

# **5 Lessons To Make More Money**

**By Patric Chan**

eSuccessMastery Success Newsletter  
<http://www.eSuccessMastery.com>

Dear Friend,

What you are about to read might be the answer to help you to make more money in your life.

To make the learning process easier and more enjoyable, I've presented the lessons in a form of story. You'll find it more entertaining. If you are a quick reader, you might skip through the whole book in less than 1 hour. The story in this book is about Rick, on how he mastered the 5 lessons on how to make more money to be wealthy again.

Making money is not as difficult as you think it is, if you know how to achieve it. Once you learn the methods and strategies to achieve it, all you need to do is to 'tweak' it for maximum results.

All the best.

Warmest regards,

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Rick woke up in the middle of the night. Disturbed.

Disturbed by the fact that his business partner had quit the law firm where they had been partners for over 5 straight years. His business partner, Robert Quinn, left because he couldn't take the pressure anymore.

Their firm had just filed for bankruptcy recently. Other than that, Robert was diagnosed with a heart attack. He really couldn't take the disastrous pressure anymore. Rick understood his friend very much and he was not going to push Robert anymore.

Since he couldn't sleep, he switched on his notebook to surf the internet. He would do that whenever he couldn't sleep. He found the glare from the computer screen would make his eyes tired and help him get some sleep.

He was wondering, 'what should I search for online?'

Since Rick was in financial trouble and needed more money... he searched for 'how to make more money'.

As he was searching pages after pages, he found a title in Google,

*'I used to be in debt after my law firm was shut down because of bad business until I found the lessons on how to be wealthy...'*

He was thinking, 'Hey, this sounds like me...'

So Rick clicked on that link. It somehow took him to an online forum page where there were hundreds of people posting in that forum, sharing about their financial problems and how they managed to break free.

He kept on reading. There was this post by an 'active' member nicknamed 'wiseman' that seemed to catch his eye for no reason. Maybe, it was fated for him to read that post. Who knows, he thought. Whatever the reason, he clicked on the post's link. And the post came up.

Here's what the post said:

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*If you're reading this article, it means you are a person who wants to make more money in life. :)*

*Who doesn't? Money is not everything in life, but it sure helps to reduce problems if it is used correctly.*

*Some people think that they don't deserve to make more money in life. But you are different. You put effort in to change your life for a wealthier lifestyle.*

*If I say to you that it's easy to make money instantly, that would be a lie, right?*

*It's not easy to make money immediately, but it's worth the effort you put in to ensure that you will have more money to spend in the future.*

*On the other hand, it's easy to make money when you know the correct tools and strategies to apply to achieve it.*

*You may not be able to make more money instantly, but you can definitely make more money over a certain period of time with the proven strategies that I've used over and over again.*

*Here's the one secret of making more money easily.*

Suddenly, the electricity in Rick's house went out. What a wrong timing for this to happen!

It seemed his whole house was out of electricity. He had no choice but to visit the site again tomorrow when the electricity was back on. He couldn't keep on waiting for the electricity to come back. It was time for him to sleep anyway. But he couldn't stop thinking, what was the one secret to make more money easily that he'd missed to read?

### **The Next Day...**

He was early to wake up the next day. The first thing he thought of was to go back to the computer to find that url address again. But unfortunately, he had forgotten to bookmark it. And he couldn't remember where he'd found it. It seemed to have disappeared.

Rick was not going to the office today. No one was in the office anyway. They had to terminate all the staff due to no business and funds coming in. Not only that, Rick had just bought a new apartment in Miami, Florida. When he purchased it last year, business was doing well. This financial problem came without any notice because of Rick and Robert's other partner, Karl. Karl had cheated their money after convincing them to buy into the Initial Public Offering (IPO) of Google when the company was about to go public. The problem was, Karl never did buy the stock. He ran away with their money instead.

The more Rick thought about it, the angrier he became. And also, disappointed with what Karl had done. 'How could he?' Rick's memory of this awful incident was still fresh.

