

W E A L T H D Y N A M I C S

An Entrepreneur Guide
to Finding Your Flow

YOUR LIFE YOUR LEGACY

THE INSIDE STORIES OF 38 WEALTH CREATORS :

Bill Gates Warren Buffet Oprah Winfrey Donald Trump Henry Ford
Richard Branson John Paul Getty John D Ruckerfeller George Soros
Martha Stewart Walt Disney Jack Welch Rupert Murdoch Ray Kroc
Jeff Bezos Michael Dell Michael Eisner David Geffen Meg Whitman
Steve Jobs Arnold Schwarznegger Amithabh Bachan Masayoshi Son
John Templeton Li Ka Shing Henry Kravis Steve Case Lakshmi Mittal
Ingvar Kamrad Peter Lynch Jim Rogers Sam Walton Andrew Carnegie
Thomas Edison Sandy Weill Paul Allen Paul Newman Benjamin Graham

**E-Guide Edition:
Contains EXTRACTS
ONLY**

R O G E R H A M I L T O N

Wealth Dynamics: **YOUR LIFE YOUR LEGACY**
An Entrepreneur Guide to Finding Your Flow

**Pre-launch E-Guide
Sample Edition**

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All profits from this book donated to The Hunger Project: www.thp.org

The pages of this e-guide edition contain extracts from the book "Wealth Dynamics: Your Life, Your Legacy" by Roger Hamilton, which is an entrepreneur guide to finding your flow.

As you read the extracts, please remember, they are a small part of a much bigger picture. In the same way that a walk past a shop window helps you to decide whether to look inside or not, these extracts are only able to provide you with a sample of what is in store for you. From this, you can decide whether to look through the window, or to step inside for a full appreciation.

The Table of Contents of the entire book has been included for your information at the end of this sample edition, and any reference to the "book" is referring to the actual book, rather than this eguide.

We are living in a sea-change. Entrepreneurs around the World are harnessing their power to make a difference. Today, more than in any other time in history, extraordinary individuals are equipping themselves to create more wealth, and contribute more wealth. In 2006, Bill Gates, the richest man in the World, announced he would step aside from his company to dedicate his time to his charity foundation. Warren Buffett, the second richest man in the World, announced he would give 85% of his fortune away.

This book is about them, and it is about you. It explains how, when we find our flow, we find our fortune. It details the stories of 38 legendary entrepreneurs who have created and contributed incredible wealth as a result of finding their flow. It deciphers their success through Wealth Dynamics, a revolutionary map of wealth creation that is being used by tens of thousands of entrepreneurs in Asia Pacific. Read it, and discover your flow.

WEALTH DYNAMICS

Foreword

*“Your work is to discover your work
and then with all your heart to give yourself to it.”*

- Buddha

Imagine a race in which the runner takes off full of energy and enthusiasm. Intent on winning, for the first few moments he enjoys the breeze in his face and the feeling of progress. However, after a while he thinks ahead to the finish line, and wonders how far it is. Then he wonders exactly where it is. He realizes that he has no idea. In his excitement to get going, he never thought to get a map.

No matter how much energy and enthusiasm you may have, without certainty of where you are going and how you will get there, you will soon lose momentum. In such times, many of us seek motivation to keep us going. My approach has not been to seek motivation, but to seek certainty – to seek direction. Once you have clarity about your path, then your momentum along it will reach new levels.

Wealth Dynamics will give you this clarity. It identifies your own natural path to lasting wealth. It explains why it is that when you follow your natural path, you find your flow: you attract the resources you need to achieve your true potential. It explains why your life path leads to your life purpose. It is based on the life experiences, successes and failures of many who have run the race before us. It covers the journeys of those who we admire today for what they have achieved – the lives they have lived and the legacies they have left.

Wealth Dynamics is not just *one* path to wealth creation, but *every* path – of which *your* path is one. This book is about *your* life. It is about *your* legacy.


HAMILTON

Chairman, XL Results Foundation

WHAT IS WEALTH?

*“I have enough money to last me the rest of my life,
unless I buy something.”*

- Jackie Mason

THE WEALTH PARADOX

First things first: what do we mean by wealth? Being wealthy is not the same as being rich. If we were to take a room full of randomly selected people, and give each a million dollars, that does not make them wealthy. Within six months, many will have lost a chunk of that money. Within two years, many will have lost most of the money – and only a few will have ended up with more.

