

HOW **MONEY** WORKS & HOW TO GET IT



A Complete Timeless Guide

Nothing like this video exists on Youtube

Try Pitch



In this video, we will learn...

**How money has
always worked**



**Specific Skills You Need
to Learn to make money**



**How Almost All
Businesses Work**



**A Step-by-Step Guide on
How you Can Make Money**



Basically, this is a complete guide, where I haven't kept anything to myself.
This actually is everything you need to know to understand money.



 **By the end of this video....**



**You won't feel confused
about money anymore..**



**You can look at any person or business
& know exactly how they earn money.**



**You will actually know
How everything works!
From the Ground up.**

Almost every industry.



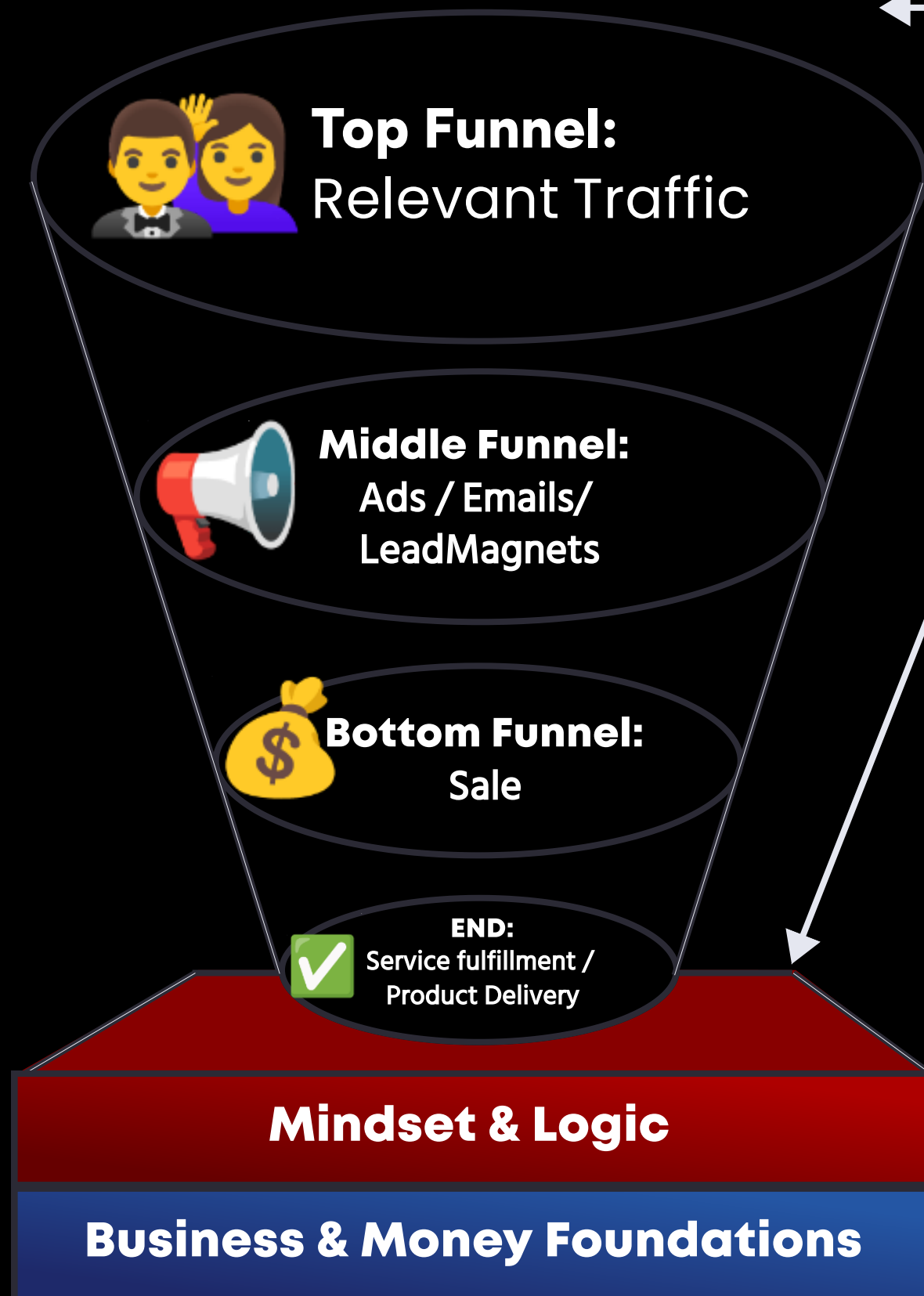
**You will be able to think about
money for yourself & won't be
fooled or Scammed.**

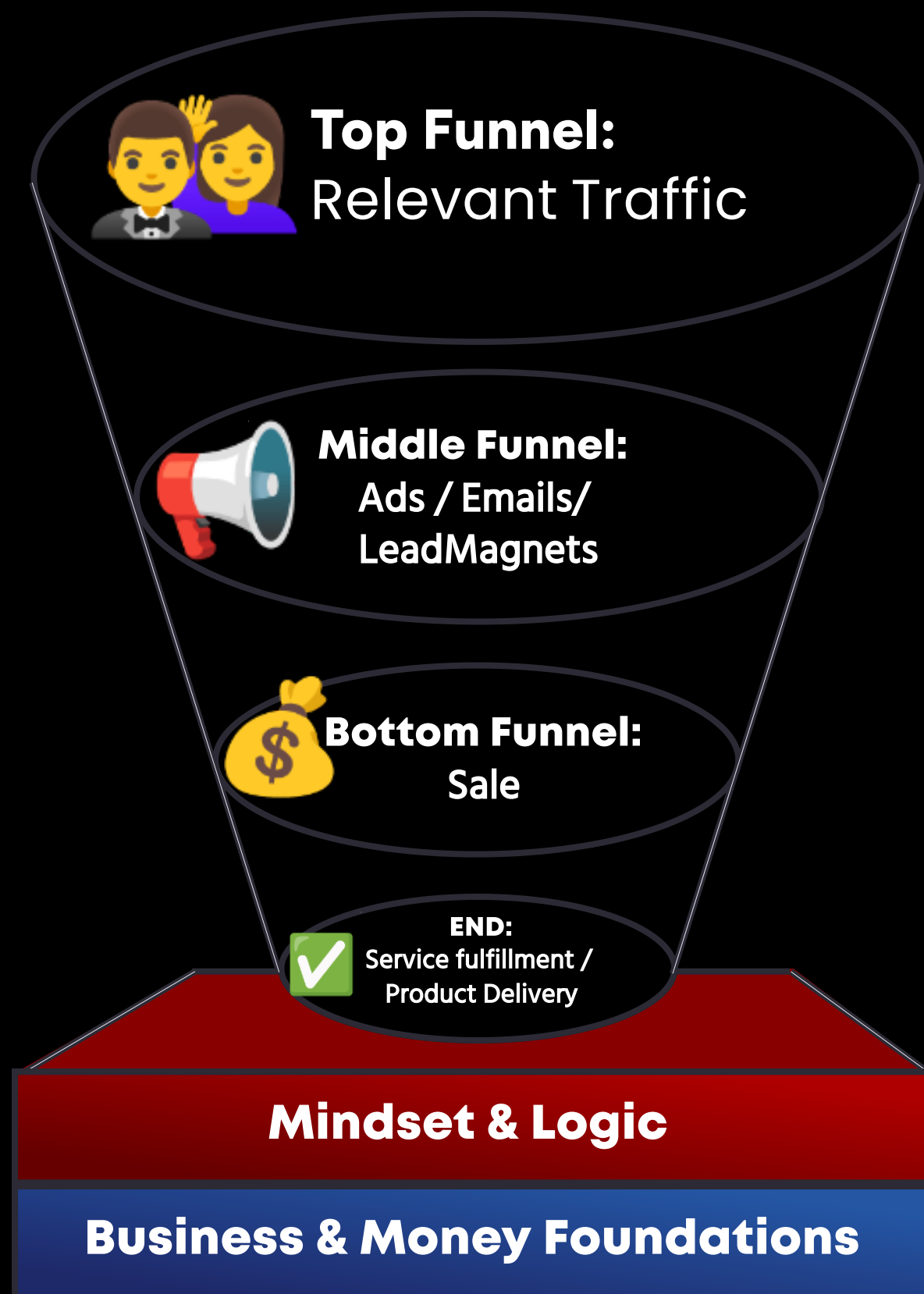


**You will know exactly what to do
to start earning money from today.**

 **We are going to see that all money is made using a Funnel like this:**

**And Different Jobs Pop Up
At Different Levels of
This Funnel - - - - -**





If you just understand this entire stack & how it works you will be able to make money doing anything you like.

Fitness 💪

Beauty 💄

Tech Skills 💻

Education 📚

& Pretty much any industry..

👀 Let's look at a few examples!

Post Relevant content online that positions himself as an expert *to potential buyers only.*

Video Content Like:

- How to Lose Weight Fast
- How I got Abs & How you can too.
- The best supplements to take for building muscle.

Goal 🎯

Getting an Audience of people who want to get in shape.

Skills Required 📌

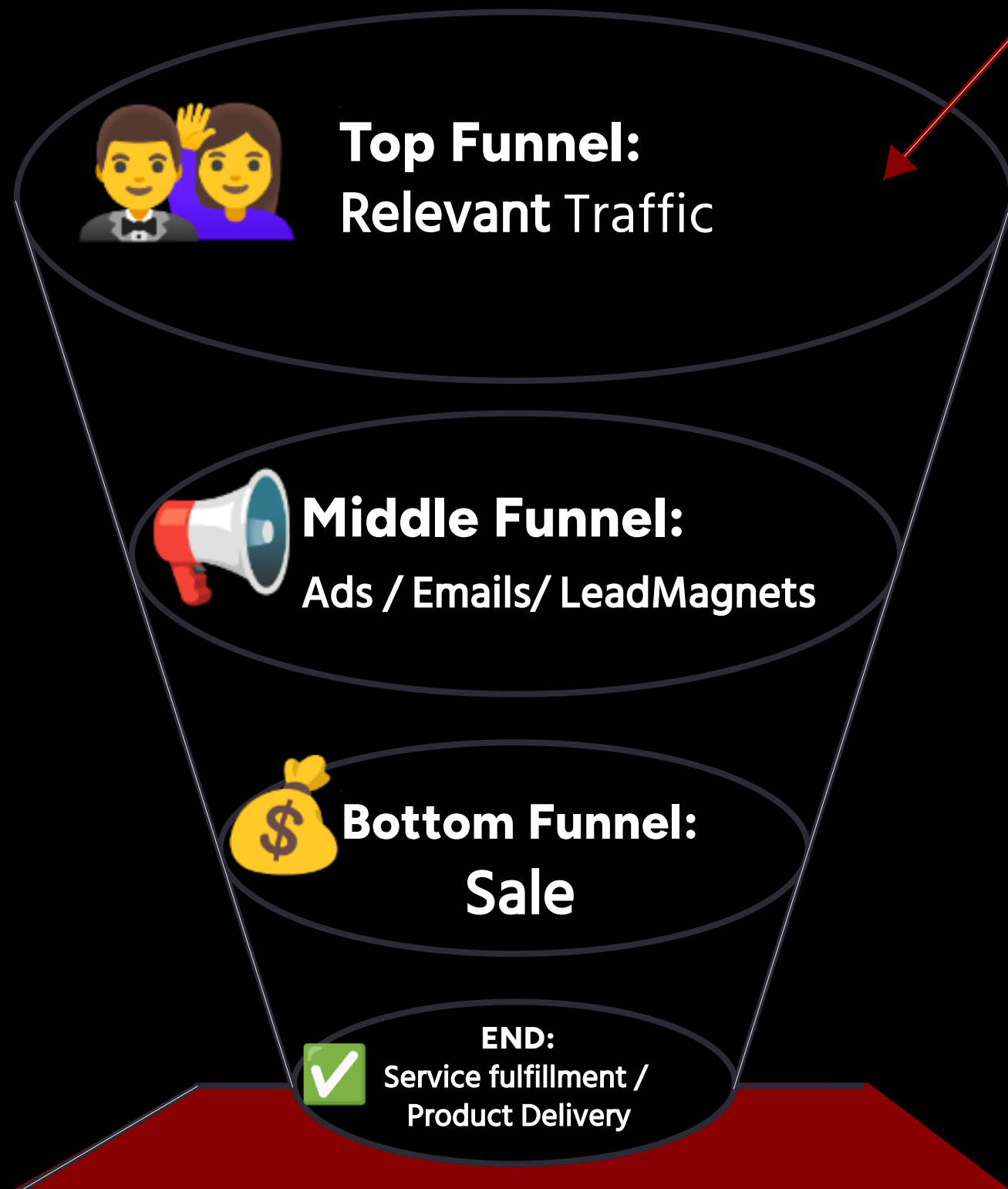
Knowing How to Write Scripts. Filming. Editing.
How to Speak on Camera etc.