But the worst part was, Rick started to get desperate for money. He hardly spent money anymore and he kept his money tightly like it was the last drop of water on Planet Earth. He was not planning to go out for breakfast today and he'd brew his own coffee just to save a few dollars.

Life was miserable. And he still needed to pay his divorced wife.

Desperation for money seemed to take over his mind now. He was no longer the happy and cool person he used to be. All on his mind was,

'How to get more money!?'

### **The Email That Changed Rick's Life...**

Rick was checking his email (Robert always communicated with Rick through emails), when he saw a new email from someone he didn't know ... at all.

It was from 'wiseman' of the online forum. Heck. 'How did this guy find me?' Rick questioned himself. Here was the email:

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Hi Rick,

It's 'wiseman' here. Just call me Al.

I got your email because you had registered to join the online forum last night in order to read all those posts. I just want to welcome you to the community. And yeah, I know about you registering because I'm the moderator for my online forum.

Your new friend,

Al.

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'So, the forum does actually exist. And 'wiseman' or Al got my email because he's the moderator.' Rick convinced himself. 'That's logical. Nothing's strange about it.'

As he was scrolling down his emails, he saw another email from 'wiseman':

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**Subject: Rick, btw... you need this if you want to be rich.**

Hi Rick,

I'm writing to you again because I want you to know, making money easily has a lot to do with your attitude and mindset. I call this relationship, 'Money and You'.

You see, money is NOT alive. It has no feelings or mind of its own. But you have. And yet, why and how is it possible that so many people in the world treat money as their master?

Money is created for you to use it. Not to keep it. I'm not saying you MUST spend it, but it's for you to use... not to keep and stare at it. When it is kept, it's nothing but a piece of high quality paper or metal. But when used, it becomes a product.

Your first lesson, if you want to start making money easily, is you must have the correct mindset and attitude, and build a positive relationship with money.

Those who make money easily understand this relationship.

One more thing, to be rich always remember that we live in abundance.

Till then, my friend.

Al.

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Wow... that's meaningful... **'Live in abundance.'** Rick gave that a deep thought for a while. And he realized that he was not living in abundance... especially in the financial shape he was in right now. Not spending a couple of dollars for his regular breakfast was obviously a sign that he was not working towards the abundance mindset at all.

Al was right about one thing. It was all about mindset, attitude and the relationship that Rick must have if he wanted to make more money.

Obviously, if he were to live this scarcity mindset of money, it was just a matter of time before his financial situation got worse.

This was just not like him. Rick was not the type of guy who would hold money tightly like it was the last drop of water on Planet Earth. He couldn't keep his mind creative and active to think of ideas when his mind was 'blocked' with money scarcity mentality. It just wouldn't flow.

With this poor mindset now, he couldn't seem to be motivated at all.

He told himself, 'This has to stop. Enough is enough!'

Then, he started to think and feel more positive. It seemed like he could control his thinking and feelings without letting money influence it. After all, like what Al said, money was just piece of high quality paper and metal if it was not used.

He started to think about what Al said about living in abundance. Rick wanted to get excited and happy about his life again. Life was so much bigger compared to money.

And also, he realized that it was pointless to feel down and sad because it wouldn't make him richer! He realized too, it all had to do with the mindset and attitude to attract more money in life.

### **Rick Took The First Step...**

Rick replied to Al's email,

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Hey Al,

What you said was totally right. Now I have the correct attitude and mindset. I'm ready to make money again and prepared to put in my efforts.

Please give me a tip on what should I do next.

Your friend,  
Rick.

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Each hour, Rick would check his email hoping to get a reply from Al.

He was really excited with his newly found friend, and also this knowledge of making more money.

Then, at 12.03 am, Al replied:

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Rick. I'm glad you are back on your feet already. The second lesson, to make more money is to build relationships.

Logically, you can only make money if someone else gives you the money. It all depends on how good your communication is.