Why is it that so many people who inherit a fortune or win the lottery end up losing all that money and find themselves back where they started or even further behind?

Evelyn Adams won the New Jersey lottery not once but twice, in 1985 and 1986. All \$5.4 million of winnings has now gone – mostly into Atlantic City slot machines. Adams lives in a trailer saying, “I wish I had the chance to do it all over again. I’d be much smarter about it now.” William “Bud” Post won \$16.2m in the Pennsylvania lottery. He invested in a car and restaurant business; within a year he was \$1m in debt and he went on to declare bankruptcy. To make matters worse, his brother was arrested for hiring a hit man to assassinate him so he could claim the winnings for himself. “Bud” now lives on Social Security saying, “I wish it had never happened. It was a total nightmare.”

While many of us deny that we would be quite so careless, why is it that so many of us continue to work so hard, earn so much and still have so little to show for it?

There is a peculiar paradox that many of us run into as we make money: being ‘rich’ without having built wealth is a terribly temporary condition.

We call this the wealth paradox: the more money you have, the more opportunities you have to lose it.

The Wealth Paradox:

***“The more money you have,
the more opportunities you have
to lose it.”***

Losing money is not a problem when you don't have any to lose, but as you find yourself with excess income, many new opportunities open up. It is tempting to spend it or invest it in areas where you have little experience and little idea of the pitfalls ahead: your confidence exceeds your competence and the money disappears.

So why are we so busy trying to make money when, after we finally get it, we're likely to lose it anyway?

Even *more* frustrating, why is it that when we look at people who we consider wealthy, no matter how much their money or business gets taken away from them, it comes right back again?

The story of Donald Trump is legend. Having built a property empire in the 1980's (largely on deals leveraged with a high level of debt), when the market turned in 1990, Trump was no longer able to make interest payments, leaving him with \$3.5 billion in business debt and a further \$900 million in personal debt. This means that you and I were around \$900 million wealthier than Donald Trump in 1990. However, in the following decade Trump reversed the situation and by 2005 he had a net worth of \$2.7 billion listed on the Forbes 400 list of the richest Americans.

Most of the Wealth Creators in the following pages have faced challenges where they have lost a substantial amount of money, business or both – but they bounce back, again and again. The Wealth Paradox separates the temporary nature of money from the permanent nature of wealth. Whatever money you have, it will eventually fall – or rise – back to your level of wealth. This leads us to the definition of wealth.

THE DEFINITION OF WEALTH

The stories in this book are not about making money, but about creating wealth. Having a clear definition of wealth is not just useful but necessary if that is our focus. As a result of the Wealth Paradox, we cannot simply equate wealth to money. So if wealth is not how much money you have, what is it?

Definition of Wealth:

***“Wealth is not how much money you have.
Wealth is what you're left with when you lose
all your money.”***

True wealth lies in your power to give and receive at your full potential. Those who grow their wealth are continuously increasing their flow, attracting more and

contributing more. Only when you live at your potential can you give at your potential. Growing wealth leads to a greater income – and a greater outcome.

To use a metaphor, wealth is like a garden. The most inspiring, lovingly nurtured garden gives the most pleasure and attracts the most butterflies. Wealth Creators don't build nets to catch butterflies. They grow an inspiring garden.

THE NET & THE GARDEN

Wealth is permanent, like the garden, while money is temporary, like the butterflies. Using the analogy of money being as tricky and transient as butterflies is quite useful. It allows us to draw a clear distinction between the strategies of those who are busy trying to make money compared to those who are building wealth.

The NET

You want to catch butterflies, so you decide to build a net. Surely, with a net you can catch them more easily! You read books on the subject and you practice skills in butterfly catching. You find that you are making improvements. Your net gets bigger and smarter and gradually you do catch more butterflies, but there is something wrong.

You find that after many years of this strategy you still need to wake up every day and go out to catch more butterflies. You need to hold on to the butterflies you have caught or they will fly away just as quickly. The more butterflies you have, the more difficult they are to hold on to. You are constantly in fear that the butterflies will disappear or that someone with a bigger net will beat you at your own game.

When the butterflies do disappear, you're left with nothing.

