

I WAS BROKE.
NOW I'M NOT.

INVESTMENTS YOUR BROKER NEVER TOLD YOU ABOUT

By Joseph Sangl

www.iwbnin.com

INVESTMENTS YOUR BROKER NEVER TOLD YOU ABOUT

You've probably heard of the standard investment vehicles: 401(k), 403(b), 457, TSP, Traditional or Roth IRA, mutual fund, stock or bond investments. But I want to tell you about some "other" ways to invest.

PART ONE: Why I'm Writing This Series

Until four years ago, the vast majority of my investments were in company stocks, bonds, and mutual funds (which contained company stocks and bonds). I began investing the day after I graduated from Purdue University. My employer had a 401(k) available where they matched my investments 100% up to 8% of my pay. The match was in company stock, but the money I personally invested via payroll deduction could be invested into a variety of mutual funds. These investments grew rapidly.

Then the recession of the late 90's happened.

Then September 11th happened.

Then 2008 happened.

I personally experienced what many others experienced—my stock market investments all went down in value. The value of these investments fell even as many of the companies continued to perform extremely well.

"Financial experts" had always advised me to diversify my investments. The "diversification" options they offered were—surprise, surprise—other stock, bond, and mutual fund investments. I observed first-hand the axiom that "a rising tide will lift all ships and a lowering tide will lower all ships." Therefore, in 2008 I resolved to diversify my investments so that only 50% of my portfolio would be in the stock market. In the process I discovered incredible investment options that I would never have learned from a stock broker—probably because there were no commissions available.

**INVESTMENTS YOUR
BROKER NEVER TOLD
YOU ABOUT**

PART TWO:

Invest In Yourself

The greatest investment one can make is in him/herself. Investments into education and skills training can pay off far better by providing increased earnings potential. I was able to pursue my dream of helping other accomplish far more than they ever thought possible with their finances. One of the key first steps was to make the investment of time, energy, and money to write and publish *I Was Broke. Now I'm Not*. It literally cost me hundreds of hours and thousands of dollars to accomplish this dream, but the investment has paid off!

As a result of taking this "risk," I have been able to teach 100,000 people and hear thousands of stories of financial freedom being achieved across the globe. This business has enabled me to further expand my dream to the point that I have been able to acquire other companies and serve even more people all over the world.

Questions to Ask Yourself:

- Do I have a dream that I've always wanted to pursue?
- What can I do today that would make a difference tomorrow?
- Do I see a need where I can do something that addresses it?
- Where can I personally add value to other people?



INVESTMENTS YOUR BROKER NEVER TOLD YOU ABOUT

PART THREE: Invest in a Business

Starting a small business can provide a financial return as well as the incredibly satisfying work of fulfilling a dream. A business can allow you to produce an income that does not depend entirely on you. The McDonald's franchise owner does not have to do all of the work, but he is able to enjoy the profits that result from the efforts of dozens of employees. This can lead to substantial returns on investment that are far better than the average return of any mutual fund.

Consider the following scenario. Suppose one puts up \$25,000 for a franchise that produces \$50,000 of profit each year. That is a 200% return on investment—only it happens year-after-year-after-year...Lord willing! Yes, the work is demanding and time-consuming and energy-draining, but the return on investment is great and less dependent upon the world market!

If it isn't your dream to run a small business, consider investing in a small business. There are great leaders with terrific ideas who just need some additional funding in order to launch into the stratosphere.

Questions to Ask Yourself:

- Do I have a business idea that I am fired up about and believe in?
- Has a proven business leader/entrepreneur looked at my business idea and told me it looks great?
- Am I willing to put my own money into this deal?



**INVESTMENTS YOUR
BROKER NEVER TOLD
YOU ABOUT**

PART FOUR:

Invest in Real Estate

Real estate is another great investment opportunity available. Land and rental properties, both commercial and residential, have helped many people become millionaires. Of course, it is VITAL in any venture like this to maintain healthy financial margin. “No money down” real estate deals have led to many more bankruptcies than they have yielded millionaires. While it is important to consider some risk, purchasing real estate without any financial margin is a recipe for a financial disaster.

Some key points to think about when considering a real estate investment are:

- Clearly understand what you will do with the property BEFORE buying it.
- Have a Plan B and a Plan C.
- Establish healthy financial margin—at least six months of expenses and operating costs.
- While a deal may look good “on its own,” be sure to look at your collective holdings and evaluate your ability—time and financial—to handle the project appropriately.
- If you are susceptible to taking extreme risks, establish accountability with someone who understands the business.
- You will generally make money by purchasing the property for the right price.
- Always be ready for a “surprise.” I see them happen all the time to real estate investors.

Questions to Ask:

- Do I have the time and energy to pursue this type of investment?
- Is this something I am only doing for the financial gain or is this something that I love?
- Is my spouse on board?
- If I invest my money in real estate, where will I NOT be able to invest as a result?



**INVESTMENTS YOUR
BROKER NEVER TOLD
YOU ABOUT**

PART FIVE: Eliminate Debt and Bills

This one might surprise a few of you, but this could possibly be the best investment you could ever make. Consider the amount of money from your household budget that is currently being applied to debt and monthly bills. It is literally hundreds or thousands of dollars every single month. What else could be done with that money? It could be invested OR you could reduce your work hours or even retire!

The rate of return is guaranteed when you eliminate bills. If you are paying 21.99% on a credit card, you can gain that interest simply by eliminating the debt. This is why I am such a big fan of eliminating debt—especially on items that drop in value like a rock or have no value at all.



