

ENTERTAINING  
**MONEY**

**PLAYING TO WIN!**



AN INTRODUCTION INTO  
HOW THE GAME OF MONEY IS WON

SAMUEL BOGGAN, JR.

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*To Mom, Dad, and the rest of the family*

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“Lazy hands make for poverty, but  
diligent hands bring wealth.”

Proverbs 10:4 NIV

## *About the Author*

I remember trying to sell painted rocks as a kid. In fact, my intent was to paint the rocks yellow and sell them as gold. I went out into the yard and collected what I could find from the driveway. My aunt that lived with us saw what I was doing and told me that no one wanted to buy painted rocks. Looking back, she was telling the absolute truth and wasn't hating one bit. The likelihood of someone buying a painted rock in my neighborhood was low. I put the rocks back and went on with my life.

During the summer months of my high school years I worked as a laborer for a brick mason. I was around the construction of homes right at the start of the housing boom and didn't realize what was going on in the broad economy. I saw everything from the level of my paycheck – as an employee. I had to transport bricks and mortar, build and tear down scaffolding, and make certain the bricklayers had their mortar to lay the bricks. I was being paid pretty well for a kid so it never dawned on me to look at the bigger picture.

Over the next decade, tons of money was made, exchanged, and created due to the housing boom. But because my financial education didn't exist at the time, I missed the big gains. (Let me highlight the message: I was unable to capitalize off the opportunity because of my ignorance of economic trends. In short, banks eased their lending standards, which allowed more people to borrow money to buy houses. Many flippers and developers made fortunes. Because I didn't identify the trend, I missed the opportunity. The whole point of this ebook is to make sure the same thing doesn't happen to you.)

While a student in college I noticed a book my roommate had on his desk. I originally thought it was a romance novel, but it was the best-selling personal finance book, *Rich Dad Poor Dad*. (Yes, I questioned him about having a romance novel until he corrected me.) Later, while at a bookstore, I saw the book and recognized the title. I bought the book and became hooked on the message. That's where my passion for financial freedom and financial education was ignited.

Fast forward to today, I'm a real estate, precious metals, and cryptocurrency investor. Presently, I own real estate in three states. I've held stocks before, but I do not own any at the time of this writing. I'm also a business owner. I created Entertaining Money, a financial education resource company, in order to spread the message of the importance of financial education. Our website can be found at [www.entertainingmoney.com](http://www.entertainingmoney.com).

As an investor, it's absolutely critical knowing how to recognize trends. Fortunes are made – and lost – based on this truth. What I've learned, I'm happy to share with you.

Now, let's get to the money!

Samuel Boggan, Jr.

## *Introduction*

We are headed for a serious financial crisis. But most people are completely unaware of what's coming. They are either distracted by other things or simply don't have a clue about how the global economy works. This is very unfortunate because not only will many be wiped out financially, they will also have missed out on an opportunity to build massive wealth. And that is what this ebook is about – preparing you to get into position to win in the coming transformational years.

Maybe you can sense it. You might have a feeling that something doesn't seem right, that something is on the horizon, but you just can't put your finger on it. Well, you're not crazy, nor are you alone. I'm sure a lot of people have the same feeling. It's dark, gloomy, and ominous.

We are in a season of change economically. The levels of increasing growth and prosperity we've experienced – and loved - over the last several decades are coming to a standstill. That means the U.S. will resemble something most people aren't used to. And because they are out of the loop about what's driving this slowdown, they'll likely find themselves wondering, "How did we get here?"

The answer is simple: The economy works like a machine. There are factors that determine how well the machine works, such as the wages workers earn and the amount of debt in the financial system. Too much debt that can't be repaid is like pushing the brakes on a car. The machine begins to slow.

You don't have to have a PhD in Economics to guess what happens to an economy after an extreme slowdown. Businesses lay off workers or completely shut down, homes are foreclosed on because people can't pay their mortgages, real estate and stocks are sold off, and people's quality of life is reduced because they are able to afford less.