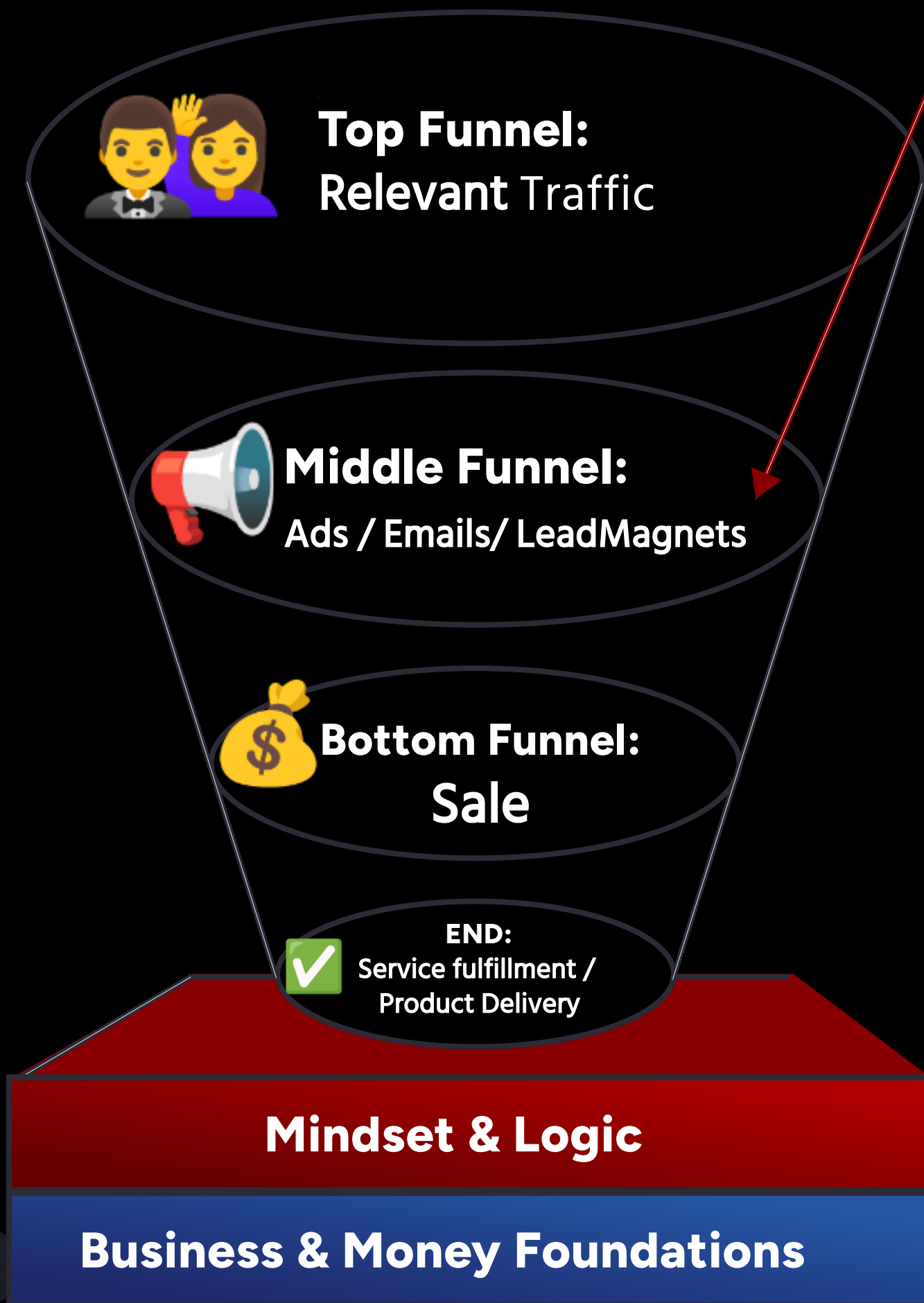
Fitness 💪

*This is Eddie. He is a Fitness Guy.
Here's how he can make money from fitness.*

HOW **MONEY** WORKS
& HOW TO GET IT 🤝



👀 Let's look at a few examples!



After building an audience that *knows, trusts & likes* Eddie, he will collect their emails or target them with ads to sell stuff that would solve his audience's problems.

Things he would do:

- Give away Valuable PDFs like: Workout Routine / Meal Plan PDFs that his audience would happily give their emails for.
- He would create a One-to-One Coaching program that gets people in shape.
- He would send emails telling his existing audience to sign up or target them with ads.



Fitness 💪

*This is Eddie. He is a Fitness Guy.
Here's how he can make money from fitness.*

HOW **MONEY** WORKS
& HOW TO GET IT



👀 Let's look at a few examples!

He will start getting sales from his emails and ads. He will service 40 clients at 500\$/month each for a 6 month guaranteed weight loss program.

The Program Would include :

- Meal Plans + How to Prep
- Daily Accountability Group
- Work Out Plans
- Daily Coaching Calls.



Fitness 💪

*This is Eddie. He is a Fitness Guy.
Here's how he can make money from fitness.*

HOW **MONEY** WORKS
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Top Funnel:
Relevant Traffic



Middle Funnel:
Ads / Emails/ LeadMagnets



Bottom Funnel:
Sale



END:
Service fulfillment /
Product Delivery

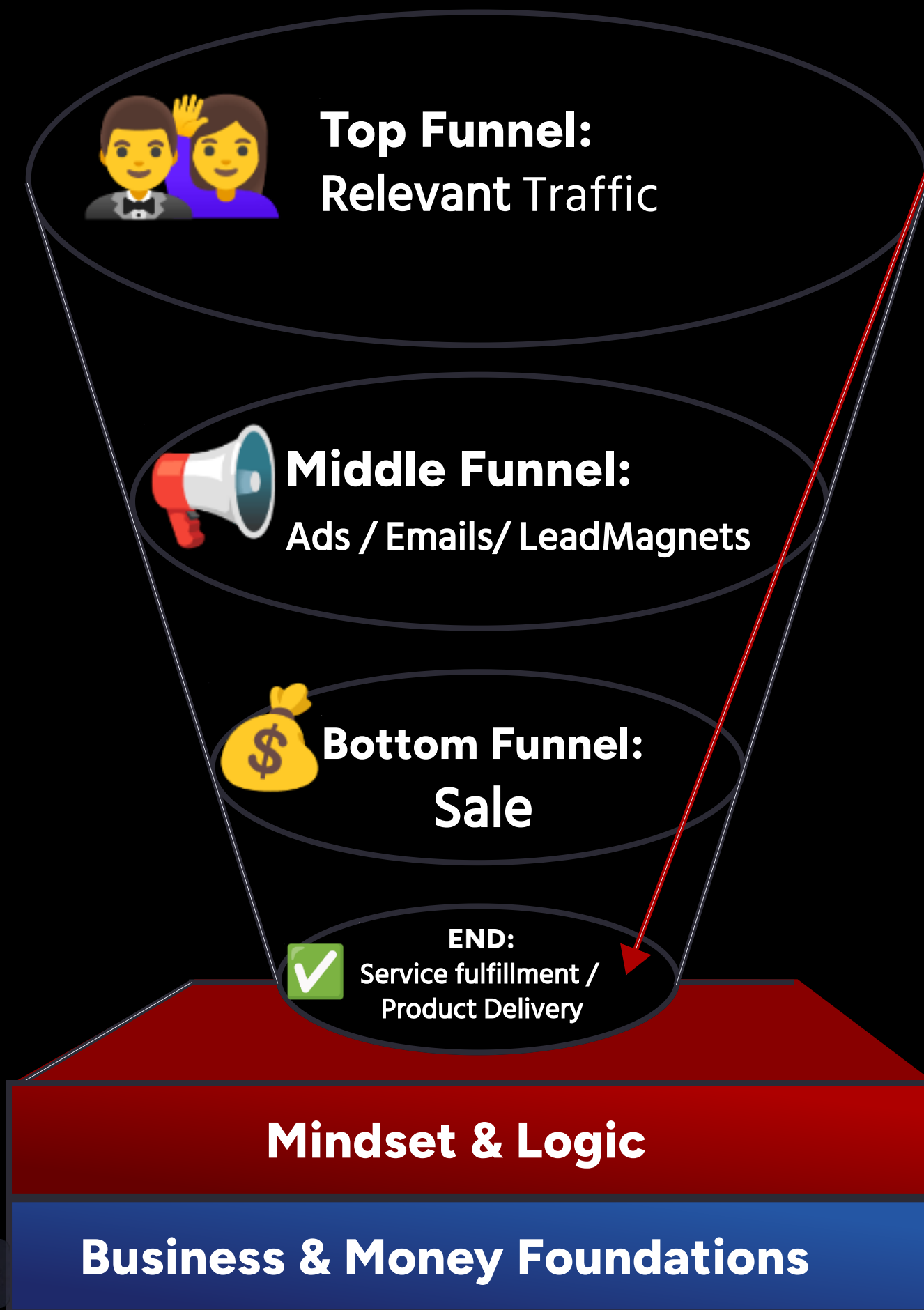
Mindset & Logic

Business & Money Foundations

👀 Let's look at a few examples!

He would actually need to deliver results and collect client testimonials which he could run as ads later or talk about in the middle of his content at the top funnel.

We will discuss how to make a product or service that actually works later in this video or else *none of this works* ❌



Fitness 💪

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Here's how he can make money from fitness.*

HOW **MONEY** WORKS
& HOW TO GET IT



👁️ Let's look at a few examples!

Post Relevant content online that positions herself as an expert / liked figured ***to potential buyers only.***

Video Content Like:

- How to do bridal Make-up
- A Lady's Complete Guide to Makeup
- How to Style Your Outfits! Complete Color theory

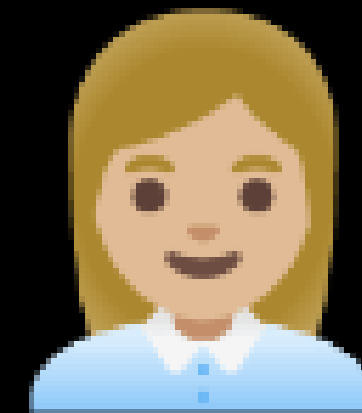
Goal 🎯

Getting an Audience of Women who are into beauty & fashion.

Skills Required 📌

Knowing How to Write Scripts. Filming. Editing.

How to Speak on Camera etc.