I WAS BROKE.
NOW I'M NOT.

ABOUT I WAS BROKE. NOW I'M NOT.

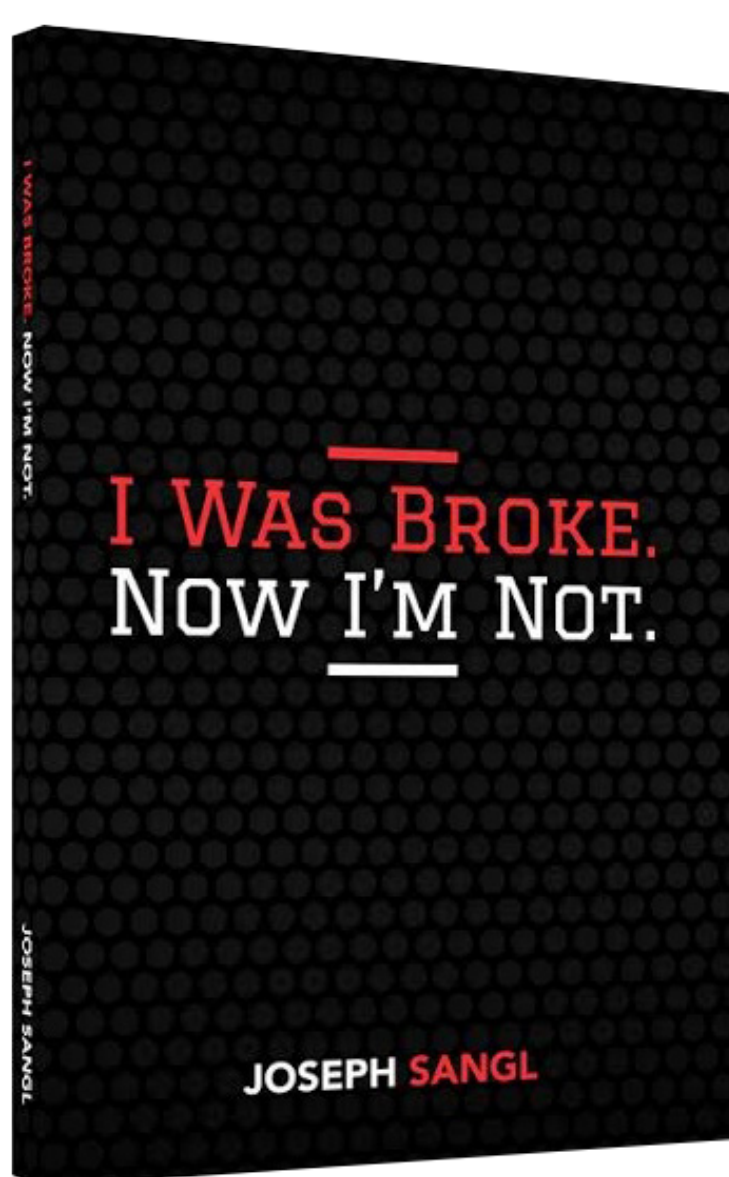
I Was Broke. Now I'm Not. was founded by Joseph Sangl who had a dream to teach people practical ways to win with their money. The IWBNIIN Team is passionate about equipping people to accomplish far more than they ever thought possible with their personal finances.

The IWBNIIN Team accomplishes its Passion Statement through the following means:

- Providing FREE personal finance tools via its website
- Writing books, studies, articles, and blog posts that teach practical and relevant personal finance tools
- Teaching live online experiences that build knowledge on financial topics
- LIVE speaking and teaching at churches, business and non-profit organizations throughout the world

Contact the IWBNIIN Team via email at info@iwbnin.com or call [864] 332-4151

I WAS BROKE. NOW I'M NOT.



Money doesn't have to be a frustrating or confusing topic. When you apply the practical tools shared by Joseph Sangl in I Was Broke. Now I'm Not., you will gain control over your finances. As your financial education increases, you will begin to see your plans, hopes, and dreams become a reality as you start living a fully funded life! In this book, you will learn the fundamental rules of money. Even more importantly, you will walk away with HOPE that you can live a fully funded life!

U.S. \$20.00

This book and additional resources at www.iwbnin.com

www.iwbnin.com

I WAS BROKE.
NOW I'M NOT.

ABOUT JOSEPH SANGL

Joseph Sangl is a leading teacher of personal finances. It is his passion and mission “to help people accomplish far more than they ever thought possible with their personal finances.” He firmly believes that when people are financially free, they are much more likely to go do EXACTLY what they have been put on Earth to do – regardless of the cost or income potential.

He is the founder of I Was Broke. Now I'm Not., an organization that provides financial teaching through live events, print and web resources.

Joe has taught hundreds of thousands of people through Financial Learning Experience, Financial Freedom Experiences, one-on-one financial coaching sessions and personal finance messages. He is the author of the books, I Was Broke. Now I'm Not., What Everyone Should Know About Money Before They Enter The Real World, Funded and Free, and OXEN: The Key to an Abundant Harvest. His story has been featured in Money Magazine, the world's largest personal finance magazine.

He obtained a BS Degree in Mechanical Engineering from Purdue University in 1996 and an MBA from Clemson University in 2001.

Joe resides in Anderson, South Carolina, with his bride, Jenn, and their three children.



www.iwbnin.com