To be more precise, it depends on how good a 'salesperson' you are. You need to 'sell' yourself if you want to be rich.

Good night.

Warm regards,  
Al.

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Hmm. Rick started to analyze what Al said. He had always been a good analyst. That was what made him an extremely good lawyer. He could analyze and think of ideas very fast, even under pressure like when in court fighting a case. As he was analyzing himself,

'But, I'm a lawyer. I'm not a salesperson!'

Then he remembered lesson #1, the fundamental on how to be rich. Rick needed to think differently. He had to keep his mind open to new ideas and see things on a different perspective now.

That was right! What Al said was right! Suddenly, his brain started to work like magic. He was thinking,

'A real estate broker wouldn't be able to sell house if he couldn't sell! Or, even a doctor couldn't make more money if he couldn't 'sell' himself and build rapport with his patients so that they would keep on coming.'

Rick started to think back about how this fact could be true in his career. The fact was, if he were a poor communicator, nobody would hire him to defend any legal case. He must also be a good 'salesperson' to convince the jury and judge when in court. So, it was logical that he needed to communicate with other people to make more money.

The first person he should communicate with must be none other than his own business partner and close friend, Robert Quinn.

He picked the phone at 1.24 am and rang Robert.

Robert picked up the phone,

'Hello, Robert speaking.'

'Hey Robert, Rick here. Oh boy... I'm really glad to hear your voice because I think we'll be able to bring our business back to life and make tons of money.'

'Rick, I'm not trying to be negative, but are you insane? I hope you remember that I've pulled out from our business already. I don't want to be involved in it anymore. I'm still

angry and upset with what Karl did to us,' Robert replied reluctantly.

'Robert, you know what? I had the same thought and feeling as you have... earlier. But not anymore, that's history. I realized, everything is up to us whether we want to stay in this bad financial situation, or we are strong enough to get up and be rich again.'

They ended up speaking over the phone till 2.30am. That was the longest meaningful conversation they ever had in their relationship. Rick explained to Robert that, if they could have the correct mindset and attitude towards money, they were half way towards achieving financial success. Once they could master that, all they need to do was to be outstanding communicators and convince other people to give them money!

He explained to Robert about the first 2 lessons he learned from Al,

Lesson #1 - Building a powerful wealthy mindset

Lesson #2 – Be an outstanding communicator

### **It's time for lesson 3**

But then, even Rick and Robert realized now that they needed to persuade other people to give them money if they wanted to be rich, how were they going to do that? They needed a plan. A strategy.

Rick told Robert not to worry. He told him that he got to know this guy, Al, online, to give him advice.

Rick sent another email to Al that day,

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Hey AI.

Rick here again. It seems things are going better now. After I've mastered my mindset and attitude, I can 'sell' myself well again. But Robert and I need a plan on how to 'sell' ourselves.

Do you think you can give a tip on how to do that?'

Your friend,  
Rick.

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AI replied shortly after that,

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'Rick. You must have a marketing strategy. What you must do is be different from other lawyers. Look around you. How many lawyers are there in your city?

I think you'll have competition from other lawyers, especially from those more established than you are.

What you need to do with Robert is to define your Unique Selling Proposition (USP). In a nutshell, a USP is why the customer should choose you against others. What makes you special and better than the rest?

Obviously, you can't have the lowest fees and yet provide the best services. Logically, that won't happen. But, you may have something that your competitors lack. Once you know your USP, define your niche market. Doing law is too general. What specifically that you can add value to other people's lives at what you do best in your work?

This is just the fundamental of marketing. If you can accomplish it, you'll see more results in making money for your business and, of course, for yourself.

Your friend,  
Al.

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Rick and Robert couldn't think anymore. It was too late at night. They decided to call it a night.

### **The next morning...**

Ring... ring! Rick's phone was screaming.

Rick answered, 'Helloooo.....(still half asleep)'

Robert was on the line.

'Hey Rick, I know what our USP is! And I know who to sell and talk to now! I'm really excited about this. I'll see you at our usual Starbucks outlet for breakfast to discuss this.'