*This is Maria. She is in Beauty & Fashion.
Here's how she can make money from it.*

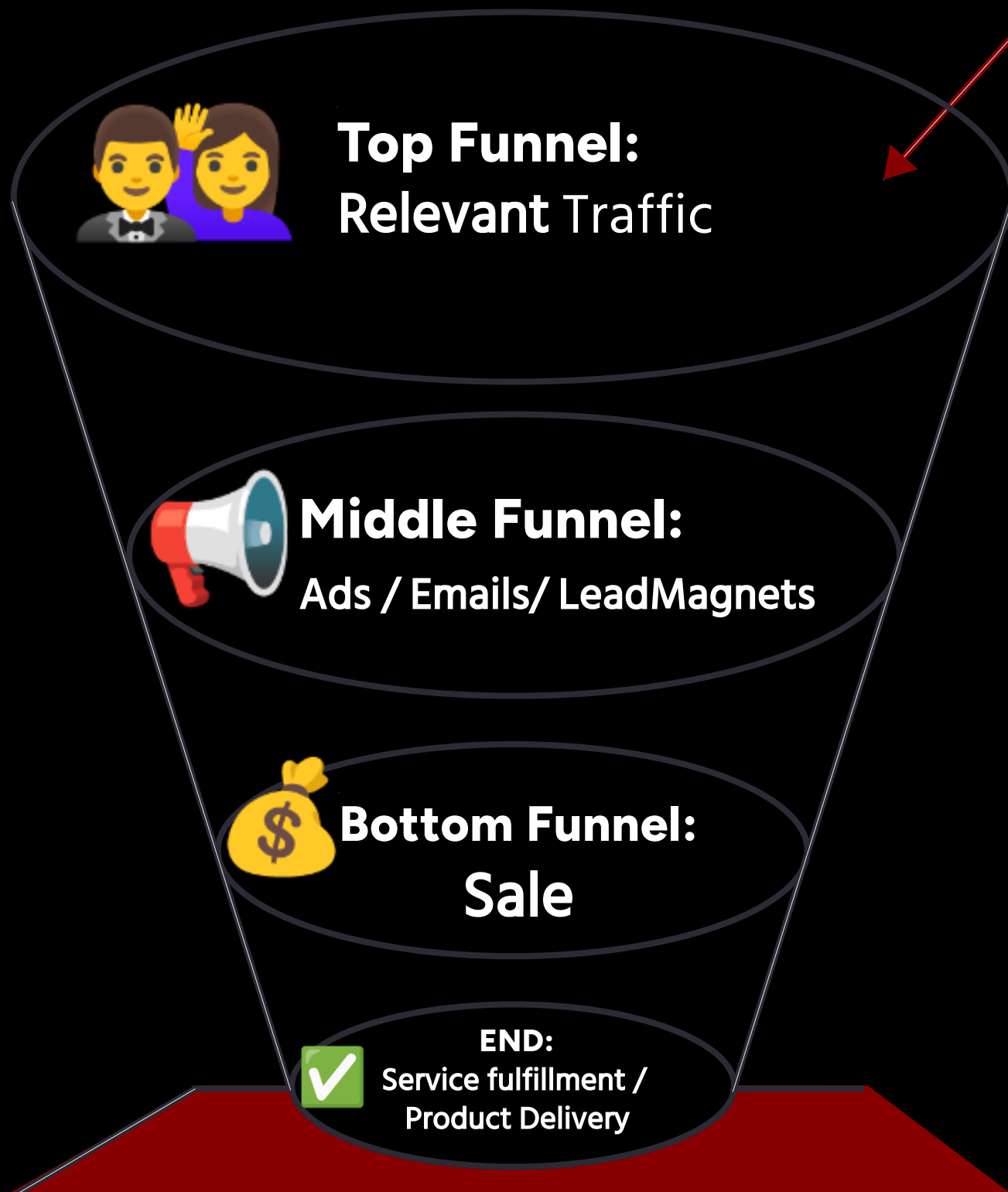
Beauty 📺

HOW **MONEY** WORKS
& HOW TO GET IT 🤝

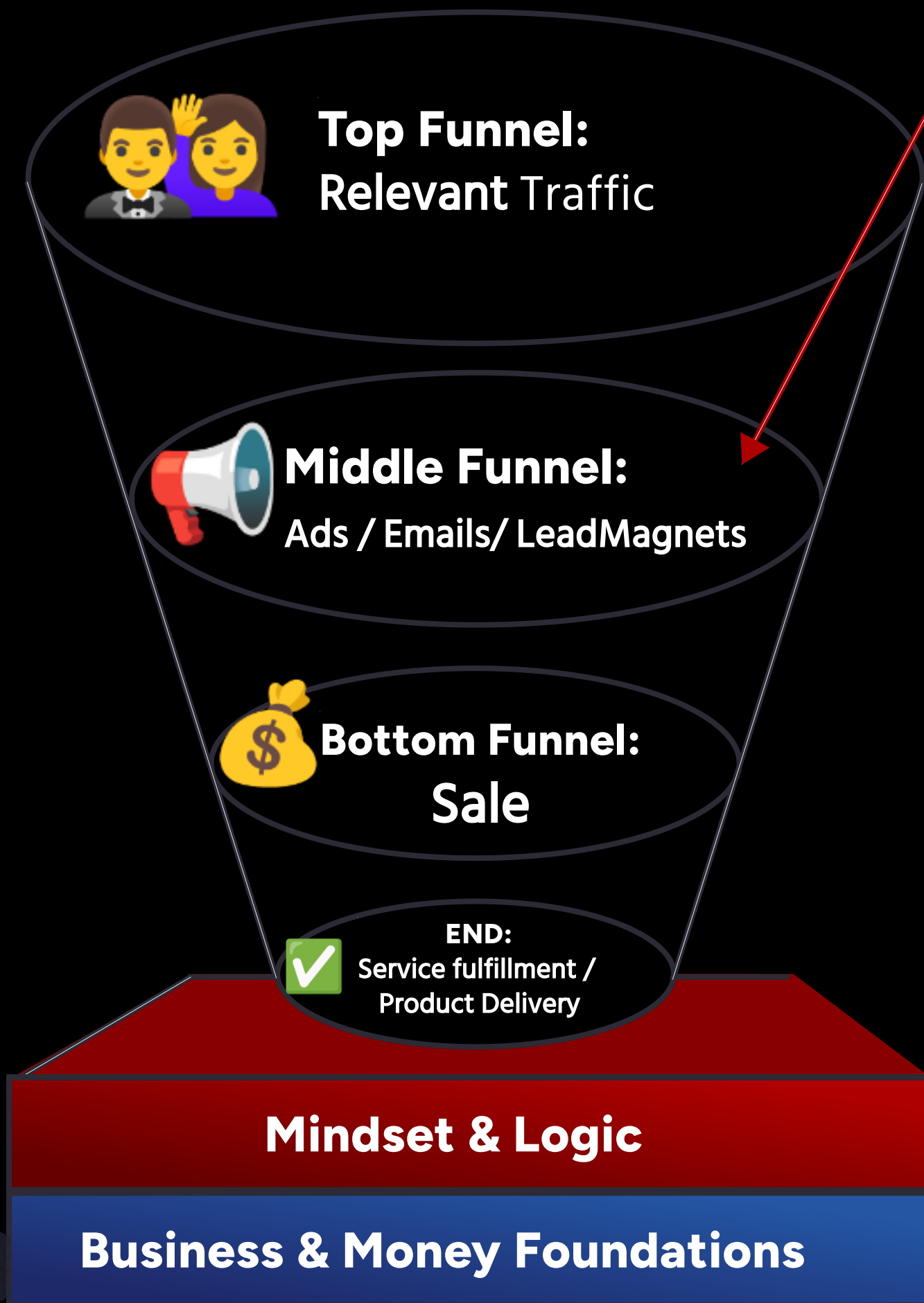


Mindset & Logic

Business & Money Foundations



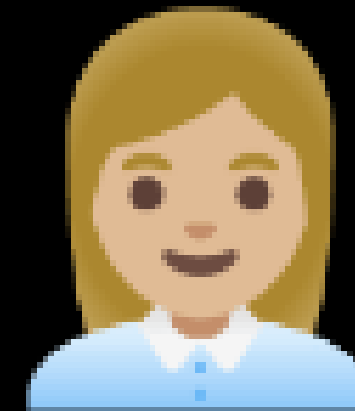
👀 Let's look at a few examples!



After building an audience that *knows, trusts & likes* Maria, she will collect their emails or target them with ads to sell stuff that her audience would buy.

Things she would do:

- Give away Valuable PDFs like: Complete guide to styling Outfits PDF, Complete Guide to Makeup, Essential Jackets PDF + How to style them.
- She would keep collecting email addresses and later she could monetize these emails by:
- Starting her own Clothing line, Make-Product Line or become an affiliate.



*This is Maria. She is in Beauty & Fashion.
Here's how she can make money from it.*

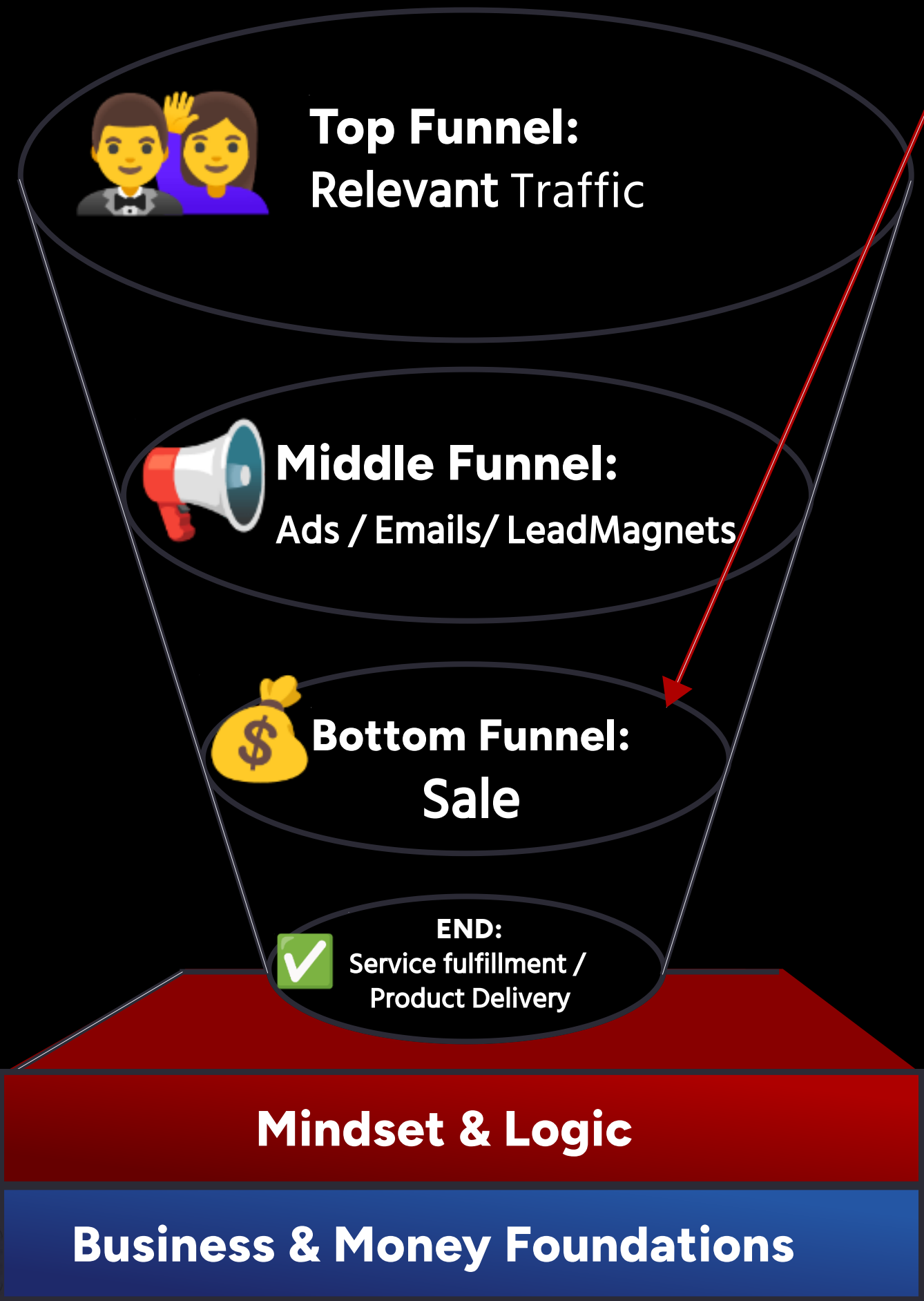
Beauty 📢

HOW **MONEY** WORKS
& HOW TO GET IT 🤝



👁️ Let's look at a few examples!

She will start getting sales from her emails and ads. She will sell 10 jackets at 200\$ each per day. Calculate her profit. Or get affiliate sales.



