



How to Make a Million Dollars

Have You Made One Million Dollars Yet?

Most people don't think about this, but the average person will earn over a million dollars over their lifetime. If you get that annual update from the Social Security administration, take a look at see how much money you have made over your working life. You might be surprised to see how much money has gone through your hands; in fact, you might be really surprised to see that you have made over \$1,000,000.

Here is a chart that will help you see roughly how long it takes to earn \$1,000,000 just based on what you earn:

Target	Hourly Rate	Annual Salary	Years to Make \$1MIL
\$ 1,000,000.00	\$ 10.00	\$ 20,800.00	48
\$ 1,000,000.00	\$ 20.00	\$ 41,600.00	24
\$ 1,000,000.00	\$ 25.00	\$ 52,000.00	19
\$ 1,000,000.00	\$ 40.00	\$ 83,200.00	12
\$ 1,000,000.00	\$ 50.00	\$ 104,000.00	10
\$ 1,000,000.00	Median Income	\$ 32,140.00	31



Could You Make One Million Dollars in a Year?

The short answer is, absolutely – 100%. The better questions are:

- a. What would you need to do to make a million dollars in a year?
- b. Would you know what to do with \$1,000,000? (the answer is most likely “no”)
- c. How would you get started?

Read below for the answer to those questions.

What Do You Need to Do To Make \$1,000,000 in a Year?

The first question comes down to simple math. If you are currently a business owner, you have a head start because you have a means by which to produce income. If you don't have a business, the good news is that you can start one and do so without making many of the mistakes that many others do because I am going to point you in the right direction. Please don't read into this – I did not say you won't make mistakes, but I can certainly help you avoid making the mistakes that I and others that I work with have made and that alone will save you thousands of dollars.

Let's look at the math. I heard someone recently say “making a million dollars is easy... all you have to do is give 1,000,000 people a reason to send you a dollar.” Using his theory, this publication could make me a million dollars if I gave it away to several million people and at least one million people liked it enough to send me a \$1 for it as a way of saying thanks. And you can send me \$1 if you'd like, just send it to my PayPal account (My PayPal email is akirlew777@gmail.com). 😊

Granted, having 1,000,000 people send you \$1 is the hard way to get the job done. Below, are two examples; one that shows what you would need to do to generate \$1,000,000 and the other shows what you would need to do to generate \$1,000,000 on a recurring basis (I like the second option better).



What you need to do to earn \$1,000,000 (One Time)

Goal	Net Revenue	Customers/Clients Needed
\$ 1,000,000.00	\$ 1.00	1,000,000
\$ 1,000,000.00	\$ 2.00	500,000
\$ 1,000,000.00	\$ 3.00	333,333
\$ 1,000,000.00	\$ 5.00	200,000
\$ 1,000,000.00	\$ 10.00	100,000
\$ 1,000,000.00	\$ 50.00	20,000
\$ 1,000,000.00	\$ 20.00	50,000
\$ 1,000,000.00	\$ 25.00	40,000
\$ 1,000,000.00	\$ 50.00	20,000
\$ 1,000,000.00	\$ 75.00	13,333
\$ 1,000,000.00	\$ 100.00	10,000
\$ 1,000,000.00	\$ 250.00	4,000
\$ 1,000,000.00	\$ 500.00	2,000
\$ 1,000,000.00	\$ 1,000.00	1,000
\$ 1,000,000.00	\$ 2,000.00	500
\$ 1,000,000.00	\$ 5,000.00	200
\$ 1,000,000.00	\$ 10,000.00	100
\$ 1,000,000.00	\$ 100,000.00	10
\$ 1,000,000.00	\$ 250,000.00	4
\$ 1,000,000.00	\$ 500,000.00	2
\$ 1,000,000.00	\$ 1,000,000.00	1

So you see every option here from the “\$1 from 1,000,000 people” all the way up to “\$1,000,000 from one person”. Depending on your business model, you will likely fall somewhere in between the two extremes.



Next, we will look at what it takes to earn a recurring \$1,000,000 per year. This is based on having customers or clients that pay a fixed monthly amount to you or your business every month:

Monthly Target	Mo/Net Revenue	Customers/Clients Needed
\$ 83,333.33	\$ 5.00	16,667
\$ 83,333.33	\$ 10.00	8,333
\$ 83,333.33	\$ 25.00	3,333
\$ 83,333.33	\$ 50.00	1,667
\$ 83,333.33	\$ 75.00	1,111
\$ 83,333.33	\$ 100.00	833
\$ 83,333.33	\$ 250.00	333
\$ 83,333.33	\$ 500.00	167
\$ 83,333.33	\$ 750.00	111
\$ 83,333.33	\$ 1,000.00	83
\$ 83,333.33	\$ 2,500.00	33
\$ 83,333.33	\$ 5,000.00	17
\$ 83,333.33	\$ 10,000.00	8
\$ 83,333.33	\$ 25,000.00	3
\$ 83,333.33	\$ 50,000.00	2
\$ 83,333.33	\$ 100,000.00	1

These two charts will show you whether or not you can earn \$1,000,000 in a year using your current business model. Most people would not know what to do if they earned \$250,000 in a year. In fact, most of us have poor spending and savings habits, so that money may be spent before you know it. This emphasizes the need for financial education and leads to the second question “Would you know what to do with \$1,000,000?”