Rick reluctantly woke up. He still wanted to sleep. Gosh, it was still 7.00am. But the excitement in Robert's voice made him curious about what Robert had to say. Rick took a quick shower and drove down to Starbucks where they'd meet.

Robert was already there, sipping his favorite coffee.

They greeted each other.

Rick was smiling and started the conversation,

'So, Robert... what do you have in mind that you wanted to tell me so much this morning?'

Robert replied anxiously,

'You know Rick... the goldmine is just in front of us. We did not realize that 48% of all the legal cases we did was related to divorce! It sounds funny and weird... but it seems most of our cases relate to defending our clients from losing most of their properties, assets or money to their other half upon a divorce.

'Yeah, it sounds ironic... defending our clients from losing their money and property to their divorced partners...hahahahaha....But it's a fact. But, Robert... how does this become a USP for us?' Rick asked.

'Ok. Here's the part. Because we have done this so many times, it automatically becomes our USP. Let's say you own asset worth \$1 million and you're going through a divorce. You might risk losing half, which is \$500,000.00, to your ex-partner. Would you rather hire our law firm at \$50,000.00 or risk losing \$500,000.00 by hiring a cheaper priced lawyer without track record of success?'

You see, Rick, our clients, who want to protect their money and property in a divorce, are filthy rich. They wouldn't mind much if they invest 5% of their asset in us to save 50%! And our USP is that we have successfully saved over 39 million US dollar for 43 clients in the United States!'

'You hit the jackpot buddy!' Rick shouted happily.

Everyone in Starbucks looked at Rick. But he didn't care. He found his USP, which he knew would eventually make him financially rich again. It might even make him a millionaire.

'Remember what Al said? Once we got our USP, we need to find the market. That's easy. We can find database of recent divorce cases.' Rick's brain started working fast.

On that day, they set out to find how many divorce cases there were in their city.

After a day of calling prospects whom had just divorced, they found 11 multi millionaires who wanted to 'protect' their property but didn't know how!

Robert and Rick got to work. They met up with their prospects one by one. Because of their improved communication skill, they easily built rapport on the first meeting with the multi millionaires. And the prospects just loved them! Rick used his communication ability to 'sell' himself and persuaded his prospects to hire them.

After a week, both of them landed 4 clients.

The next week, another 3 clients.

In that month, they got 11 clients to 'protect'!

Robert and Rick worked hard for these people and finally, after 6 months...they cleared all their debts and were again profiting from their law firm business. Clients kept coming to them. They had become the 'divorce expert' lawyers.

### **Al's email.**

As Rick was downloading his email, he saw Al's email.

'Gosh, I completely forgot about Al. He's the guy who taught me the lessons on how to make more money.'

He opened Al's email:

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Hi Rick,

It's been some time I did not hear from you. I'm glad you are making more money now, and are out of debts. But you are still missing something, Rick. Remember the first time you visited my forum but did not finish reading the article? Here's the complete article:

*If you're reading this article, it means you are a person who wants to make more money in life. :)*

*Who doesn't? Money is not everything in life, but it sure helps to reduce problems if it is used correctly.*

*Some people think that they don't deserve to make more money in life. But you are different. You put effort in to change your life for a wealthier lifestyle.*

*If I say to you that it's easy to make money instantly, that would be a lie, right?*

*It's not easy to make money immediately, but it's worth the effort you put in to ensure that you will have more money to spend in the future.*

*On the other hand, it's easy to make money when you know the correct tools and strategies to apply to achieve it.*

*You may not be able to make more money instantly, but you can definitely make more money over a certain period of time with the proven strategies that I've used over and over again.*

*Here's the one secret of making more money easily.*

*Use other people's time, skills, talents, networks or money.*

*Don't waste your time trying to figure out a solution if someone else already has the key to solve the problem.*

*Is it ethical to 'use' other people's resources?*

*Of course it is as long as you are creating a win/win offer for that person rather than exploiting them.*