*This is Maria. She is in Beauty & Fashion.
Here's how she can make money from it.*

Beauty 📢

HOW **MONEY** WORKS
& HOW TO GET IT 🤝

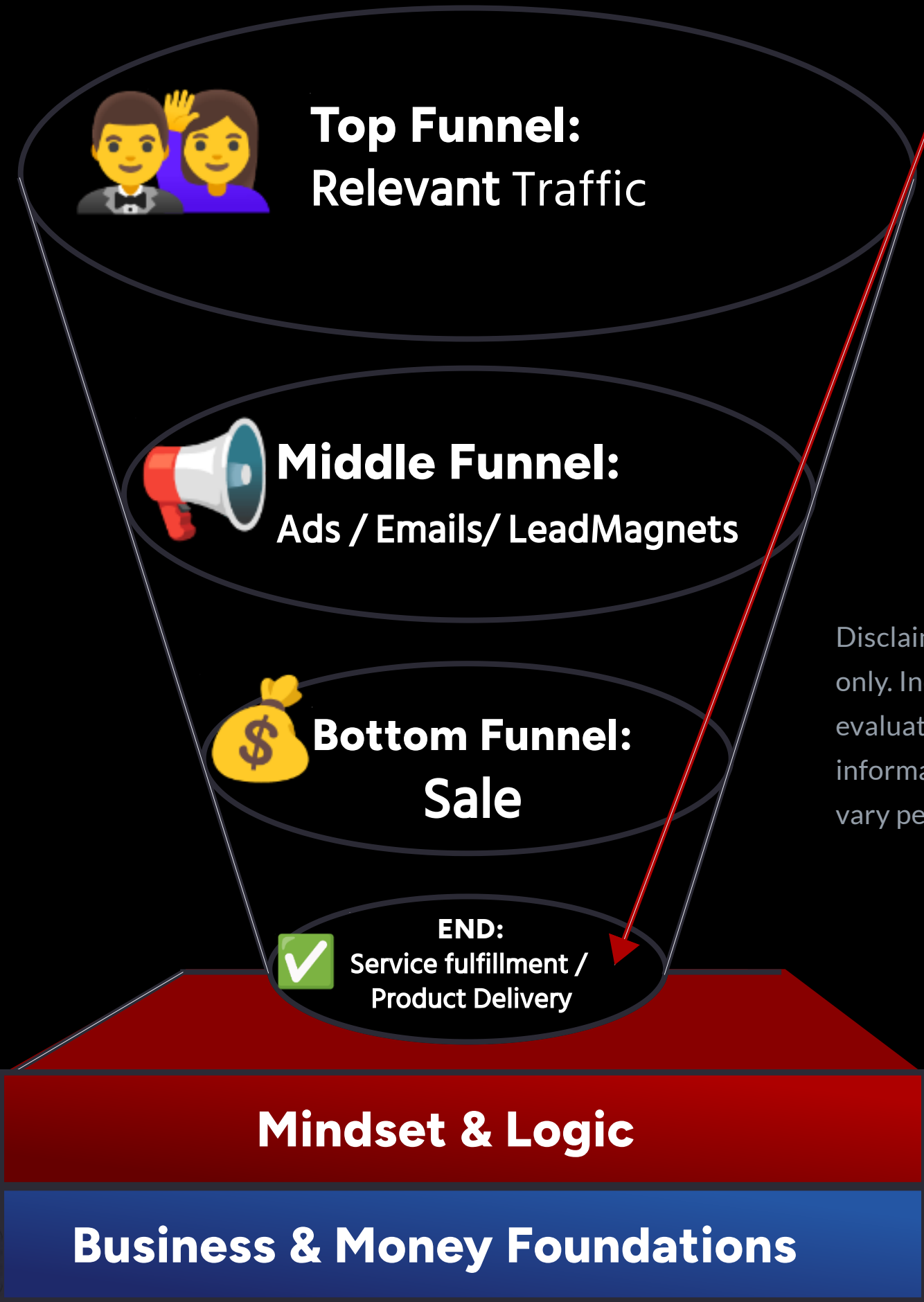


👀 **Let's look at a few examples!**

She would get the products delivered to her happy customers or get a kick-back from affiliate sales.

In this video, however, we are going to learn how to make money without having to invest any money.

Disclaimer: The information shared here is for educational purposes only. Individuals and business owners should think for themselves and evaluate their own business strategies and identify potential risks. The information shared here is a not a guarantee of success as results may vary person to person.



*This is Maria. She is in Beauty & Fashion.
Here's how she can make money from it.*

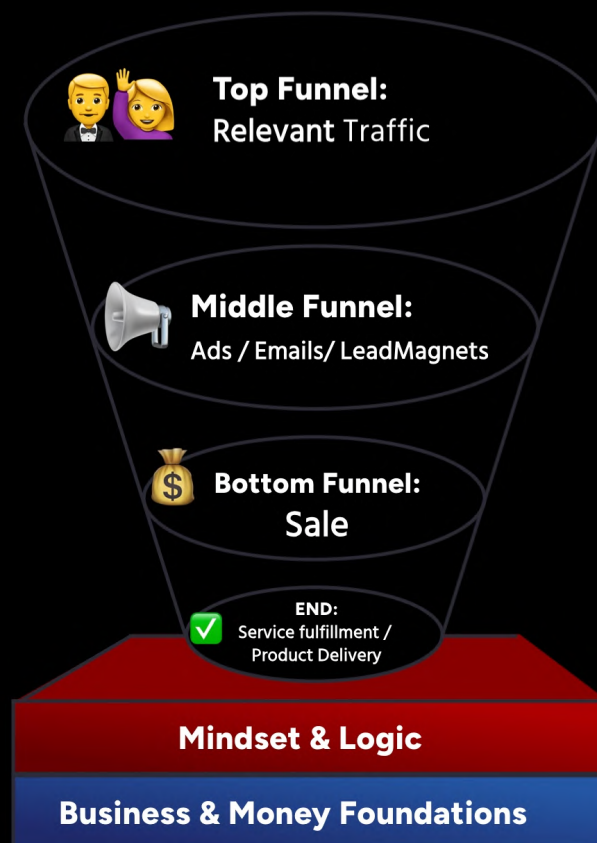
Beauty 📢

HOW **MONEY** WORKS
& HOW TO GET IT



HOW **MONEY** WORKS & HOW TO GET IT

Before we start the course,
Let's see how everyone makes money 💰
using the *same exact system* you will learn in this course...
-----➡ Including me.





- **Jeff Nippard: Fitness**
<https://www.youtube.com/@JeffNippard/videos>
- **Tom Beckles: Fitness**
<https://www.youtube.com/@TomBeckles>



- **My Business, EnglishBoli: Education**
https://www.youtube.com/@_englishboli/videos
- **IELTS Advantage : Education**
https://www.youtube.com/watch?v=-BV_IrcRIEQ



- **Ethan Davis: Music**
<https://www.youtube.com/@CompleteProducer>
- **Andrew Huang**
<https://www.youtube.com/@andrewhuang>



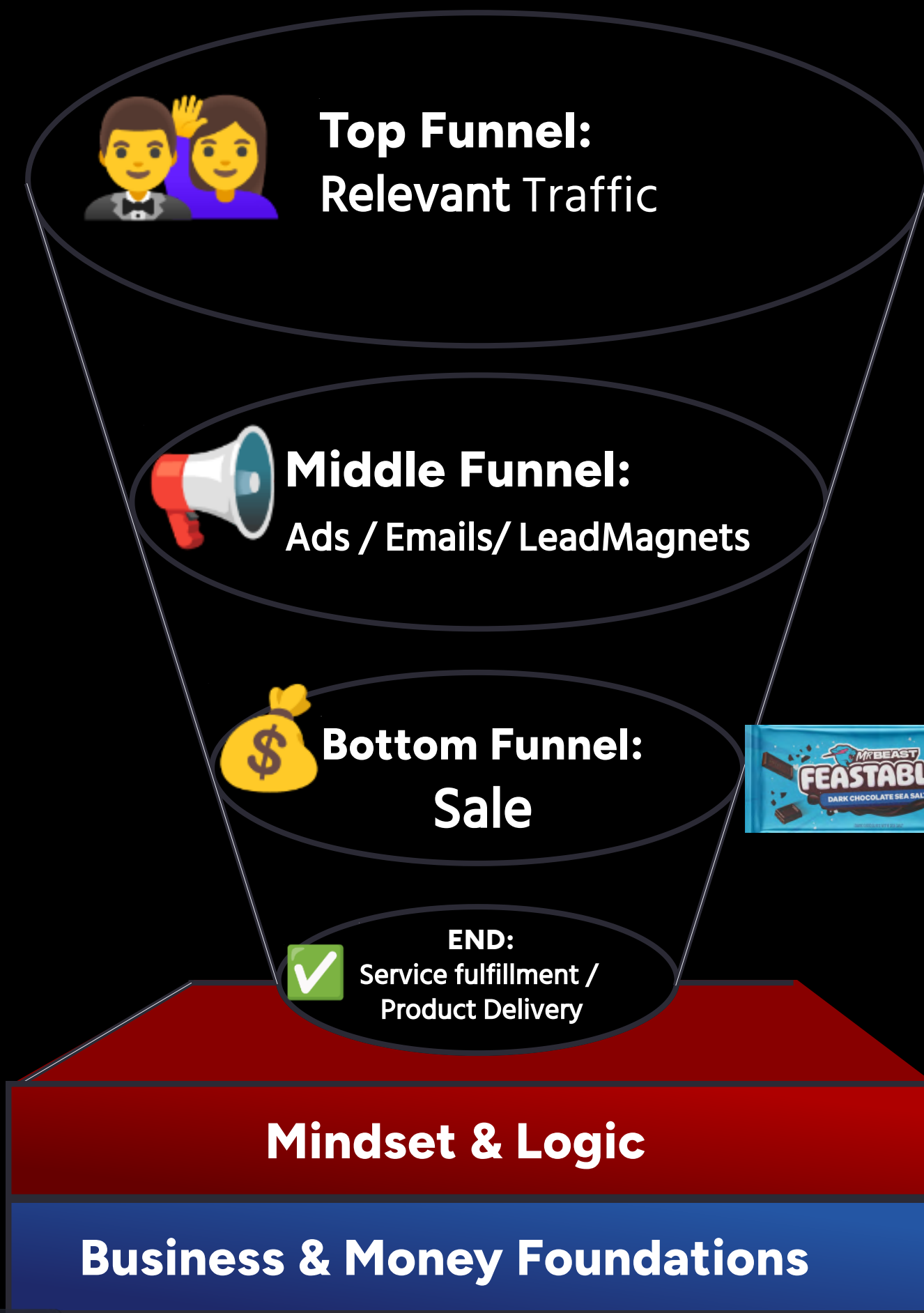
- **Jessy Hartel : Beauty**
<https://www.youtube.com/watch?v=y9kEDEmvtYQ>



- **Patrick Spiegel : Web Design**
<https://www.youtube.com/watch?v=y9kEDEmvtYQ>

All Money and Businesses work exactly the same way.
Not just the few examples given here.

Music. Entertainment. Service Businesses
Everything pretty much.



**All Big Brands do
the same thing.**

We will learn every essential & Timeless
concept that money and business works on.

Brand

Moats/Unfair Advantages

Margins

Economics

Sales

Markets

Systems

Compounding

Psychology of Money

Cash Flow

All businesses work on the same principles.
So everything we learn will be practical & applicable.
And ***NOT theoretical mumbo jumbo.***

And many
more!

HOW **MONEY** WORKS & HOW TO GET IT



At this point, you might wonder 🤔
what makes me qualified to talk to you about any of this...?

Hi, I am Tanvir.



I was born in Bangladesh.
Which is listed as a "third-world" or developing country.

Is Bangladesh a second or Third World country?

Countries that are part of the 'Third World' are Angola, Bangladesh, Bhutan, Bolivia, Cambodia and more. Nations

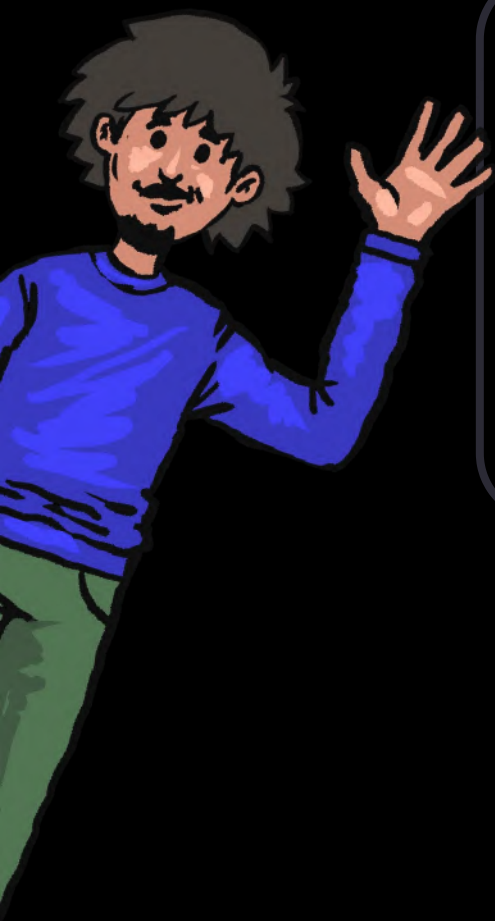
Which ranks 23rd in the world for having the most corruption.

What is Bangladesh's rank in corruption?

In Transparency International's 2024 Corruption Perceptions Index, which scored 180 countries on a scale from 0 ("highly corrupt") to 100 ("very clean"), Bangladesh scored 23.



