



The 7 Step Wealth Program

Build Your Financial Future

With Proven Results and Actionable Items in Every Chapter

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Step 5: Increase Income

How To Increase Your Income?

Now that we have discussed how to break down your expenses into percentages, it is time to focus on generating income. When you are on your journey towards financial freedom, it is critical that all your attention is focused on generating income and not the lack of income. The first 4 steps of this program were built for you to automate and keep track of your income and expenses. Therefore, you no longer need to worry about making ends meet because your debt and expenses are on autopilot. This liberates your energy to focus on more fun and important areas like generating income. So, let's get started on how to increase your income!

Lack Vs Abundance

Before diving into the two different ways to generate more income, we must understand the mindset behind lack vs abundance. Let me start with the lack mindset. A lack mindset is when a person focuses more on the debt, the bills coming in, the price tag on things, and the little income that's being produced. As a result, the person with a lack mindset clings to the things he or she does not have. In return, they refuse to freely give back because he or she is too scared of not being able to generate more. As long as you keep placing energy on what you do not have, your subconscious mind processes these thoughts to be true, and in return, the subconscious mind manifests more bills and expenses to generate the lack that is consistently in your thoughts. Therefore, if you find yourself with any of these thoughts of lack, it is critical that you shift your mindset into an abundance mindset.

With that being said, a person with an abundance mindset focuses on resources to generate more income. They focus on gratitude for what he or she already owns, as well as giving freely, knowing more will come in return. Once you shift your attention from debt and lack to gratitude and abundance, the floodgates of abundance will open and flow freely into your daily life. So start acting like a millionaire, start thinking like a millionaire, start feeling like a millionaire because abundance starts with a mindset. We have built the last three steps of this wealth program with abundance in mind, catered directly towards focusing on generating income to build out your financial future.

How to Generate More Income?

Shifting your mindset from lack to abundance is half the battle. Now, it is time to place action behind your thoughts. There are two ways to increase income; first, you can increase the value in the marketplace that you are currently in, and second, you can learn a life skill through a part-time job that will eventually become your full-time dream job. We will explain both ways to generate income below.

1. Increase Your Value in Your Full-Time Job

The first way to generate income is by increasing your value in the marketplace. **It is important to understand that in the market, you are not getting paid for the time you work but instead for the value and results you bring to your job.** For example, Patricia works as a secretary for a dentist. She was hired to answer calls, take client information, and book appointments around a busy schedule. Normally, when she's not busy, she's talking to her coworkers. This downtime does not increase her value in the marketplace. When she realized this, she shifted her mindset from chatting with her coworkers to building value in her workplace by generating more income. How did she do this? Patricia realized that in order to increase her value, she needed to bring in more leads on her own rather than just answering calls. She came up with a game plan and spoke with the owner about paying her \$250 for every client that walked through the door that wasn't already a client, and \$150 for any old clients that she can bring back that hadn't made an appointment in more than one year. The dentist agreed by writing her an email to serve as a contract and Patricia got to work.

She started using her downtime to go through the old client list with the idea of inviting them back and then asking for a referral of friends and family. She set a goal of calling 15 people per day and created a follow-up sheet to make sure she called back anyone that didn't answer. Patricia also started working on the company's social media to help bring in clients online. Within the first month, Patricia brought in 6 new clients for a total bonus of \$1,500. The owner was more than happy to pay her the commission because he would not have otherwise made these sales. She increased her value by learning new skills and also increased the business' value by bringing in new sales. It was a win-win situation.

Patricia focused on increasing her value by generating leads, which also increased her overall income. You do not need a fancy job title to increase your value and bring results. It can be as simple as being an intern and when your boss asks you for coffee, you bring the coffee, but you also bring sugar,

creamers, and a croissant. Going out of your way to build value without anyone telling you to do so is where growth in the market value lies. Develop this way of thinking in all areas of your life to really reap the rewards of your efforts.

2. Build a Life Skill: Part-Time

Now that we have learned how to increase our value in the marketplace and or in our current job, it is time to learn a skill that will build your future. How do we do this?

We start by choosing one new valuable life skill that we are passionate about. One that we can do remotely from anywhere in the world. This will be a skill that you are committed to mastering. Please note, mastering this skill will not come overnight and it will require a lot of practice.

The more you practice, the faster you will grow. Remember, in order to master this skill you will need to consistently work on it every day for the next 2-3 years. Choose a skill that brings you joy, curiosity, and excitement. This is a life skill that will help you reach your wealth goals.

Here is a list of some life skill ideas that you can choose to master in order to generate future income and freedom of time:

- E-commerce: Selling Products Online
- Social Media Management
- Facebook and Instagram Ads
- Google Analytics / Google Ads
- Blogging
- Video Editing
- YouTube Videos
- Get a part-time Job in Real Estate
- Teach your language to foreign students online
- Get a Commission Sales Job
- Designing Websites
- Meal Prepping

Some of these skills will start generating income for you right away, but the goal here would be to focus on a skill that you see needed in the future and stay consistent with it for 3-5 years. Remember, it is not about what you are getting that makes you valuable, but about what you are becoming that makes you valuable. In other words, don't focus on the income you are generating but instead focus on what value you are becoming through the process. The key here is to work full-time on your job and part-time on your freedom. Your area of freedom is what will make you millions.

What is Your Relationship with Time?

When you make purchasing decisions, is it based on saving time or money? The goal is to focus on saving time not money. If it saves you both that is great, but time is limited and that should be your area of focus.

For example, when purchasing a plane ticket, look for flights that are direct or have the shortest travel time. Whether wealthy or poor, we all have 24 hours in one day. How is it that people become wealthy if they have the same amount of time as everyone else? The answer is time management. Focusing on being efficient with time and not sacrificing time for money.

Step 5- Increase Income

Action Items:

1. Shift your mindset from lack to abundance.
2. Work on generating results at work and increasing your value in the marketplace.
3. Build your future by mastering a life skill part-time with the goal of making it your full-time job.

Placing action behind your goals is a major key to success. We have already laid out a list of some ideas on how you can generate more income. Now, it is your turn to sit down and brainstorm. Set a timer for 5 minutes and aim to come up with 25 new ideas on how you can generate more income. Do not think of how much time or energy it will take, as the goal here is to write down as many ideas as you can think of based on your current resources that you see available.

When you are sitting around your house wondering if you should watch TV or get on social media, think about your future. “Is that activity going to generate me income? Is it a short-term or long-term reward?”. It is okay to relax and take breaks, but just know when to take them and how long to take them for. The key here is to take rest but to rest very little. Do not let the weeds take over the garden. Stay focused on generating income and keep moving forward. Getting to financial freedom is not for everyone, but anyone can do it. It just takes hard work and discipline.

When you are doubting your abilities with thoughts like, “I can’t do that. I don’t have enough money or time,” ask yourself, “What resources do I have available to solve this issue?” Always remember, it is not the lack of resources but the lack of resourcefulness that is the real problem. So, start generating more income by increasing your value; your future is waiting for you!

“The secret to wealth is simple: Find a way to do more for others than anyone else does. Become more valuable. Do more. Give more.”

-Tony Robbins

