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I grew up watching both my parents work tremendously hard to give my sister and I a great childhood. My dad would leave the house before 8am, most days he had on a dress shirt and tie.. and would head to the life insurance office. My mom would drop Maddie and I off at school and then head in as well.. 6-7 days per week. I never saw the idea of "lazy" growing up. I was embedded with "Hard Work, Works. If you want something more in life, hard work is the answer."

I know "working hard" isn't the best way to earn a lot of money. Providing service is. However, after being an entrepreneur full time since 2011.. let me tell you, to earn lots of money (Net Worth of 10M+ before 30) you need to provide



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earn lots of money (net worth of 10M+ before 30) yes you need to provide exceptional service but you also need to work your freaking ass off for a season of your life. You need to be known for your work ethic, and you need to leave all your competition in the dust and work so hard you embarrass everyone else. Again, for a season, not forever. Audit your effort so far in 2023... and recalibrate your level of intensity for 2024.

Some of yall still listen to "gurus" and "coaches" who have less than \$400,000 in a checking account.. and tell you that you can win big "working part time". That's a load of bullshit and you know it. Treat your business like a \$1M business and it'll pay you that, period.

#AM



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