My parents split up when I was in the 5th grade.
My sister and I grew up with our mother who was a stay-at-home mother.
So, money was tight growing up and I knew I had to **figure it out**.



When it was time for me to go to college,

My dad said he would not pay for it. It was around 10k USD for the entire 4 year program. So, I knew I had to make my own money fast. So, I started an English learning company called EnglishBoli. *Without any help or investment from my parents or anybody.*



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My dad said he would not pay for it. It was around 10k USD for the entire 4 year program. So, I knew I had to make my own money fast. So, I started an English learning company called EnglishBoli. *Without any help or investment from my parents or anybody.*



EnglishBoli

1.1M followers · 0 following

EnglishBoli is Bangladesh's Largest Online

Academic camp



EnglishBoli

@_englishboli · 402K subscribers · 7 videos

EnglishBoli is an online English learning platform ...more

Customize channel

Manage videos

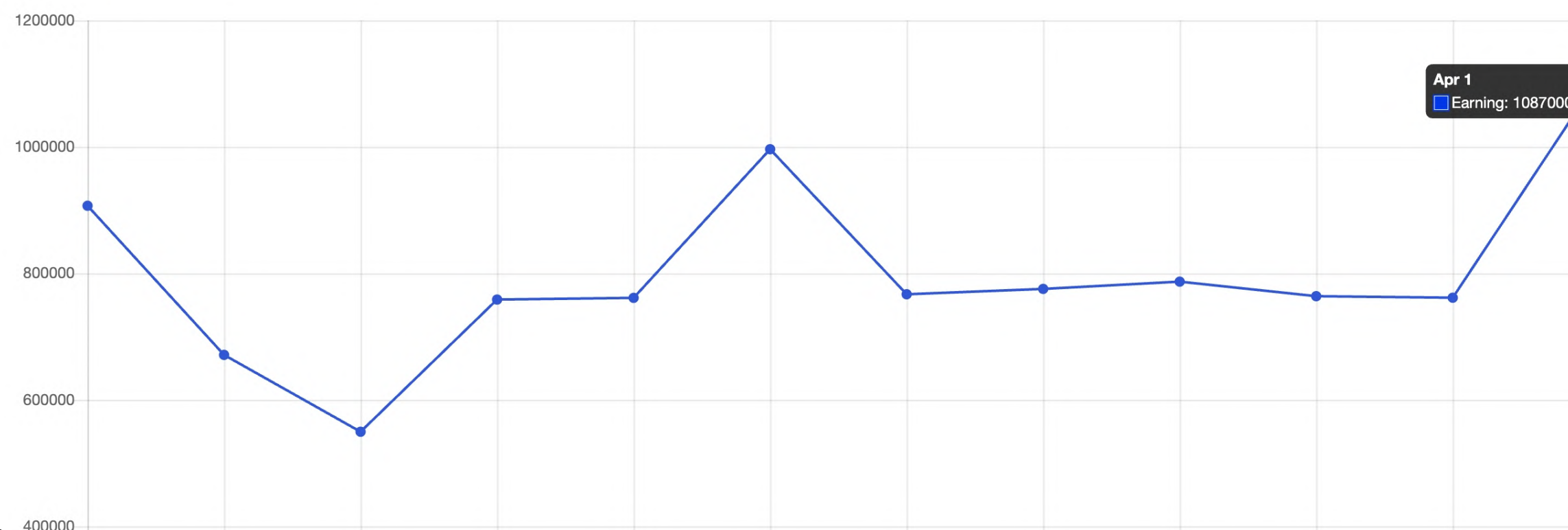
And in three years, I grew it to 1.1m+ Followers on Facebook, 400k+ Subscribers on Youtube and to 10,000 USD a month in income.

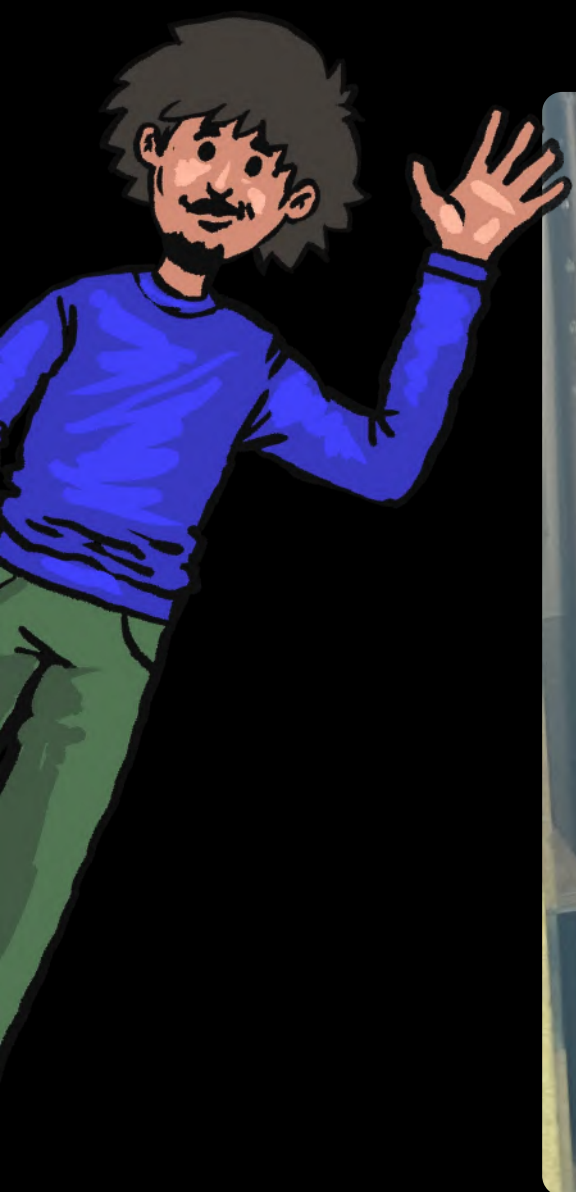


I really wanted to prove, that you could make 10,000 USD a month in a developing country, without any investments, where the average income per person is 250\$/month.

The average monthly income in Bangladesh is roughly 26,000 BDT (around \$213 USD). However, the median monthly income is lower, at 24,100 BDT. This means that 50% of workers earn more than 24,100 BDT, and the other half earn less. [🔗](#)

Earnings Chart for Last 30 Days





440\$ in a day.



10:24 admin.shurjopayment.com

Successful Transaction (Last 10)

Instrument	shurjoPay Order ID	Date Time	Currency	Amou
bKash	ELB67ae12dc9195f	2025-02-13 21:44:31	BDT	5,000.0
bKash	ELB67ae1018d1523	2025-02-13 21:31:25	BDT	5,000.0
bKash	ELB67ae0807b5aec	2025-02-13 20:57:02	BDT	5,000.0
bKash	ELB67adf7915c472	2025-02-13 19:47:00	BDT	5,000.0
bKash	ELB67adf09b32ef5	2025-02-13 19:17:08	BDT	5,000.0
Nagad	ELB67ade93ec2e7e	2025-02-13 18:47:05	BDT	5,000.0
bKash	ELB67add552918fc	2025-02-13 17:21:15	BDT	4,000.0
bKash	ELB67ada9b6e9d68	2025-02-13 14:14:21	BDT	5,000.0
UCB VISA	ELB67ace238b57e2	2025-02-13 00:05:19	BDT	5,000.0

I managed to do all this from just one small room in an apartment, with a laptop and an internet connection.



I personally do not know anyone in this country who did something like this locally at my age. *The results I got statistically were :*

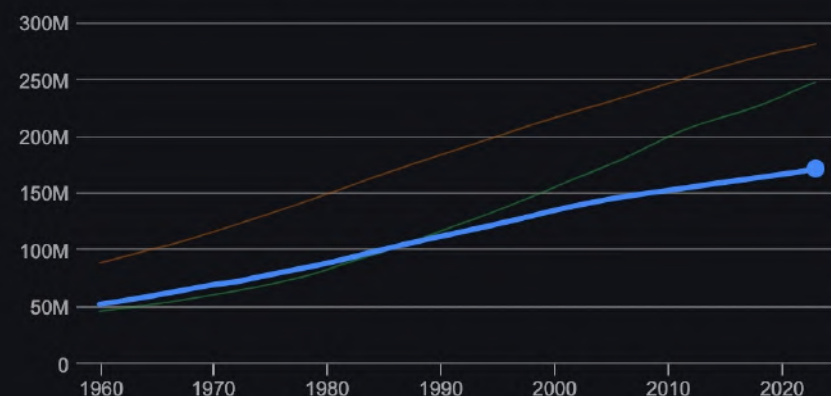
The probability of an event happening when the odds are 1 in 171 million is:

$$\frac{1}{171,000,000} \approx 0.00000000585$$

or 0.000000585% (about 5.85 in a billion).

Bangladesh / Population

171.5 million (2023)





Because of all this, I ended up on Tedx as a speaker.

WHO AM I?

Split up → University Fees

TEDx

0:14 / 31:18

Why Entrepreneurship Is More Than Just Business? | Tanvir Ahmed Teyder | TEDxDhanmondi

TEDx Talks 44.3M subscribers

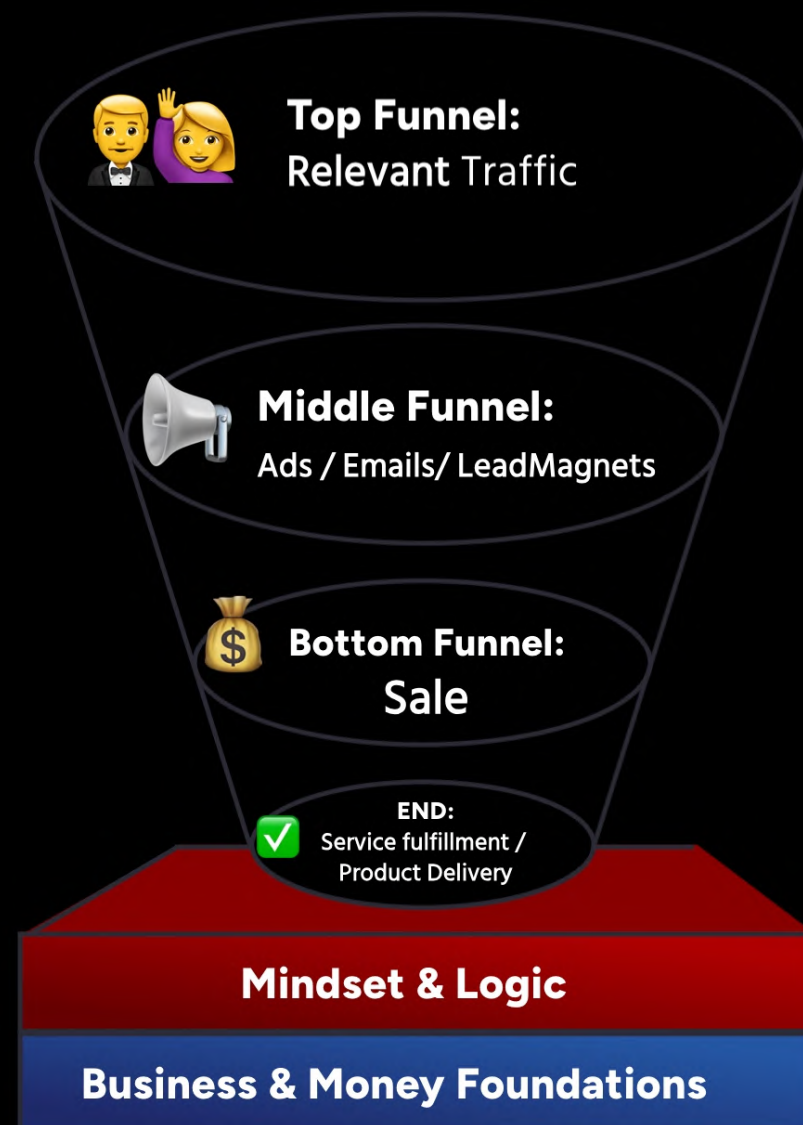
50 | Share | Save | Download

And how did I get these results?



I read over a 1000 books on every part of running a business.
And did well over a thousand courses at this point.

- from people who knew what they were talking about.



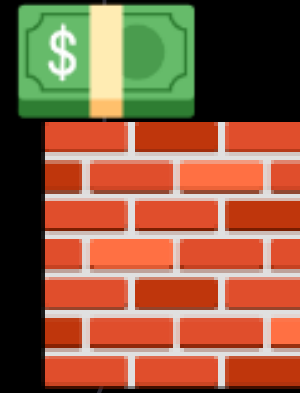


The information I am about to share with you in this video changed my life and I believe it can do the same for you.