Of course this is a terrible situation. But here's the good news: *You don't have to be a victim!* By educating yourself and taking the proper steps, not only can you survive the coming storm, you can also thrive. That's why financial education is so important. These trends and cycles have happened before numerous times in history. The problem is we weren't taught about them in schools. Being prepared allows you to take the necessary steps to protect those that you care about.

On the other side of the coin, as wealth is transferred out of the hands of some people, it will be transferred into the hands of others. Understand that I am not saying what is wrong or what is right. I'm simply describing what is going to happen regardless of how anyone feels about it. What's coming is the outcome of what was put into motion a long time ago. Each individual is responsible to get prepared!

Again, this ebook is about that preparation, in addition to the introduction of fundamental financial education topics. The future belongs to those who prepare today. Here's to your financial ark and newfound wealth!

Chapter One

# THE RICH DON'T WORK FOR MONEY

Compound interest is the eighth wonder of the world. He who understands it, earns it... he who doesn't... pays it.

- Albert Einstein

### *Compounding*

COMPOUNDING IS THE PROCESS IN WHICH AN ASSET'S EARNINGS ARE REINVESTED TO GENERATE ADDITIONAL EARNINGS OVER TIME.

Question: Would you work one month for someone raking leaves if they offered to pay you one penny the first day, then double the previous day's rate every additional day?

Day	Pay
1	\$0.01
2	\$0.02
3	\$0.04
4	\$0.08
5	\$0.16
6	\$0.32
7	\$0.64
8	\$1.28
9	\$2.56
10	\$5.12
11	\$10.24
12	\$20.48
13	\$40.96
14	\$81.92
15	\$163.84
16	\$327.68
17	\$655.36
18	\$1,310.72
19	\$2,621.44
20	\$5,242.88
21	\$10,485.76
22	\$20,971.52
23	\$41,943.04
24	\$83,886.08
25	\$167,772.16
26	\$335,544.32
27	\$671,088.64
28	\$1,342,177.28
29	\$2,684,354.56
30	\$5,368,709.12

See why financial education is so important?



## *Are You Feeling the Pressure?*

When it comes to financial health in the U.S., the statistics don't look good. A 2017 report by CareerBuilder found that 78% of full-time workers live paycheck to paycheck. Additionally, one in four children, nearly 20 million, requires SNAP (Supplemental Nutrition Assistance Program) benefits to afford an adequate diet. If you're like most people, you're feeling the pressure from money. No matter how hard you work, it seems there's always too much month at the end of the money. School never taught us how to become wealthy and play the game of money like the rich. We were never shown how to have our money work for us, instead of trading our labor for money. To win the game of money – which we all play – you must have a good financial education and know how to have your money work hard for you.

## *What is Financial Education?*

Financial education is about maximizing wealth and truly “securing the bag.” It's the process of developing the knowledge and skills necessary to build and keep wealth. As stated above, our school system doesn't teach us how to become wealthy. Instead, it teaches us to work for someone else – and make them wealthy! Given the choice between building their own wealth and making someone else rich, I would bet that most people would choose to become rich themselves.

This ebook is designed to empower the reader by providing a solid financial education foundation on which more advanced principles can be learned. The end goal is to develop an understanding in the reader that leads to better final decisions and greater wealth. However, the catch is that the information won't work unless you do. Empowerment and change both require action.

## *The Problem People Are Facing*

The problem that many people face today is the problem of not having enough money. Monthly expenses are greater than the incomes people earn through their jobs. Think about it. Gas, food, housing, car payment, utility bills... It all adds up! Low-wage jobs don't pay enough to cover today's living costs. To make matters even worse, the high costs will only continue to rise. So what's the solution? What can be done to solve the issue of not having enough money? The answer is simple: make more money. Before you close this ebook down for that statement, let me explain.