*The rich call this **LEVERAGING**.*

*I call this a smart rich idea.*

*Most of the rich people use this secret in their life to make more money.*

*Let's look at mlm leaders. They 'leverage' on their downlines to make more money and less work for themselves.*

*How about Fortune 500 companies?*

*Nike, Dell, StarBucks and all those companies leverage on their staff to make more money.*

*I use the internet as leverage for getting my product sold to a mass market.*

*The tip here is - to make more money is to understand and learn how to use leverage so that it creates a win/win situation for everyone.*

*If you don't leverage, you'll be trading your time for money.*

*This way, you'll be worn out fast and your output is equivalent to your input. That's not really impressive if you want to make more money easily.*

*Look around you. See what you can leverage on in your business or job.*

Read it and use the tip. You'll make more money after that.

Cheers  
Al.

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Rick now knew he needed to leverage on something if he wanted to be on the next level of making more money in life... easily.

That was when he remembered one client who owned a local Tv network.

'What happens if I can appear live on Tv? Would Tv make a good leverage? Definitely. Thousands of Americans would be watching me.'

Rick called James Anderson up. James was the owner of Sound Cable 5 Tv Network Inc.

'James, remember me? Rick, your lawyer who saved you \$7.6 million from being lost to your wife because of your divorce?'

'Sure I do, Rick! You are a life savior to me!' James answered.

'What can I do for you, buddy?'

'I am thinking of appearing live on Tv to add value to your viewers. This is going to sound strange, but I would appreciate it if I can appear on your 'Executive Today's Challenge' channel. I watch the channel every time. Last week, your company invited a real estate broker to be interviewed on how he purchased a property worth \$50,000.00 and managed to sell it for \$500,000.00 after 2 years. I can be interviewed on how to avoid wasting time when you are filing for divorce, without spending thousands of dollars. You know I can do it, James. I've done it for you.'

James agreed to put Rick on the next week's show.

It was a blast on that day he appeared live on 'Executive Today's Challenge' talk show. More people ended up hiring Rick to help them!

Rick hired 2 more new staff to take care of the administration and another lawyer to help them out. He would no longer accept 'normal' clients. All his clients must pass certain criteria before they could hire him and Robert. Both of them were doing this because they had to be very selective toward clients now. Rick would handle more important clients whereas the new lawyer Jonathan handled the less important clients.

Business was good. But Rick thought they could still make more money easily. So, Rick was going to ask Al for one last advice ...

## Lesson 4

Rick started typing his email to Al...

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Hey Al. I owe a huge thank you for all your help. Your simple words and advice have turned into wisdom on making money when I put it into practice. I'm not trying to be greedy, but I think I can do more.

What else I might be missing, Al? Can you please advise?

Your friend,

Rick.

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The next day, Al replied:

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Hey Rick,

You are not being greedy. In lesson #1 on attitude and mindset, you MUST learn that you deserve to be rich if you put in efforts.

I do agree with you, you are still missing another way of making money. It's called multiple streams of income. With your credibility and skill today, it's easy to get other streams of income without working. Sometimes, it doesn't require your efforts at all. Maybe, all you need to do is to make one or two phone calls.

I know Jason Curtis, one of your recent clients, whom you helped to save \$12 million. I'm sure he is very grateful to you. Do you know that he's in the middle of taking public his latest dotcom company, BizNet InfoTech Inc this year?

You could profit from this without working at all. If you have money, you can ride on his IPO and strike gold. But if you don't have money to invest, you can still make heck of a lot of money. How? I'm sure Jason is looking for joint-venture partners to invest in his company. To be a public-listed company, he needs as much funds as possible. With your network, I'm not surprise you'd have a few potential joint-venture partners you can introduce to Jason. In return, you can simply ask Jason to give a small percentage of the company's stock when it gets listed. If it doesn't, nobody loses. You don't lose anything because all you need to do is make a few phone calls.