I know of many people who have become experts at sales, marketing, management and customer service yet still struggle to make money. We all know of people who have learnt the strategies of successful stock market traders, property investors and serial entrepreneurs yet are still left funding their losses. They carefully follow the strategies they learn and then remain baffled as to why they do not attract the same opportunities, resources and sheer luck as their role models. These are people who are trying to make money without first building wealth.

They are trying to chase butterflies with a net.

The GARDEN

On the other hand, Wealth Creators don't worry about building a net. Instead, they grow a garden. By focusing on creating an inspiring garden, they are growing something permanent around themselves. As the garden grows, the butterflies come. As time goes by, you find that the effort required to manage the garden falls as the number of butterflies rises. In fact, the butterflies, birds and bees end up pollinating your garden for you. You don't fear butterflies leaving, as there are always more coming.

If anyone takes your butterflies away, there will be more the next day.

Every successful Wealth Creator is focused entirely on building their wealth foundation rather than their moneymaking activities. They build a reputation, a powerful network, a knowledge base, a resource base and a track record. This is their garden, and it is built not around their expertise, but around their passion, their path and their purpose. Every day, they wake up to their garden, not to an empty net.

In a recent speech to a group of students, Warren Buffett said:

“I may have more money than you, but money doesn't make the difference. If there is any difference between you and me, it may simply be that I get up and have a chance to do what I love to do, every day. If you learn anything from me, this is the best advice I can give you.”

ATTRACTING MORE BY MOVING LESS

Warren Buffett attracts billion dollar butterflies because he is specific about what his investment company, Berkshire Hathaway, wants to invest in. He repeatedly says he is looking for businesses with consistent earning power, good return on equity, little debt and good management, that are between \$5 billion and \$20 billion in size. He promises complete confidentiality and quick response. He doesn't have to go chasing the businesses; they come to him. Consequently, he has described his acquisition strategy like this: “It's very scientific. Charlie (Vice-Chairman of Berkshire Hathaway) and I just sit around and wait for the phone to ring. Sometimes it's a wrong number.”

Each Wealth Creator has stopped chasing opportunities and chosen to build a wealth foundation around their specific passions and talents. As the American industrialist, Andrew Carnegie said: “The men who have succeeded are the men who have chosen one line and stuck to it.”

As we'll see, this doesn't mean sticking to a particular profession, industry or even country. It does mean sticking to your wealth profile. It is why Warren

Buffett attracts the deals that suit Berkshire Hathaway; Richard Branson attracts the businesses that suit Virgin, and Jack Welch - as CEO of General Electric and one of America's best known leaders - attracts the right people to join his leadership team.

Each different wealth profile has different values that result in different attractions – they are tending to different gardens. Welch used a similar metaphor when talking about his role at GE: “My main job was developing talent. I was a gardener providing water and other nourishment to our top 750 people. Of course, I had to pull out some weeds, too.”

THE RIVER OF WEALTH

“Be still like a mountain and flow like a great river.”

- Lao Tse

Does the garden metaphor resonate with you? Are you busy chasing butterflies with a net or are you growing a garden?

The garden is the first step. Here is the second. We're now going to look at wealth not as a garden, but as a river.

We can all relate to the idea of growing a garden. But running our own river? Every great Wealth Creator has created their own river. When we grow our river, we grow our flow. As we grow our flow, we grow our attraction. At first glance, the two metaphors are similar: as with the butterflies, the water in the river is temporary; as with the garden, the river is permanent.

There are, however, four important additions:

1. Water

Water, like money, flows. Money is already flowing around this planet at an unprecedented rate. Great Wealth Creators have achieved their wealth not by 'making money' but by 'creating flow'. They have learnt how to redirect some of this money flow through themselves and their enterprises. Wealth then, is largely about good plumbing. There are rules to this plumbing, and the structure of Wealth Dynamics is based on these rules.

2. Flow

Flow is about more than cash flow. It is about life flow. Each of us creates our greatest wealth when we are in our own personal flow. Those of us who build a river around this flow attract all the resources, people and opportunities in the same way that a leaf thrown in a river will naturally be attracted to the central

current. When we are creating the *right* river, it *feels* right for us. When you find your flow, you begin to love life and live life fully.

3. Path

There are different paths to running a river, and we each have a natural path of least resistance. Wealth Dynamics classifies these paths into eight profiles. Each is a different game with different players and different rules. Until you follow your natural path, life feels like a struggle and you will find little attraction. Many of us are operating at a fraction of our true potential. Focus on your natural path and life soon changes from hard-to-get to easy-to-give.