& That is why I am making this video. It's completely free 💪

Let's Start! 🚩

The Foundations of BUSINESS & MONEY

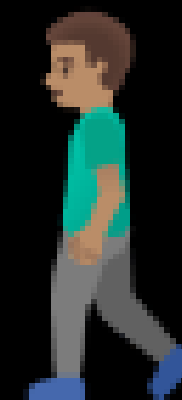




Your University.



20\$



Your Home.



15 minute walking distance

However..

One day, You wake up late, it is raining outside
and your Semester Final Exam starts 5 minutes later.



Rule #1 of Money



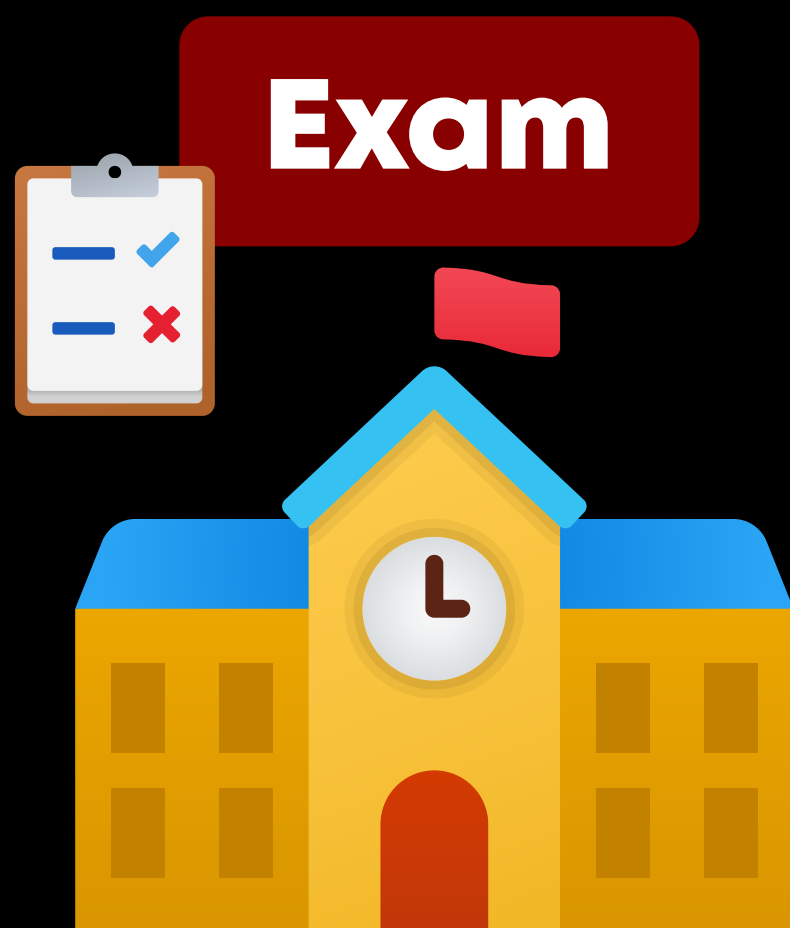
Someone will only hand you an amount of money which is far lesser than the value of the thing they get in return. **This value is subjective** and differs from person to person.



Rule #1 of Money



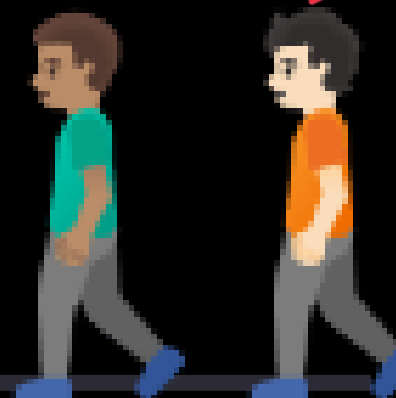
Someone will only hand you an amount of money which is far lesser than the value of the thing they get in return. **This value is subjective** and differs from person to person.



Your University



20\$



Your Neighbor who goes to The same University.

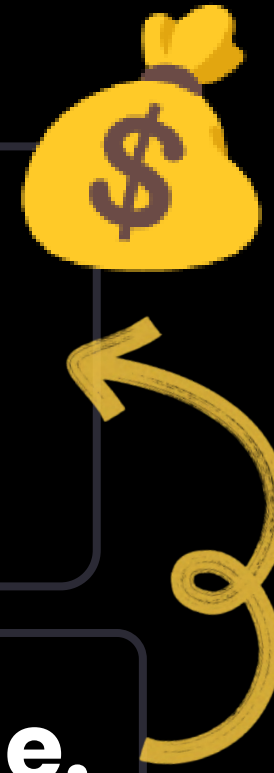
15 minute walking distance

Your Home/dorm

Rule #1 of Money



Someone will only hand you an amount of money which is far lesser than the value of the thing they get in return. **This value is subjective** and differs from person to person.



The entire world's economy runs on this rule.



Money only goes from one person's hand to another person's hand *when both parties win*. Or else it is a SCAM!!

We will look at the money exchange formula in a bit...

Rule #2 of Money

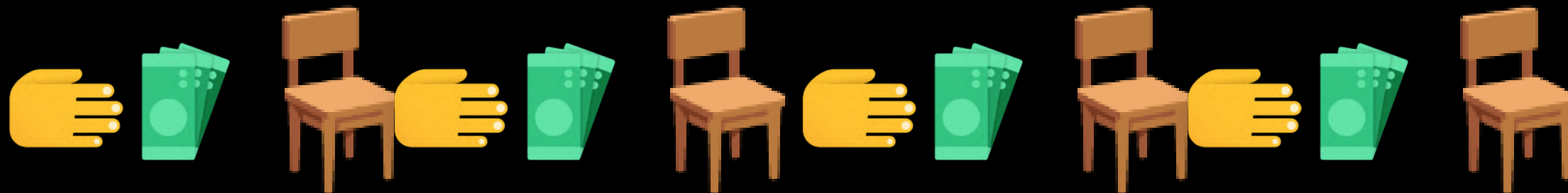


Money works in **circulation**. Money is NOT like food. It is not consumed by anyone. It simply goes from one person's hand to another person's hand.



So, no one really "makes money". They just get it from another person. And they get it by using Rule#1.

Which is basically what is called a "**SALE**"



This is how you get "markets". Like the furniture market.

& Demand & Supply in markets. We will understand these ideas later.

So, This is how a **Sale** works The Money Exchange Formula

The Subjective Value of Mr.Ted
having a nice chair he loves to sit on

→ 5000\$

What Mr. Ted can afford

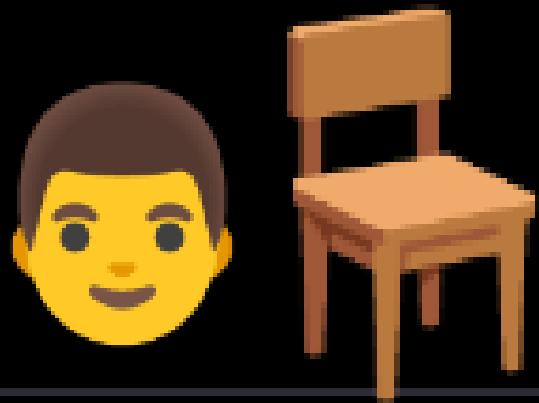
→ 200\$

Your Selling Price

→ 50\$

Cost to Make
a Chair.

→ 10\$



This is Mr. Ted.
He wants to buy a chair.



This is you.
You are selling the chair.

So, This is how Sales work The Money Exchange Formula

The Subjective Value of Mr.Ted
having a nice chair he loves to sit on

5000\$

What Mr. Ted can afford

200\$

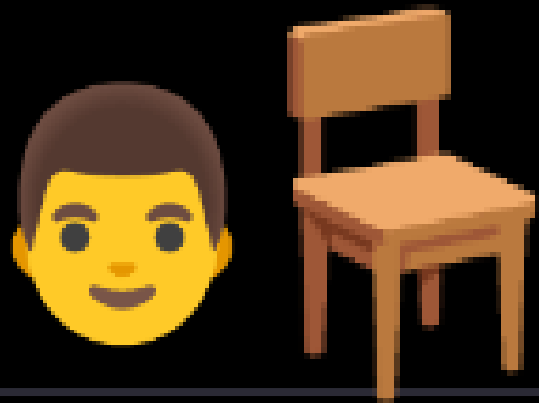
Your Selling Price

50\$

Cost to Make
a Chair.

10\$

Your Profit



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The Subjective Value of Mr.Ted
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5000\$

What Mr. Ted can afford

200\$

Your Selling Price

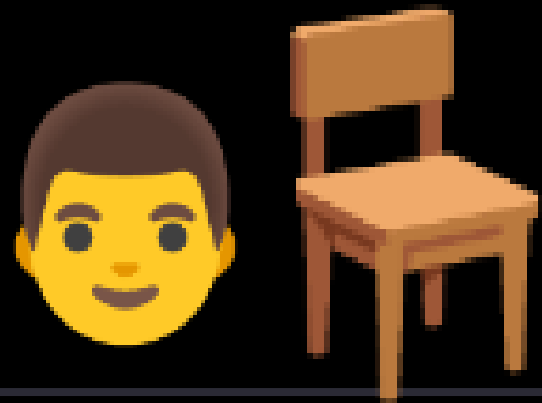
50\$

Cost to Make
a Chair.

10\$

*Mr. Ted's
Subjective Value or
Enjoyment*

Your Profit



This is Mr. Ted.
He wants to buy a chair.



This is you.
You are selling the chair.

So, This is how Sales work The Money Exchange Formula

The Subjective Value of Mr. Ted having a nice chair he loves to sit on

5000\$

What Mr. Ted can afford

200\$

Your Selling Price

50\$

Cost to Make a Chair.

10\$

Mr. Ted's Value or Enjoyment

$5000 - 50 = 4950\$$
of subjective enjoyment.

Your Profit



This is Mr. Ted.
He wants to buy a chair.



This is you.
You are selling the chair.

! Everyone has to win in a money exchange !

In case of my business, EnglishBoli...



The Subjective Value of Sami learning English so he can get a job and not fall behind.

100,000\$

What Sami can afford

100\$

My Selling Price

50\$

Cost per Sale

5\$

*Sami's
Subjective Value*

Your Profit



This is Sami.
He wants to learn English



I sell an English Learning Program for 50\$

HOW **MONEY** WORKS
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In case of my business, EnglishBoli...



The Subjective Value of Sami learning English so he can get a job and not fall behind.

100,000\$

What Sami can afford

100\$

My Selling Price

50\$

Cost per Sale

5\$

This is Sami.
He wants to learn English

*There might be doubts
or uncertainty about
the value.*

*Sami's
Subjective Value*

Your Profit

I sell an English Learning Program for 50\$

In case of my business, EnglishBoli...



What Vincent can afford

10,000\$

My Selling Price

50\$

Cost per Sale

5\$

The Subjective Value of
Vincent **Learning English** ...

0\$

Your Profit

This is my friend Vincent.
He already speaks English.

I sell an English Learning
Program for 50\$

People only buy things to solve a Problem



Every purchase is only made
with the intention of a problem being solved.



Functional. Status Related. Status Signaling.
Basically —> Human Problems.

Thus.

 **Making Money** = Solving Problems 

& The value of the problem being solved needs to be a lot higher to the person
than the amount of money they give you. Or else, they will not give you money.

✓ How to think when you want to earn money 🧠



How can I solve a problem for a group of people? And the value of that problem being solved for someone needs to be a LOT higher than the amount of money they will give me. And the higher that difference is – the more willingly and enthusiastically people will give me money.