Keep me posted once you've successfully made money from this simple idea. After you have done this, I have a final lesson for you to make more money easily in life.

Your friend,  
Al.

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Another 'Aha' had just hit Rick's head. He knew Jason quite well. In fact, he was just having dinner with him last week in Jason's sports club. But he did not ask Jason about his business. Jason was the type of guy who doesn't brag. So, if you didn't ask, he didn't tell.

He remembered James Anderson, the guy who owned the Tv network. James was looking for some business to invest in. Well, well... what other investment could be better than investing into Jason's promising dotcom company.

After making some phone calls, Rick hooked both of them together and the rest was history.

Rick didn't have to bother about everything. The company was scheduled to be listed by end of the year. By that time, he'd make over \$100,000.00 by just selling away his free company stock.

He started to see how easy it was to make money with what he already knows and has.

### **Rick's life been improving...**

Rick remembered that he still missed out on the last lesson. He replied to Al's last email:

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Hi Al,

I'm sending this email to ask for the last lesson to make more money easily. I hope you'll let me know as I'm ready for it now.

Cheers  
Rick.

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Al only replied after a week:

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Hey Rick,

You are already using the last lesson on making money everyday... but not to make money. It's called the internet. The methods you are doing now to make more money are the conventional business methods, or the offline world. The online world of making money is another paradigm. I did not reply to you for a week because I was on vacation in Switzerland and yet, because of the internet... I was still able to make money while there.

Not only the internet is low-cost, but it's nearly all automated. I've got customers all around the world buying my products online and it's all handled by systems. Then while I was in Switzerland, I was coaching some of my clients using emails. So, if you are not using the internet to make money, you are wasting a huge opportunity.

Your friend,  
AI.

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Rick now wondered what he could sell online. He called up Robert to brainstorm on this. After 30 minutes, Robert was at Rick's house.

'What AI said was totally right. We are already making lots of money by selling to clients mainly from our city. No doubt there are a few clients from other states but with the internet, we can reach other people in the whole of United States easier and cheaper! Not to mention... the world,' Rick said.

'Yeah. I totally agree with you. This is great...but what can we sell?' Robert interrupted.

'How about selling information...like books?' Rick followed.

'Better still... why not sell an ebook? This way, we don't even have to ship any tangible products or stock up inventory. We can write what we know that will add value to other people's lives.' Robert was excited.

After hours of brainstorming, they came up with what information they'd sell online. An ebook titled, '101 Tips on How to win a divorce and save all your money'.

They finished it in less than a week. It was just an ebook compilation of 101 tips that they have used for their clients!

It was not like authoring a book with great stories in it.

After 1 year, their online business was 80% automated. It was worth every single effort they put in to market online because they didn't have to work anymore, and yet they still received regular sales each month. It was not a lot of money, but enough to pay for their office rent and their administrative clerks.

Since the day Rick discovered all 5 lessons to make more money in his life, he never received any email from AI anymore. Even if Rick emailed AI, he never got a reply. It was a mystery who AI was... but Rick had achieved his dream and goal finally by understanding and applying the 5 lessons to make more money easily.

-----the end-----

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You now know the 5 lessons to make more money easily in your life.

Do you know how to create a powerful mindset and attitude to attract money to your life?

Are you a master communicator who can influence people and sell like crazy?

Do you know the marketing strategies that can increase your business profits and results many folds?

How to make money without putting additional effort with your current knowledge and skill?

Can you make money online and automate it?

The answers are all revealed in

**'How To Make More Money Easily' ebook!**

<http://www.makemoremoneylessons.com>

*Attention for ORDINARY PEOPLE who are making NORMAL income:*

*Do you sincerely want to be rich? If YES, before you learn anything else about increasing your income or making more money, read this first! ...*

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"You might have heard claims like that before ... and I know you're probably skeptical - But if you could earn more money by using my latest and proven money making strategies, isn't it time you reward yourself with what you want and enjoy your life? This could be the road to riches you've been waiting for!" -

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