

MILLIONAIRE NEXT DOOR

THE BIG IDEA: SPOT THE REAL MILLIONAIRE

Most real millionaires don't look like what you'd expect. They aren't flashy. They drive normal cars and live in normal neighbourhoods. Building wealth is not about how much you spend but how much you manage to keep. Often, the people who *look* rich are spending all of their money to make others think they are wealthy. Let's try to spot the real millionaire.

FLASHY FREDDY



- 1 Spends more than he earns every month.
- 2 Spends his free time shopping, not planning.
- 3 Loves showing off to impress others.
- 4 Gives his kids everything they ask for.
- 5 Got a big handout from his parents to start out, and expects more.
- 6 Never looks for new ways to grow money.
- 7 Picked his job for the fancy title, not because he enjoys the work.
- 8 Earns R80,000/month but rarely saves anything.

STEADY SARAH



- 1 Spends less than she earns every month.
- 2 Takes time to plan and grow her money.
- 3 Doesn't care about looking rich.
- 4 Teaches her kids good money principles.
- 5 Doesn't expect any handouts from her parents.
- 6 Always on the lookout for smart ways to grow her wealth.
- 7 Chose work she loves and works hard at it.
- 8 Earns R60,000/month and saves 20% before spending anything.

LET'S THINK ABOUT IT

Who do you think is wealthier?

Flashy Freddy

Steady Sarah

Why? Well, it looks like she applies the stuff Mini Millionaires
teaches us.

REMEMBER

This doesn't mean you can't enjoy the money you earn at all. After you save for your long-term dreams, you can choose the things that are important to you and spend your money on those. Ask yourself this: If a random person looks at all the money you spend, what will they think you value most in life?

*The contents of this resource were inspired by the book Millionaire Next Door



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