

# The \$400,000 Question !

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Do you have good prospects who still haven't put a plan in place to eventually quit trading time for money?

Hey, it's a honest question to you .... but, have you asked it to them ?

Seriously, what are your good prospects \*doing\* to ensure that they will not be giving up their most precious freedom - TIME FREEDOM - over the next 20 - 40 years?

Did you know that if you had \$400,000 you could walk into any bank in America and instantly \*lock-in\* atleast a 6% interest rate on your money?

What does that mean in monthly income? How bout just a mildly comfortable (just getting by) income of \$2,000 a month. But, still, here's the enlightening side of this:

That's \$2000 a month that comes in each and every month regardless of whether you massage your bankers back or not. Didly dee, indeed, you won't be doing one thing to have that royalty check come in every month. All ya had to do was find a lump sum of \$400,000 and give it to your friendly neighborhood banker.

Here's the Math:

$\$400,000 \times 6\% = \$24,000$  a year divided by 12 months = \$2,000 a month

And, here's the rub:

If you don't have that kind of money in the first place, how are you going to achieve a life that is without compromise? -- one that will allow you to be, have, and do all you've ever dreamed of?

Or, to paraphrase a passage from The Greatest Networker and put it in an \*income earning\* perspective ...

"What income-producing strategy or strategies will you put in place to ensure you live a life that will allow you to accomplish accomplishment?"

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According to The Greatest Networker, there are three ingredients in accomplishment.  
"..you get results; you learn, grow, and develop; you have fun..." All three are required  
and, if any one is missing, you don't have real accomplishment. "..no results--no income.  
No learning--you get left behind. No fun--you quit, or burn out, or burn out and quit..."  
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That's the \$400,000 Question you should ask all \*good\* prospects?  
( Stay tuned for the appropriate solution.)

Here's some very basic, but much needed education, you should throw at all your \*good\* prospects:

There's Only Three Ways To Earn Income:

Option 1: Trade Time for Money:

According to Bob Proctor, "By far the worst of the three income earning strategies, it is employed by approximately 96% of our population - doctors, lawyers, accountants, laborers, etc. There is an inherent problem with this strategy - saturation. You run out of time. If a person accumulates any degree of wealth employing this strategy, it will be at the expense of a life ..."

For more on this, [Click Here](#).

Option 2: Invest Money to Earn Money:

A very small percentage of the population can use this strategy because they don't have a few spare million laying around in the first place - just think Tiger Woods, Michael Jordan, Tom Hanks, Jim Carey, etc. etc. (or any sports figure or actor who can throw a few Million or two at the bank and let it sit - god bless em :-)

Option 3: Leveraging Yourself to Earn Money:

With this option, you can explain to your prospect how they can somewhat re-engineer (or reverse) "The \$400,000 Question." Instead of needing a lump sum of \$400,000 to earn \$2k/month in residuals, what if they built a \$2k/month royalty check, via the magic of compound people leverage and geometric progression. Through the power of a duplicating word-of-mouth advertising and referral marketing business, "The \$400,000 Question " now becomes The \$2000 per month Answer.

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