4. Purpose

In a river, flow assumes exit as well as entry. Giving more opens the way to receiving more. With flow, a bigger income goes hand-in-hand with a bigger outcome. In the limited time we have on this planet, we choose our power to create and our power to contribute. When you live in your flow you maximize this power. You attract the resources to leave a lasting legacy. Your path leads to your purpose.

Your Path to Wealth

*“I was born not knowing
and have had only a little time to change that here and there.”*

- Richard Feynman

HE SAID, SHE SAID

When we look at the Wealth Creators carving the biggest rivers it doesn't take us long to notice that they appear to be taking entirely different approaches. Bill Gates, founder of Microsoft, is the wealthiest man in the world with a staff of close to sixty thousand. Warren Buffett, Chairman of Berkshire Hathaway, is the second wealthiest man with a team of fourteen. Richard Branson, founder of the Virgin Group, has become one of the UK's best known entrepreneurs with over two hundred companies (and two books). J.K. Rowling, author of the Harry Potter series, has made a fortune in the last eight years with six books (and one company)...

Their advice differs as much as their paths. Meg Whitman, CEO of eBay and one of the wealthiest women in America, advocates always adapting to the customer's needs while Henry Ford, who took his Model T car to a phenomenal 48% market share famously said, "The customer can have (a car of) any color he

wants, so long as it's black". Warren Buffett insists on a detailed understanding of any company he invests in, saying "Risk comes from not knowing what you are doing," whereas Ray Kroc, who built McDonald's so successfully, said "If you're not a risk taker, you should get the hell out of business."

Who do we listen to and whose principles should we follow? Should we be accessible at all times like Donald Trump or should we play hard to get like Tiger Woods? Should we venture into new countries like Branson or simply trade their currencies like George Soros (and save the airfare)?

Making sense of the many approaches to wealth creation can be compared to making sense of the different games on ESPN. Each has different rules, different teams, and different strategies. Only by understanding the games can we listen to the soccer player say "Kick the ball, don't pick it up," and the basketball player say "Pick up the ball, don't kick it," and realize that they aren't contradicting each other; they're just playing different games.

Success comes from knowing which game to play, and then playing that game – and only that game. Each of us has a game that is most suited to our own natural habits and talents. So how do we find out which game to play?

WEALTH DYNAMICS

Wealth Dynamics takes the entire world of confusing, contradictory and convoluted information on wealth creation and puts it into a coherent and comprehensive system. It gives each of us clarity on our personal path of least resistance to wealth creation: what our strategy should be, who we need in our team, how we should apply ourselves, when we should take action and – more importantly - when we should not.

MODERN MODEL, AGELESS PRINCIPLES

The ancient, eastern roots of Wealth Dynamics and how relevant they are to you in today's world are explored.

Wealth Dynamics will provide you with:

1. Clarity on the eight paths of least resistance to success
2. Identifiable role models and biographies within each path
3. A six-step process for building the right team and focusing on the right activity

4. Links to the growth stages in business, and the essential hierarchy of our life values from passion to purpose.
5. Links to country, industry and lifestyle trends, giving clarity on when losing formulas become winning formulas (and vice versa!)

Where will this new knowledge lead you?

- ✓ *You find that wealth is far more about focus than talent, and that much of your time is focused on the wrong thing. When you quit these areas, you begin to experience entirely different levels of action, traction and attraction.*
- ✓ *You find that there are rules to wealth and that until you begin to follow the rules, you'll never win the game. When you learn the rules, you realize you have the power to master them.*
- ✓ *You realize the game that you need to play is already built around your strengths and passions – things you are likely to have been taking for granted while you work for a living*
- ✓ *You begin to experience 'flow', which occurs when you follow your natural path. You begin to attract the right opportunities, people, talent and resources.*
- ✓ *You begin to master the art of anticipation, which can only come as a result of following your natural game. You discover that synchronicity, coincidences and sheer luck are experiences that should not be left to chance.*
- ✓ *You find that as you increase your power to receive, you increase your power to give. You realize that your power to contribute becomes more than a choice – it becomes a responsibility. Momentum brings meaning, and your life path leads to your life purpose.*

This book, then, is more than a collection of stories or an explanation of some new wealth creation theory.