The problem of not having enough money stems from how people are trying to make money (i.e., through a job). In today's economy, *working hard does not work!* Why? Because jobs don't pay enough money to maintain the high standard of living we are accustomed to. In fact, J.O.B. stands for *Just Over Broke!* Not only are wages low, taxes further reduce the amount of money we are able to keep for ourselves (take home pay). This situation leaves a number of people one emergency away from having a financial crisis.

## *The Rich Don't Work for Money*

**This is where financial education comes in. The rich don't work for money. The richest people in the world “work” to accumulate assets.**

AN ASSET IS SOMETHING THAT MAKES MONEY FOR YOU OUTSIDE OF YOUR JOB.

Examples of assets include: real estate, businesses, stocks and bonds, precious metals, and cryptocurrency.

*True wealth is created and maintained through assets.* This is the reason why you won't find the rich working for money. In fact, they own the businesses that employ those who have been taught to work hard for a living by schools.

## *Schools Teach You to Be Poor*

If true wealth is created through assets, why don't schools teach students to become wealthy? One answer is because schools still adhere to Industrial Age and post-World War II values. We are in the Information Age and society is much more advanced today. This means that mentalities and curricula must change to adapt to the times. Anyone who does not change risks becoming phased out through obsolescence.

Schools put a premium on obtaining a good education with the intent of students getting a job (remember *Just Over Broke!*). That way of thinking worked in our grandparents' generation. Today, however, that philosophy can be very dangerous.

## *Change Your Thinking*

To free yourself from the pressures of not having enough money, you must retrain your mind to think about making money in a new way. It may be difficult for some people because it goes against everything they've been taught from childhood. They've seen their parents go to work. They've seen their friends' parents go to work. But the proof is in the pudding. The middle class – the working class – is shrinking because it can't keep up with the costs of life. And instead of changing, people try to work harder or go back to school to receive more education in hopes of finding a better job.

Saying it again, a business is an asset. You get a wage. Someone else gets wealthier. My point here is not that you should start a business. It's to get you to see how the game of money really works and that you must change your way of thinking.

Wealth is created through assets. Therefore it makes sense (and cents) to have a solid understanding of assets and how they work. Working hard for a living is an obsolete way of thinking that will provide minimum returns for your labor.

If you still need a reason to change your thinking at this point, here it is: the people who taught you to work hard for a living are likely facing a retirement crisis right now where they have little to nothing saved. Are you still afraid to think for yourself?

### *What's Holding You Back?*

Mindset is everything. How we perceive a problem or situation dictates how we will respond to it. And the truth is that a lot of people have managed to develop – and hold on to – a poverty mindset. It's what others have called, "stinking thinking." And it's completely understandable to an extent. If you grew up in an environment where resources were limited, it's not likely that you would have had family conversations about stock investing or real estate acquisitions at the dinner table. I completely get that. What I'm emphasizing, however, is that we all have the ability to change, especially when a different path is presented to us.

Has anyone ever stopped and thought about the irony of the poverty mindset? "Winning" consists of being able to afford name brand consumer goods even though the individual can't actually afford to leave poverty. What's more, there is no intention or expectation to leave amongst their peers. The standard of "success" is being able to keep up with fashion, not building and leaving wealth to the next generation.

This is an example of the dangers of following the crowd. Stop and ask yourself, "Where are my expectations taking me?" If you want to truly win, you must do what winners do.

I believe that the real issue with many people is it's easier to make excuses and blame other people for our circumstances. This allows us to point the finger and take the responsibility and focus off of us. You don't need me to tell you that that's a whack approach. Everybody knows it deep down inside already. If a person never takes on responsibility, then they can never fail and be at fault in their minds. Let me explain why this is false, though.

Prices are going to continue to rise – even as the economy worsens. It's all a part of the plan. It's clear that if things are bad now, they will be much worse in the years to come. If someone is living check to check now and using credit cards to cover shortages, what's going to happen when prices are doubled or tripled? At that point the excuse that you didn't know won't matter. People will either be prepared or not. So the wise thing to do is be prepared.