

NinjaNext
Creating Financial Freedom
A Ninja Webinar with Larry Kendall

1. The Goal of Ninja Selling: _____

2. The Goal of NinjaNext: _____

3. Making you uncomfortable:

- Our Greatest Fear: _____
- Odds of Living in Poverty: _____%

“If you are willing to do what is easy, life will be hard. But if you are willing to what is hard, life will be easy.” – T. Harv Eker

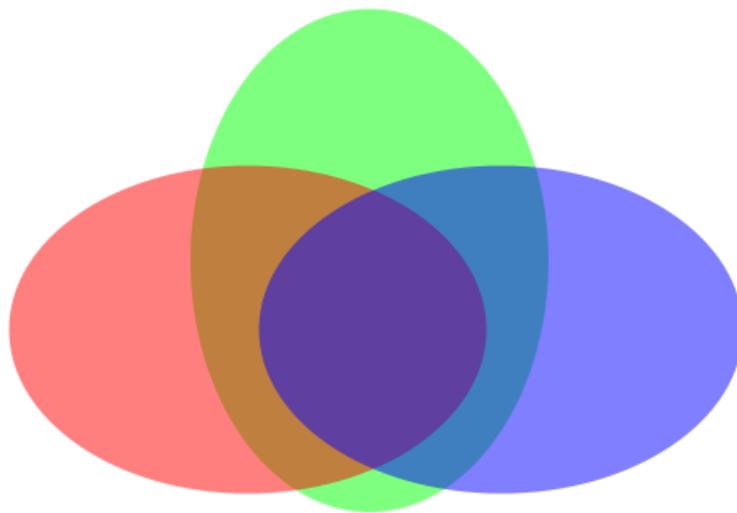
4. Three Success Keys:

- _____
- _____
- _____

5. NinjaNext Agenda:

- Day 1: Purpose, Principles, Habits, Ninja Path, Maximize your Referrals
- Day 2: Financial Freedom, Being the Source, Real Estate Reviews, Every Day is a Gift

6. Finding Your Purpose:



7. The Greatest Trap: _____

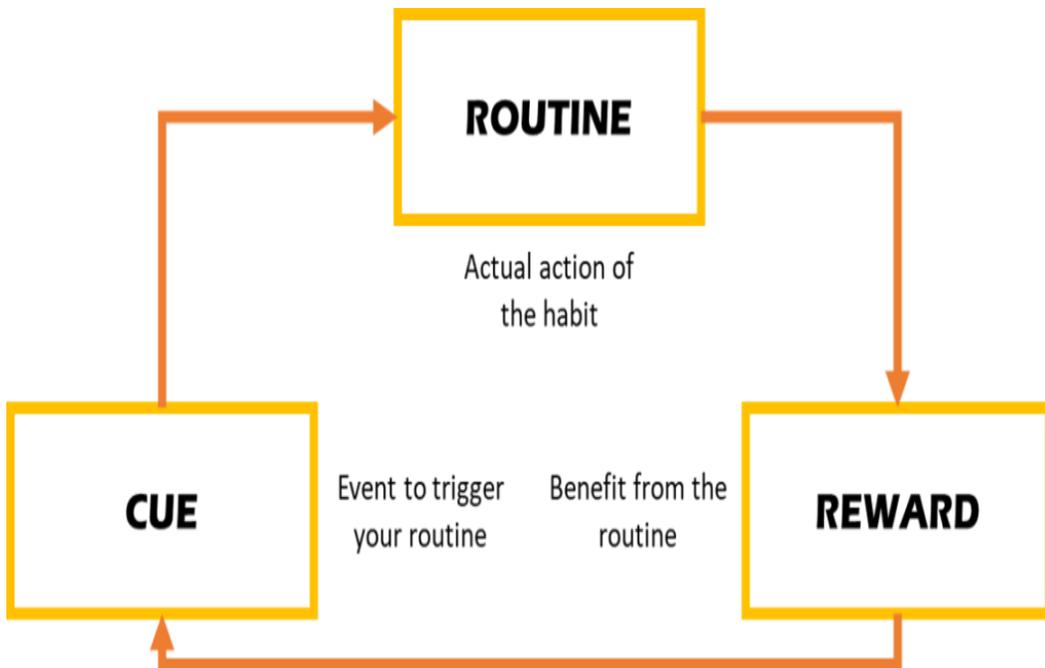
8. Universal Principles

- Thoughts Become Things
- Creation versus Competition
- Harmonic Rhythm

9. Building Success Habits:

“People do not decide their future.
They decide their habits and their habits decide their future.”
– F.M. Alexander