It is a journey into the universal flow of wealth that we are all a part of, and leads towards fresh insight into the true meaning of 'entrepreneurial spirit'.

THE WEALTH EQUATION

*“Try not to become a man of success,
but rather try to become a man of value.”*
- Albert Einstein

RULES OF THE RIVER

If every great Wealth Creator has carved a river, how did they all get started? What are the rules they follow? Wealth creation is based on an equation of value and leverage. One determines the gradient of the river and increases the speed of flow; the other determines the width of the river and increases the volume of flow. Both value and leverage have opposite polarities. Understanding the equation, and focusing on your polarity, is an essential step to running your river.

Every successful Wealth Creator has kept focus on playing their game: focusing on creating value, and then leveraging. This is what creates the money flow. This is the Wealth Equation.

THE WEALTH EQUATION

Wealth creation is not about making money. It is about creating flow. The Wealth Equation explains the plumbing:

$$\text{WEALTH} = \text{VALUE} \times \text{LEVERAGE}$$

Money flow follows the same principles as water flow in a river. The two variables of the river that will determine the water flow at any particular section are the height and the width (or more accurately the area of its cross section - width x depth). Similarly, the two comparable variables that make up wealth and that will determine your money flow are value and leverage. Here's why:

VALUE

Water will always flow from high ground to low ground and always in that direction. The height differential will determine the speed of water flow at any one time. If you double the height of the river, you double the speed of water flow.

Similarly, money will always flow where there is a value differential, and always from high value to low value.

LEVERAGE

Value on its own does not make the river. A river also needs width. In the 1980's, Bill Gates did not have the most valuable software, but he was better at leveraging it. While Steve Jobs at Apple was coming up with innovation after innovation in his software (Apple introduced the mouse and graphic user interface before Microsoft switched from MS-DOS to windows), Gates was encouraging the growth of the entire PC market to distribute his software.

Where value gives the river a gradient, leverage gives the river width. Where value determines the speed of money flow, leverage determines the volume of flow at that speed. In the 1980's while Jobs was trying to create an Angel Falls, Gates had carved a Mississippi.

THE POLARITIES OF VALUE

While value creation is a prerequisite to money flow, there are two opposite polarities to value creation: innovation and timing. These are related to the two opposite thinking dynamics: intuitive thinking and sensory thinking. Every successful Wealth Creator taps into their natural dynamic. If you do not follow your natural dynamic, wealth creation will feel like hard work. (And if it feels like hard work, you are already doing the wrong thing.)

INNOVATION

All value is created from the way we think. Some of us are born with 'high-frequency' thinking, which is called 'intuitive' thinking. Intuitive thinkers love coming up with new ideas and putting them into action. Bill Gates, Michael Dell and Walt Disney have all mentioned their natural creativity when they were younger.

We all have some element of intuitive thinking, but some of us have it more than others. Those who are constantly tapping into this 'high-frequency' thinking are often described as having their 'head in the clouds'. They can see the big picture, but often miss the detail. They are not as focused on what is there, but on what could be. They create value through one of the two opposites of value creation: innovation.

Intuitive thinking creates value through innovation

Innovation means creating something new of value – something bigger, faster, cheaper, smaller, smarter, better. Wealth Creators such as Steve Jobs, Jeff Bezos, Richard Branson and Oprah Winfrey create their value through innovation. Their innovation has been focused on creating new products, new systems, new businesses or a unique brand. In every case, for each of the

Wealth Creators above, the time invested in this one activity has been their number one priority from the beginning; in every case, each one of these individuals has delegated other aspects of their business so that they can focus as much time as possible on their natural way of creating value, and leveraging it.

TIMING

On the other hand, while Bill Gates has amassed a \$51 billion fortune innovating at the cutting edge, Warren Buffett has grown a \$40 billion fortune without creating anything high tech at all.

The opposite of 'high-frequency, intuitive thinking' is 'low-frequency, sensory thinking'. While intuitive thinkers create value by having their head in the clouds, sensory thinkers create value by having their ear to the ground. Sensory thinkers do not need to create anything new because they have an innate sense of timing. Why create anything if you know when to buy low and sell high? Warren Buffett, George Soros and Rupert Murdoch are all individuals who are known for seeking out patterns and opportunities that others miss.

