: People Give Money to People Who Get People

#10: Find Competitive Friends and Suitable Mentors

Richard Branson: "If your dreams don't scare you, they're too small."

"Thoughts and beliefs drive every aspect of our lives."

"Most people sacrifice five days a week so they can enjoy two."

"Three of the most successful people I know personally have been bankrupt and homeless at one point. One is worth close to \$600 million now, and the other two generate millions of dollars a month in personal income. How did it happen for them? Well, at one point, their situations got so bad and they were in so much pain that they *had* to find another option."

"People rarely become successful if they are comfortable in their current situation."

"I could not accept the consequences of not changing my life."

"Beliefs fuel actions, and then those actions lead to evolving beliefs and further actions *fueled* by those beliefs."

"Shift your brain from, 'I could live like this,' to 'Something has to fucking change.'"

"When you drag yourself through five days a week just so you can try to enjoy the other two, you're giving up 71% of your life."

"To me, losing 71% of the best years of my life is a horrifying thing to think about."

"Now the good news with getting rich quickly is that you only have to get it right once. You can fail ten times, get your eleventh attempt right, and then go on to be rich for the rest of your life *if* you are smart about it."

"It might take you ten years, but if you never give up, you will have something to show for it."

"When you start an online business, your short-term chances of failing are greater, but the overall risk is low the entire time."

"If you desire something every day that never ends up happening, how is that a decent quality of life?"

"The lowest-risk bet is to bet on yourself."

"By wanting to become wealthy, you are also saying that you want to accept the challenge to be better at making money than 99 percent of the people on this planet. Just by attempting this, you are going to have to accept the fact that you must not just be good, you must be incredible. If you think differently, then you are done before you even get started."

“I am unembarrassed to admit that yes, I am better than 99 percent of people at making money.”

“If you change your life so that every action you take and every thought you have leads to accomplishing your goals, then nothing can stop you from doing just that.”

“What we want to do is adopt the blind confidence of a moron, while adopting the practicality of a rocket scientist.”

“There’s no room at the top for people who don’t believe in themselves.”

“You need to believe, act, and make decisions based on the idea that you are already great.”

“If I was a super genius millionaire already, how would I solve this problem?”

“You actually have to become the person who is capable of making great money. You can’t stay average and make above-average money.”

“Repeated actions are all it takes to achieve desired goals. The only major hindrance is that actions are controlled by beliefs.”

“The belief that you are great will result in great actions.”

“No matter whose ‘fault’ it is, you are still the one who is going to pay the price. So accept responsibility for every single thing that happens.”

“It’s impossible to think that you could become a billionaire without believing that money is abundant.”

“You must have an extreme mindset to succeed in this world.”

“Money is limitless. The world is never going to run out of it.”

“Focus on fixing the problems that are right in front of you, rather than trying to be prepared for every single negative event without actually taking any action.”

“You won’t be able to fully understand the problem unless you’ve actually experienced it anyway.”

“The single worst thing you can do while trying to reach your goals is to do nothing at all.”

“The sooner you make your mistakes, the faster you’ll hit your success.”

“A mistake is a lesson that will make you money in the future.”

“Sometimes, the only way to conquer one fear is to motivate yourself with a bigger fear.”

“You have to let your bigger fears drive out any smaller ones you might be experiencing now. You don’t want to publish this because you don’t think it’s that great, but do you really want to get to the end of your life and have never published anything?”

“Possible pain versus current comfort won't push you to work hard and succeed. You must find a deeper current agony to make a change.”

“Just focus on your one most immediate problem.”

“In order to make as much money as possible, every moment of our time should be spent focusing on what gets us paid.”

“If you are a runner, and you get paid \$1,000 per mile that you run, but not for anything else, then you should spend every single hour you can running. However you can manage it, you should get other people to cook your food, shop for running shoes, etc. That way, every single hour is spent doing something that makes you money. It's the same for your business. Sure, you have to update your website, and create social media posts or whatever, but that doesn't make you money. Get someone else to do that stuff, so you can focus on doing what gets you paid.”

“Every single day, at least 100 hours of work are put into my dreams. How is this possible? Because I am not the only person working.”

“Learning will not get us paid.”

“You can’t try to make money without understanding people.”

“I know people who walk into massive corporations and leave with a \$100,000 check every single week.”

“Someone else can do just about anything for you. But no one else knows your product like you do, knows your target audience like you do, or cares about your ROI as much as you do. Therefore, no one can sell like you can.”

“If you're a writer, competing against other writers, then your work has to make readers feel more than what other writers are making them feel. Readers need to have a stronger emotional reaction to your work than to others' work, and then you will win. Same with anything you create.”

“Business doesn’t happen until somebody buys something.”

“Would you honestly want to be your customer?”

“All great people and brands stand for something.”

“You must start thinking about people and their feelings as the biggest picture.”

“Almost every moment of my day is spent in contact with people who are hell bent on making money.”

“Someone who is at an extremely advanced level in something you want to improve at probably wouldn't even know how to relate to a beginner. It's much better to get mentoring from someone just a few levels above you, someone who has recently experienced what you need help with now.”

“If you are reading these words in the final chapter of this book, you are a statistical anomaly (and I am grateful for you).”

“Make the decision to be above the statistics.”

“If you decide to follow through no matter what and never give up, becoming rich will not be a matter of if, it will be a matter of when.”

“Every overweight person had a choice. Every person who is not rich had a choice. There was not some statistic Nazi ninja who fell out of the sky and stopped them from succeeding. There was no statistic policeman that pulled them aside and said, ‘Look, only 4 percent of people can lose weight this year. We apologize, but we are going to have to force feed you donuts.’ There is no wealthy Batman who swung around the city and stopped 99 percent of people from becoming rich by sabotaging their business.”

“Every self-made wealthy person *decided* to become rich at some point.”

“It is *very* hard to spend \$5 million every year.”