- The Habits Formula – By Charles Duhigg



10. Five Keys to Maximizing Your Referrals

- _____
- _____
- _____
- _____
- _____

11. A Suggested Purpose:

- _____
- _____

12. Illusions of Wealth

- _____
- _____
- _____
- _____

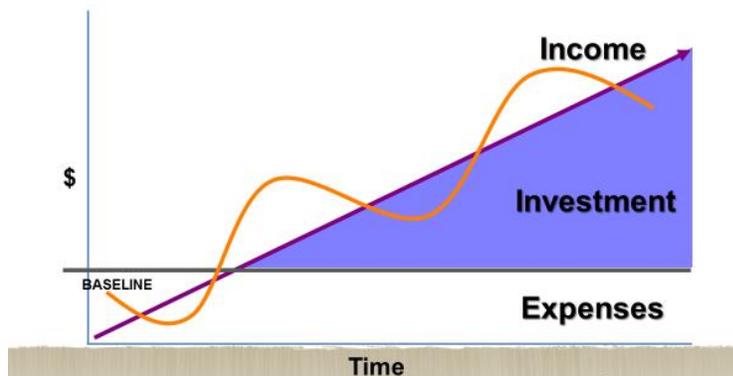
“Too many people spend money they haven’t earned to buy things they don’t really want, to impress people they don’t like.” – Will Smith

13. True Wealth Is:

- _____
- _____

14. Financial Intelligence: Your Biggest Expense: _____

Ninja Wealth Creation Model:



15. Wealth Creation Strategies:

- _____
- _____
- _____

“Only invest in things you understand.” – Warren Buffett

16. Real Estate is a Simple Investment

- _____
- _____
- _____
- _____

17. Your Choices:

- _____
- _____

Creation versus Competition

I will often get someone in one of my classes who will say, “Competition is what made this country great! Why are you down on competition?” I’m not. I will argue that competition caused someone to be more creative and it is creativity that made this country great.

Certainly, competition exists and sometimes it’s necessary, worthwhile, even enjoyable – witness the sports culture in the U.S. However, don’t make the leap to believing that all of life is a competition. One of the keys to being successful is figuring out what game you are in. Is it a zero-sum game (winners and losers) where you need to compete or is it a game of synergy (win/win) where you need to cooperate? Both games exist in life. In either game, generally the most creative person or team wins. I’ve observed that even in zero-sum, highly competitive environments, the best way to compete is to be the most creative – not necessarily the meanest or toughest.

A 100-Year Old Lesson

In 1910, Wallace D. Wattles wrote his classic self-help book, *The Science of Getting Rich*. His book was the basis of the successful movie and book, *The Secret*. What Wattles has to say is the mantra of the Ninja:

“You must get rid of the thought of competition.

You are to create, not to compete for what is already created.

You do not have to take anything away from anyone.

You do not have to drive sharp bargains.

You do not have to cheat or to take advantage.

You do not need to let anyone work for you for less than he earns.

You do not have to covet the property of others or to look at it with wishful eyes.

No one has anything of which you cannot have the like.

You are to become a creator, not a competitor.

You are going to get what you want, but in such a way that when you get it, every other person whom you affect will have more than he has now.

You are not seeking anything that is possessed by anybody else.

You are causing what you want to be created from formless substance, and the supply is without limits. Stick to the formulated statement:

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought, in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

Wattles’ description of the “thinking stuff” is later called “the field” or “quantum field” by Albert Einstein and is beautifully and simply explained in *The Field* by Lynne McTaggart.

“You must give more in value than you receive in payment.”

- The Go-Giver by Bob Burg and John David Mann

Financial Peace of Mind Questionnaire

Please answer these questions for yourself. Money questions refer to 1099 income.

1. Is there an amount of income that, if you don't make it next year, you will leave the business?
If so, what is that amount? \$ _____
2. Is there an amount of money that, if you don't make it, you will receive a lot of pressure from your spouse/partner (if applicable) to quit? If so, what is that amount? \$ _____
3. On a scale of 1 to 10, how would you rate your current financial state of mind? A "1" would be "totally stressed about finances" and a "10" would be "complete financial peace of mind." _____
4. If you were to rate your level of excitement about the real estate business right now on a scale of 1 to 10, with "1" being "I'm ready to quit" and "10" being "I absolutely love it!!!!!" where would you rate yourself? _____
5. How much do you expect to earn this year (not next year)? \$ _____
6. Is that amount satisfying for you? _____
7. Is that amount enough for savings, debt reduction, investments, recreation, dreams and giving?
8. Are you current on your income tax estimates? YES NO
9. Do you know how much it takes to pay the bills in your household every month?
If so, what is that amount? \$ _____
10. What is your income goal for next year? \$ _____
11. Is your basic retirement taken care of? (By taken care of, do you have a plan to create residual income (Wake-Up Money) equal to or greater than your monthly household living expenses plus taxes? (Relying on Social Security isn't enough.) YES NO
12. How much monthly Wake-Up Money do you have right now? \$ _____
13. What is your monthly Wake-Up Money goal? \$ _____
14. When would you like to reach this Wake-Up Money goal? _____
(date)
15. Do you have a plan to achieve this Wake-Up Money goal? YES NO
16. How many free and clear buildings/units will you need to achieve your Wake-Up Money goal? _____
17. Is your spouse/partner (if applicable) on board with this Wake-Up Money goal and plan? YES NO
18. Are you committed to improving your financial peace of mind or is it just a nice idea? _____