Some of us have a more natural tendency towards sensory thinking than intuitive thinking. Sensory thinkers are alert to their surroundings and pick up signals that intuitive thinkers miss. Whereas intuitive thinkers always feel the need to push forward, sensory thinkers know that sometimes the best thing to do is to do nothing. They create value through the other opposite of value creation: timing.

Sensory thinking creates value through timing

Timing means creating value by acting at the right time. Wealth Creators such as Benjamin Graham, Peter Lynch and Donald Trump have created value through their investments, trading and deal making rather than by creating anything new.

Some people believe that creativity and timing can be taught. There is no doubt that you can work at improving both, but if it is not your natural frequency to begin with, in the heat of the moment you will fall back on your old habits. I have met many people who have used their natural creativity and optimism to build successful businesses only to then trade these earnings – unsuccessfully – on the stock market. That same creativity and optimism had led to awful timing, and they lost much (if not all) of the money they had reinvested.

Some even acquired sophisticated systems to support their trades. Ultimately, successful trading does not come from a system, but from good timing, which is not so easily bought. When asked about his trading style, George Soros, the world's most consistently successful trader with a net worth of over \$7b said, "My peculiarity is that I don't have a particular style of investing or, more exactly, that I try to change my style to fit the conditions. I think my analytical abilities are rather

deficient. I am not a professional security analyst. I would rather call myself an insecurity analyst.”

As we will see, some of the Wealth Creators above - such as George Soros and Warren Buffett – are so clear on their own focus that they have stuck to their focus even in the face of public criticism. Others – such as Steve Jobs and Martha Stewart – have deviated from their core focus and paid the price (until they got back on track).

THE OPPOSITES OF LEVERAGE

Leverage has the power to massively accelerate the money you make *and* the money you lose. Leverage itself simply ensures a multiple output for every input – positive *or* negative.

If you have hired a team and then failed to find the value in their time, you will have ended up worse off than when you started. If you have raised money through financing and then failed to extract the value in that money then you will have ended up in trouble. *There is only one thing that you can leverage to create wealth, and that is value.*

Ensuring you find value *before* you leverage and then being careful to leverage *that value* is essential. How successful Wealth Creators do this is explained in the chapters in the book.

In the same way that there are two opposites of value there are also two opposites of leverage: multiply and magnify, which are related to the two opposite action dynamics: introvert and extrovert.

Here's how they work:

MULTIPLY

People who have a more introvert action dynamic naturally internalize and analyze their course of action, in comparison to people who have a more extrovert action dynamic and work through consultation with others. Introverts are process-oriented and leverage by multiplying.

Introverts leverage by multiplying

The way to multiply is to ask the question, “How can this happen without me?” Multiplying is about making things as simple as possible and then making lots of them. Wealth Creators such as Henry Ford, Warren Buffett, John D Rockefeller and Ray Kroc have leveraged through multiplying, whether through their systems, their investments or their franchises.

Introverts will always keep things simple while extroverts tend to make things appear more complicated. In his 1989 letter to shareholders, Warren Buffet said: “After 25 years of buying and supervising a great variety of businesses, Charlie and I have not learned how to solve difficult business problems. What we have learned is how to avoid them.”

MAGNIFY

People who have a more extrovert action dynamic on the other hand are more likely to be found socializing than studying a spreadsheet. In fact, many extroverts have gotten themselves in trouble when, having created a successful business out front, they have tried to get in the back office to systematize it. Extroverts are not process-oriented. They are people-oriented, and they leverage in a manner that is the complete opposite of multiplying. They leverage by magnifying.