**Making money has nothing to do with “ME ME ME”
Everything to do with “YOU YOU YOU” & How can I take care of you the best.**

**The best way to be 
selfish is to be self-less.**

Empathy ✗
Self-Serving Bias



Money = Degree ✗

⚠ How NOT to think when you want to earn money ✗

**Lame Value
Delivery**

**Not Caring
about people**

**Making it
About you**

Close-fistedness

All Money in the World is earned through a sale



& You can only sell two types of things

Product

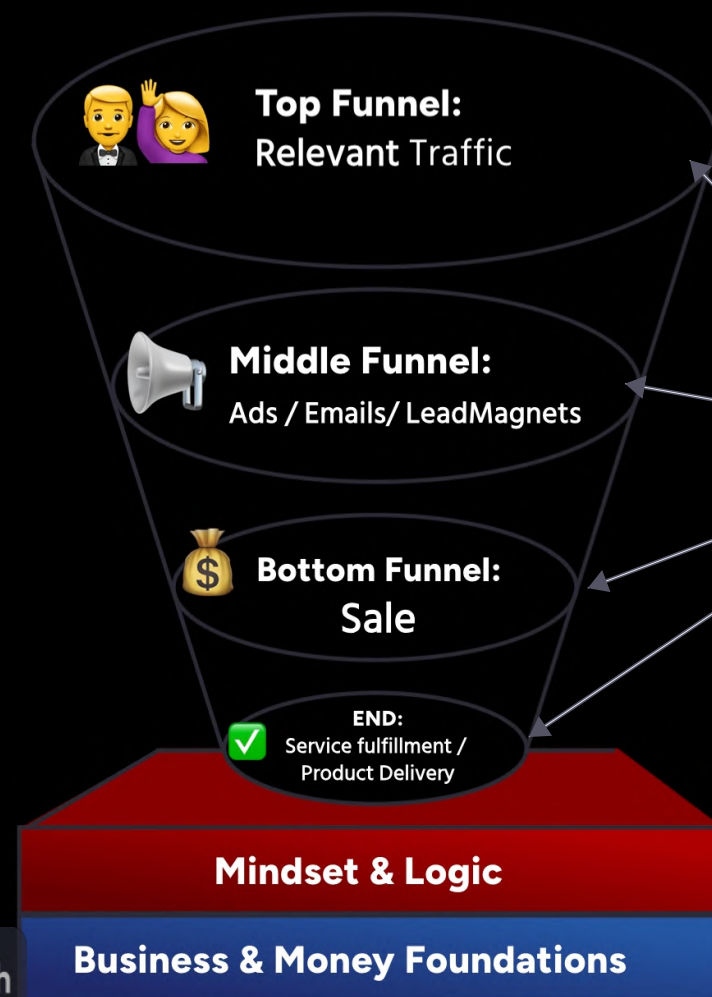


Physical / Digital

Service



Physical / Digital



*Different "Jobs" form over time
at each level of this Funnel
While you or a Business tries to Sell Something.*

Due to Technological Developments, more and more of what it takes to sell something gets automated, so Business Owners no longer have to hire people for certain positions.

How to Think About Money 🧠💭

The Money Math 🧮

How can I make 10,000 \$ / month?

Sell 200 English Programs at 50\$ each

Daily Goal 📅

200 divided by 30 = 6.6 or 7 sales/day

How to Think About Money 🧠💭

The Money Math 🧮

How can I make 10,000 \$ / month?

Sell 100 English Programs at **100\$** each

Daily Goal 📅

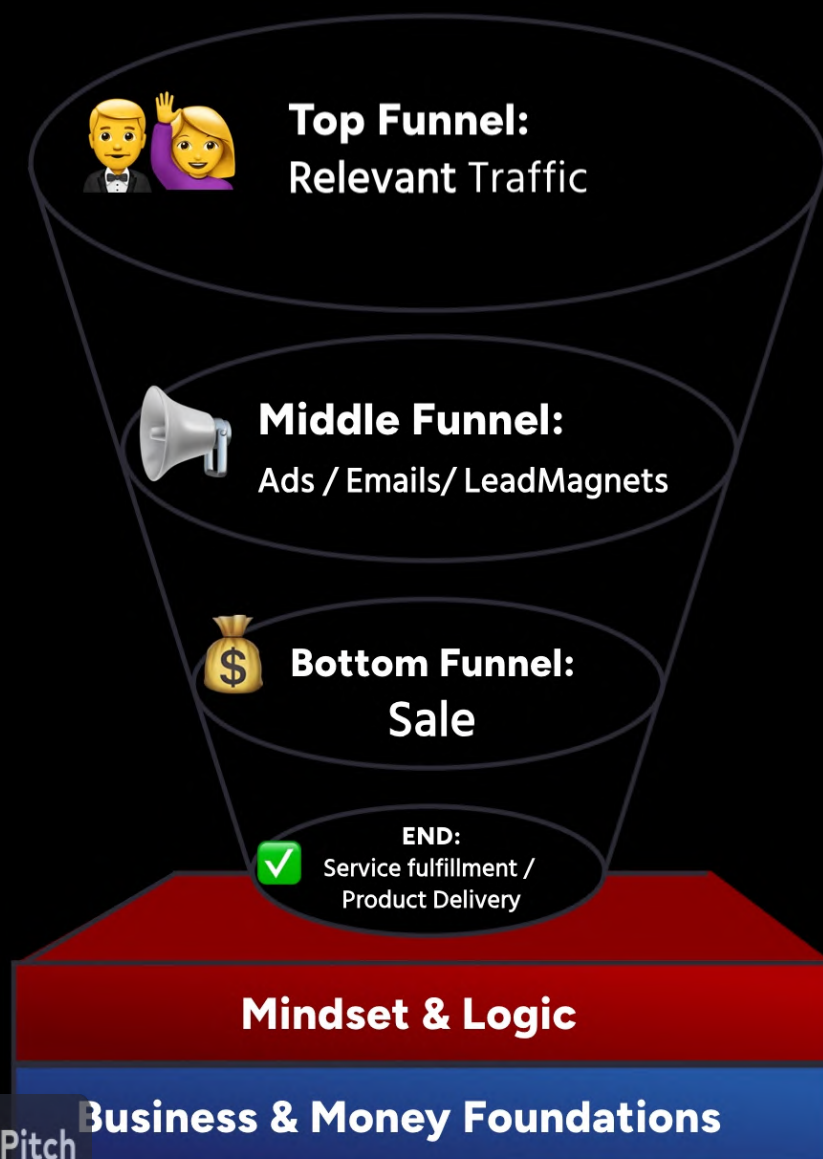
100 divided by 30 = 3.3 or 4 sales/day

How to Think About Money 🧠💭

The Money Math 🧮

How can I make 10,000 \$ / month?

Get 5 monthly recurring clients at 2000\$ each



Fitness 💪

Education 📚

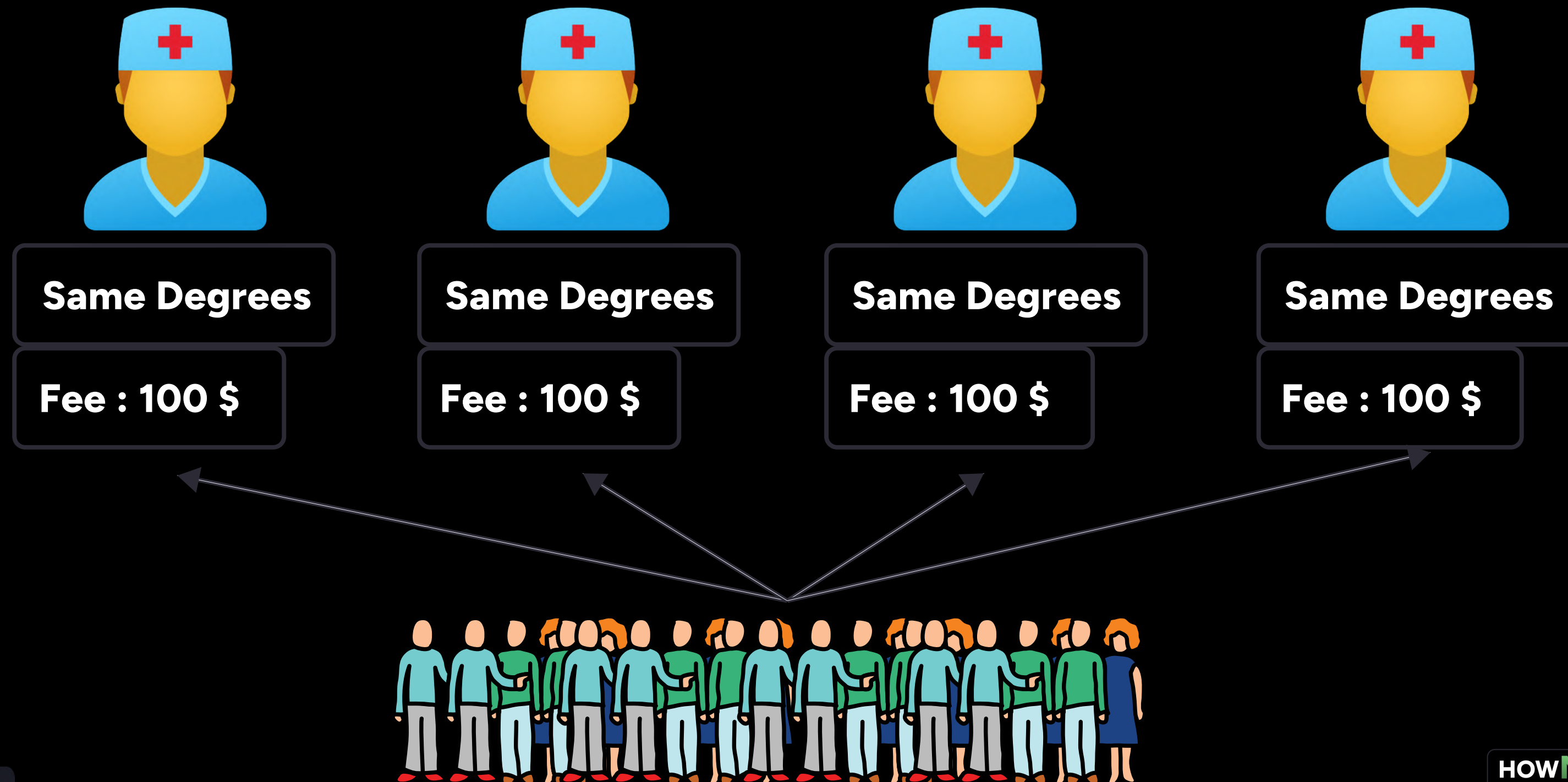
Beauty 💄

Tech Skills 💻

How much money you make entirely comes down to how much you can **price your products for**. Now we need to understand Pricing & Brand.

Understanding BRAND & PRICING

The Power Of Personal Brands



The Power Of Personal Brands



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Dr. Ethan

Same Degrees

Fee : 100 \$

Starts Posting Free
Valuable Videos

Writes a Book

Becomes *Famous &
Trustworthy*



The Power Of Personal Brands



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Dr. Ethan

Same Degrees

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Starts Posting Free
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The Power Of Personal Brands



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Dr. Ethan

Same Degrees

Fee : 250 \$

Starts Posting Free
Valuable Videos

Writes a Book

Becomes *Famous &
Trustworthy*



The Power Of Personal Brands



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Same Degrees

Fee : 100 \$



Dr. Ethan

Same Degrees

Fee : 250 \$

Starts Posting Free Valuable Videos

Writes a Book

Becomes *Famous & Trustworthy*



This is because Purchase Decision is Made by a Person before the sale happens.
Not after it. Brand removes uncertainty of desired outcome from purchase.

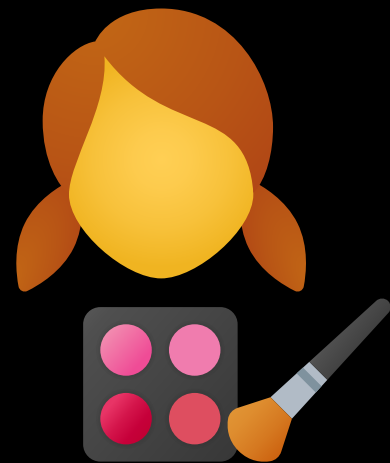
What happens without a Brand?

- A Price-Race to the bottom.