Would you know what to do with \$1,000,000?

Have you seen the statistics on professional athletes who file for bankruptcy within a few years of retiring? The numbers show that 78% of professional football players have to file for bankruptcy within two years of leaving the NFL¹. Those are alarming statistics and they emphasize the fact that many people who attain financial success are not prepared for it.

Please do yourself the favor of getting a financial education. I can speak from personal experience because the one month that I made more money in a month than many make in a year, I did not have much to show a few months later. Why? Not because I wasn't smart. Heck, I was smart enough to earn a lot of money. What I lacked was education and I am thankful that I now have it. My wife hates to hear that story because it happened before we met ☹.

If you want to learn about money management here are some books you might want to read. The link next to (or beneath) the book will take you to Amazon.com to learn more about the book or purchase it.

- Dave Ramsey's Total Money Makeover (Dave Ramsey) - <http://goo.gl/RnbXr>
- Dave Ramsey's Financial Peace Revisited (Dave Ramsey) - <http://goo.gl/QyigY>
- Becoming a Millionaire God's Way (Dr. Tom Anderson) – Trust me, it's not what you think ☺ - <http://goo.gl/wja9H>
- The Pirates of Manhattan (Barry James Dyke) - <http://goo.gl/YWyu0>
- Becoming Your Own Banker (Nelson Nash) – Eye Opening! - <http://goo.gl/bBhGs>
- Bank on Yourself (Pamela Yellen) - <http://goo.gl/kjA0i>
- The Millionaire Next Door (Thomas J. Stanley) - <http://goo.gl/rKtmn>



Millionaire Mindset

Another thing that is important is what is referred to as the “Millionaire Mindset.” In order to speed up the process of making your first \$1,000,000 and continue to make that \$1,000,000 over and over, you will need to adopt what is referred to as the Millionaire Mindset. It is a way of thinking that literally makes things happen. The best two sources I can recommend are these two books:

- Think and Grow Rich; The Original Version, Restored and Revised (Napoleon Hill) - <http://goo.gl/gbHFC>
- Millionaire Habits in 21 Days (Scot Anderson) - <http://goo.gl/EuZER>

How to Get Started on Your Journey to Making \$1,000,000 in a Year

I want to start out by saying if you have not yet made \$100,000 in a year, perhaps this is a good place to start. If you have not done this, you might see \$1,000,000 as too lofty of a goal. After reading the two books on the Millionaire Mindset (a few times over), you just might have the belief in yourself that it is possible.

Here are some practical thoughts on how you can get started on this journey:

- a. Set your financial goal and do the math based on the charts above. Specifically, find out how many customers you need and how much they would need to pay you for your services.
- b. If you don't own a business but want to then contact me and I would be happy to discuss some options with you. If you have a business already, then go to the next step.
- c. Take a look at your current business and ask yourself if your current business plan is in alignment with these goals. If not, adjust it or find a new business model that will support it. I am happy to discuss some options with you, but also, I recommend reading the book *Crush It* by Gary Vaynerchuk (<http://goo.gl/kiGWL>). This book is about how to profit by identifying your passion and then giving it your all. It is full of practical, business building advice.



- d. Get some accountability to do all that is necessary every day to stay on track with your goals. This is where a business coach such as me can be helpful. I actually work with a team of business coaches, so I am confident that I can either be or provide a resource for you to help you get where you want to go in your business.

Conclusion

I hope you found this helpful. My goal was to show you how something that seems as lofty as earning \$1,000,000 is not that difficult when you break it down. In fact, some of you might be surprised to see that you have already earned \$1,000,000 and may be well on your way to earning your next million. Perhaps you have hit the \$100,000 mark in annual income and you want to push towards earning \$1,000,000 in a year. I am not saying it will happen overnight, but it is doable with a plan.

I welcome your feedback, and I am here to help you in any way that I can. My contact information is below.

I wish you the success you deserve!

Anthony Kirlew

Author, Speaker, Serial Entrepreneur & Business Success Coach

<http://www.AnthonyKirlew.com>

Anthony@AnthonyKirlew.com

Tel: 800-453-9290

P.S. – Feel free to share this with anyone you would like with one caveat; you can't charge them for it.

¹ – Source: Yahoo! Sports.