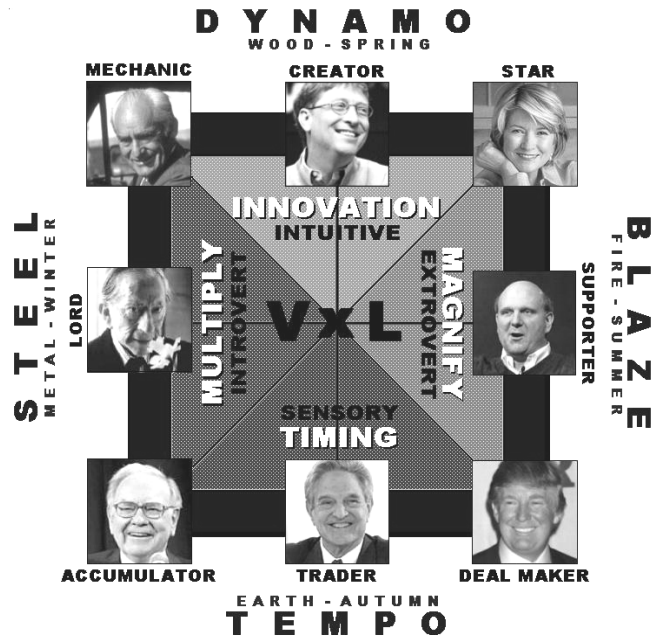
Extroverts leverage by magnifying

Rather than asking “How can this happen *without* me?” the way to magnify is to ask the question “How can this *only* happen *with* me?” Magnifying is about making things as complex or unique as possible so that you become indispensable. Wealth Creators such as Martha Stewart, Oprah Winfrey, Jack Welch and Donald Trump leverage by magnifying, whether through their unique brand, leadership or deal making niche.

Introverts multiply: leveraging effectively where they are most comfortable – in the background. Extroverts magnify: leveraging effectively where they are most comfortable – out in front.

THE WEALTH PROFILE SQUARE

The wealth profile square gives us the relationship between the eight wealth profiles. If you are highest in intuitive thinking, you will float up to one of the high-frequency profiles: Mechanic, Creator or Star. If you are strongest in sensory thinking, you will gravitate to one of the low-frequency profiles: Accumulator, Trader or Dealmaker.



Introverts gravitate to the left: Mechanic, Lord or Accumulator, and extroverts gravitate to the right: Star, Supporter or Dealmaker. Each Wealth Creator has an absolute focus on creating wealth in the way that suits their natural strengths. Can we play more than one game? Of course, but it is only by keeping to one game that we begin to excel. The longer we play, the more distinctions we see, the greater our flow and the more we attract.

THE FIVE FREQUENCIES

Our primary profile is the game we play, when we are in our flow. Each of us has a primary profile based on our balance of frequencies. We were all born with a different mix of the five 'frequencies' that were first identified in the I Ching and have since formed the basis of Chinese disciplines such as the Tao, martial arts and Feng Shui.

The more time we invest in harmony with our strongest frequency, the sooner we get into our flow. Here are the four base frequencies:

	Frequency	Season	Element	Flow
1	Dynamo	Spring	Wood	Innovating
2	Blaze	Summer	Fire	Energizing
3	Tempo	Autumn	Earth	Connecting
4	Steel	Winter	Metal	Analyzing

The five frequencies form a cycle that begins and ends at water. Every project, business, industry, country goes through these frequencies as they cycle from creation to completion to creation again. You are currently going through this natural cycle with each relationship you have and each journey you embark on.

Our effectiveness changes as we resonate with our environment, and also as we resonate with our time. Even in the right environment, as time changes we can lose our flow – our winning formula can become a losing formula. Great entrepreneurs recognize this, and so will move industries and even countries to stay in the flow.

IT'S ABOUT TIME

How do we know when we are in the flow? On the one hand, flow is our path of least resistance. At a deeper level, flow is a well-known state that people who become totally immersed in an activity they have mastered, whether a sport or their passion, can find themselves in. When we are in our life flow, we can access this flow state more easily. When we are in it, we change the way we experience time.

The conscious brain experiences time, while the unconscious brain appears to take little notice of it. Jung observed that dreams occur outside of time, with no past, present or future. When we operate in our unconscious, time appears to disappear.

When we are in our flow, we experience time quite differently. On the one hand, time seems to fly, as we operate largely from our unconscious. Yet we can also slow time down almost at will, as our conscious mind is freed up to live entirely in the moment. When we are in our flow, quite amazingly, it feels like we can control time.

When you are outside of your flow, time passes slowly and it is all-too-easy to miss your critical moments. When you are in the flow, time passes quickly, yet appears to stand still. You have the space to notice the critical moments and to slow down time when they occur.

***"You have the sight now Neo.
You are looking at the world without time."
- The Oracle, in the film "The Matrix"***

THIS IS OUR TIME

We live in a magical world of flow. Your own flow is your own personal path to connect to this magic. Following your flow connects you to the life you are meant to live. Flow comes from resonating within your own frequency and from being in a state of fortune. You are in a state of fortune when you are feeling 'fortunate'.

You are already fortunate, but you may not be living in that state. To notice your good fortune is to notice your good luck. This occurs when you say "thank you" for what you already have. For example, if you can afford to buy this book, you are already far ahead of the billion people on this planet who live on less than a dollar a day.

That's already lucky.

The state of good fortune is the expression of gratitude, and to live in good fortune is to live in gratitude. Living in gratitude is more than just saying "thank you". It is living in awareness of your good fortune every day. As John F Kennedy said, "As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them." This is the core reason for your existence.

You are here to live an extraordinary life: to maximize your power to create and your power to contribute. You are here to find your flow, to follow your fortune, to leave your legacy. Like the magicians that have come before you, you are here to make magic.

"This is our moment. This is our time."

- Bono

We hope you enjoyed this sample. For more information on each of the eight games of wealth, the six steps to succeeding in each game, 38 stories of top entrepreneurs organized according to their wealth profile... and more about flow, attraction and leaving a legacy... refer to the book

"Wealth Dynamics: YOUR LIFE, YOUR LEGACY" by Roger Hamilton. You'll find it in the XL Store at www.resultsfoundation.com .

All profits donated to The Hunger Project.

Wealth Dynamics: YOUR LIFE, YOUR LEGACY
By Roger Hamilton

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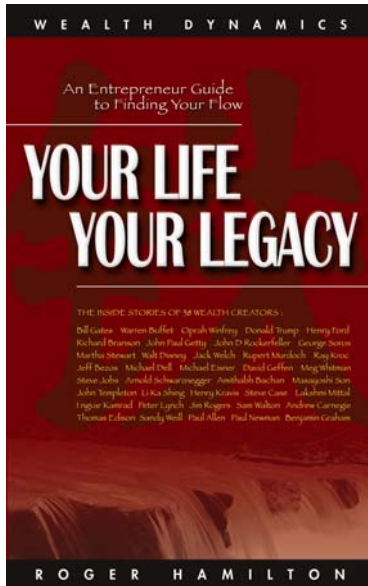
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Wealth Dynamics: YOUR LIFE, YOUR LEGACY

By Roger Hamilton



Testimonials...

"I want you to read this book to maximize your earnings and contributions. You will love it! It will inspire you to end your poverty and the world's. Share it with three like minded people that are awake, concerned and want to make the world work better now. Money is the energy to make dreams come true. Roger has brilliantly made wealth creation energy accessible to you now. Read, Absorb, and Use his wisdom."

Mark Victor Hansen

Entrepreneur, Philanthropist, Author of "One Minute Millionaire", "The Power of Focus", "The Aladdin Factor", "Dare to Win", and known as the "Chicken Soup for the Soul" guy.

"Roger Hamilton's newest book *Wealth Dynamics - Your Life - Your Legacy* is phenomenal! He has captured the very essence of wealth building and has taken the underlying human dynamics relating to money to a broader and more inspiring new level. It is an absolutely must read for those seriously dedicated to attracting and managing more money and fulfillment."

Dr. John F. Demartini, Best-selling author of *How to Make One Hell of a Profit and Still Get to Heaven*

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"Like slavery and apartheid, poverty is not natural. It is man-made and can be overcome and eradicated by the actions of human beings. Overcoming poverty is not a gesture of charity. It is an act of justice." **Nelson Mandela**

About Roger

Roger is a social entrepreneur and Chairman of XL Group (www.resultsfoundation.com). Roger and the XL Group are driven by the concept of World Wide Wealth: Empowering social enterprise and global change by increasing our collective ability to create and contribute wealth (www.worldwidewealth.org).

Born in Hong Kong and educated at Trinity College, Cambridge University, he became an entrepreneur soon after getting his degree, experiencing many failures before achieving success. He now owns and runs businesses in publishing, property, financing, franchising, event management, resort management, training, coaching, technology, membership, retail and education.

Roger is the creator of the Wealth Dynamics profiling system (www.wealthdynamics.org) and presenter of the Wealth Dynamics Weekend. For the last five years he has traveled throughout Asia Pacific, conducting workshops and private coaching sessions for successful entrepreneurs across Asia. Roger's previous book, "Wink and Grow Rich", (now "Wink: The Parable of a Journey to Wealth Beyond Words") was an international bestseller throughout Asia Pacific.

Roger lives in Bali with his wife, Renate, and three children, Kathleen, Theresa and Luke.