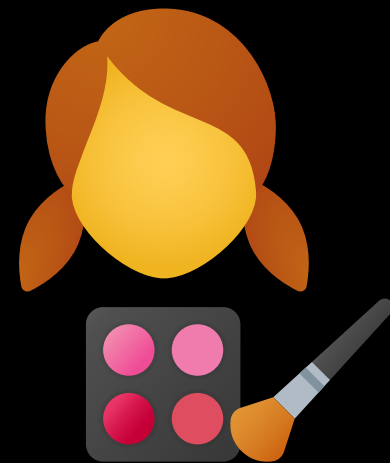
Same Product

100 \$



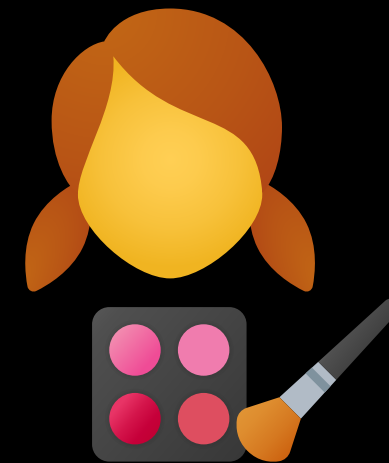
Same Product

100 \$



Same Product

100 \$



Same Product

100 \$

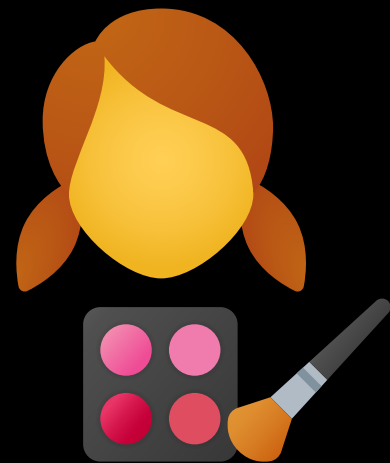
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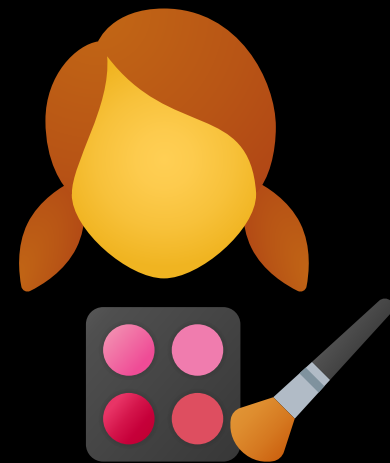
Same Product

80 \$



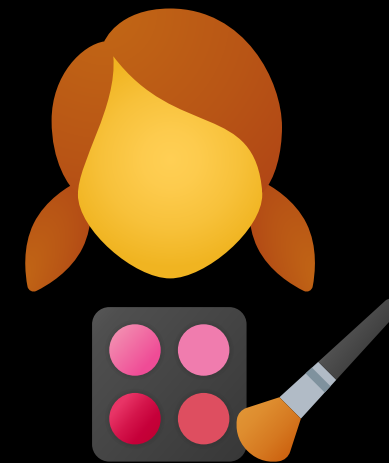
Same Product

100 \$



Same Product

100 \$



Same Product

100 \$

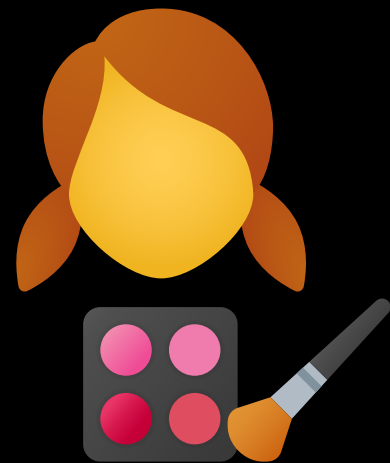
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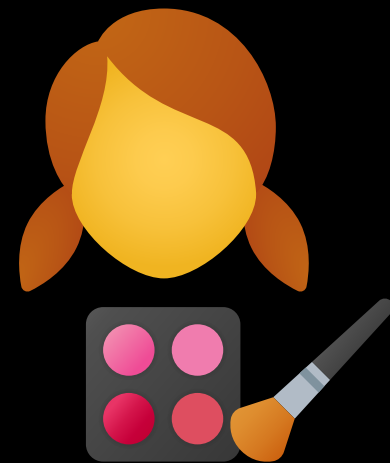
Same Product

80 \$



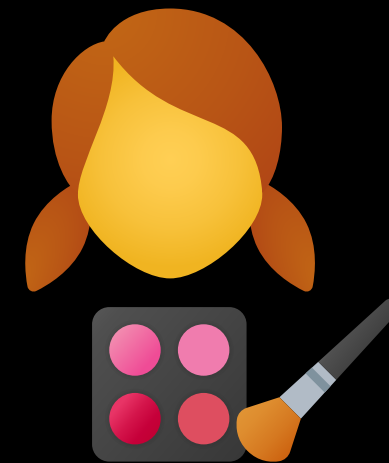
Same Product

60 \$



Same Product

60 \$



Same Product

60 \$

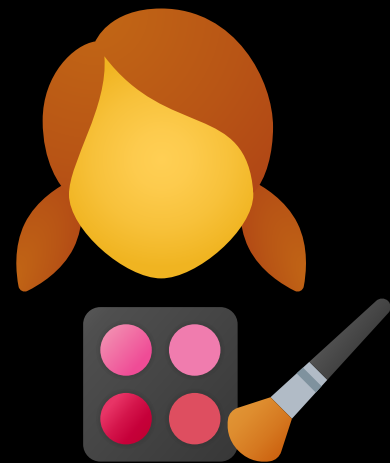
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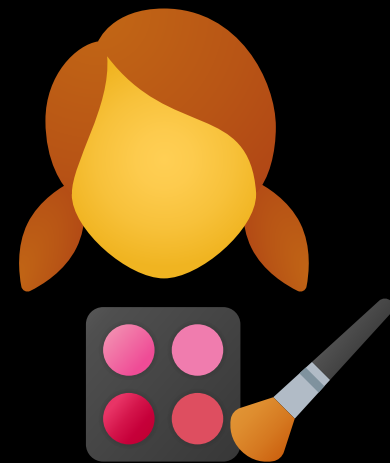
Same Product

40 \$



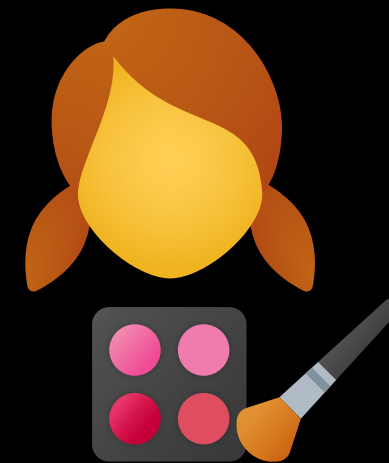
Same Product

60 \$



Same Product

60 \$



Same Product

60 \$

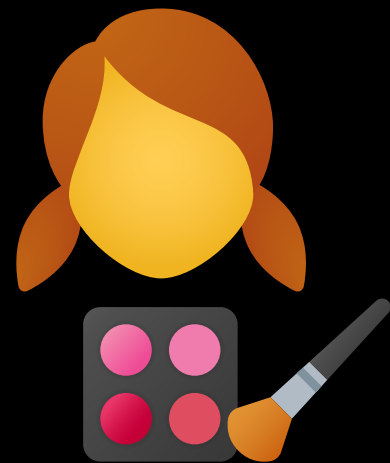
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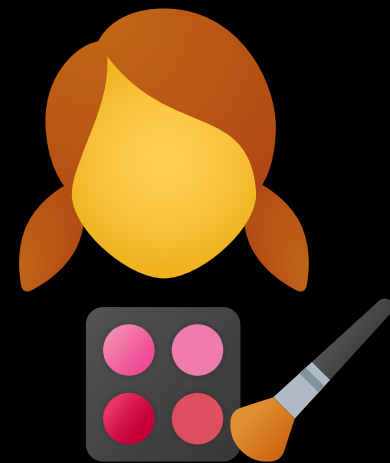
Same Product

40 \$



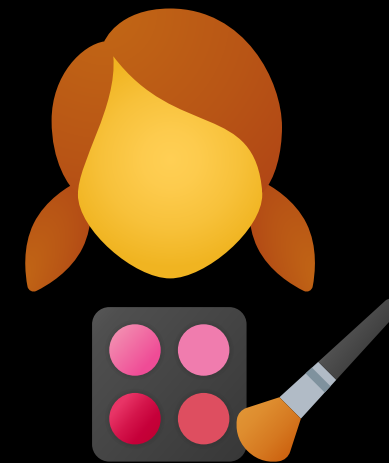
Same Product

40 \$



Same Product

40 \$



Same Product

40 \$

Entire Market is Barely Surviving.

& This is how most "businesses" operate.

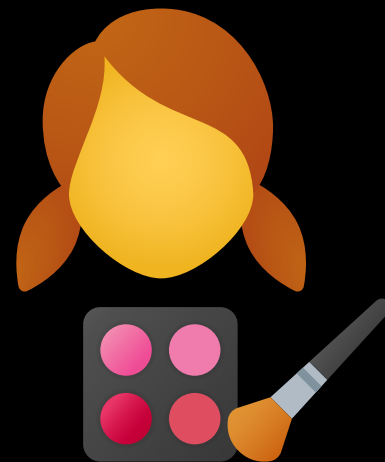
What happens without a Brand?

- A Price-Race to the bottom.



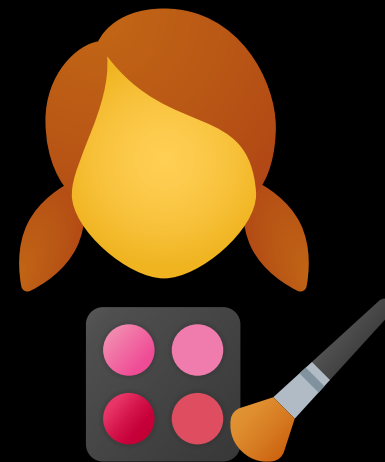
Same Product

40 \$



Same Product

40 \$



Same Product

40 \$



Anita's
Makeup

Differentiated Product

300 \$

Starts Posting Free
Valuable Videos

Becomes Famous &
Trustworthy

Higher Quality
at Higher Price

She No longer affected by Market Pricing or Competitor Pricing

She is One of One & can't be compared ★

Money exchange principle:

10,000,000\$

Importance of Solving Hair Loss Problem to Alan.

What Alan can afford

100,000\$

Your Price

50,000\$

Market Pricing

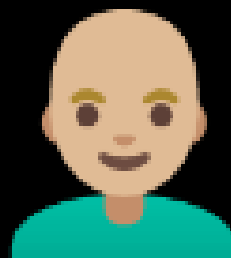
7,000\$



David



Alan



John

The Value of Your Brand = How much you can price over market pricing.

Someone will only hand you an amount of money which is far lesser than the value of the thing they get in return. This value is subjective and differs from person to person.

Money exchange principle:

Millions+

What Lisa can afford

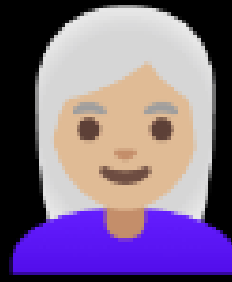
500,000\$

Your Price for a Nose Job

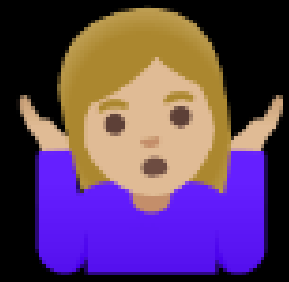
60,000\$

Market Pricing.

10,000\$



Lisa



Rita

Importance of getting her youthful look back.

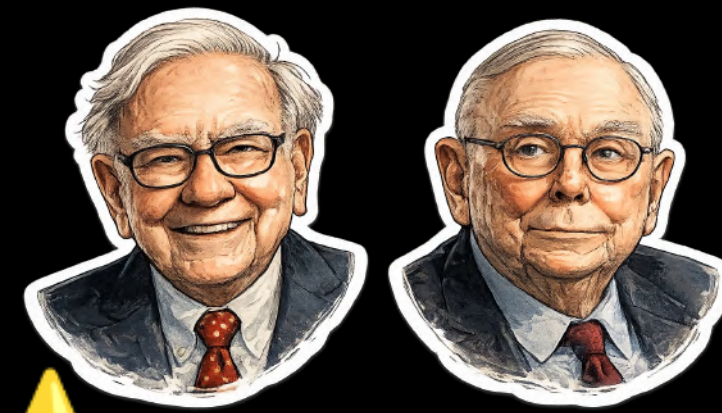
Customer Win Value

The Value of Your Brand

Rita can't afford your services. That is fine.
You cannot sell to everyone & stay in business.
Make great free stuff for clients who can't afford your services.

Brands can charge higher prices because people would rather have surety of outcome, than not have surety of outcome at a lower price.

What Warren Buffet & Charlie Munger looked for when buying businesses:



Can a business make something for pennies & 
Sell it for dollars because of having higher brand value?



Easiest Way to Build a Brand :

Out Give & Out Serve Everyone in your Marketplace.

People don't buy based on how much
it costs you to make something. 

★ AI Overview

The manufacturing cost of a typical Nike shoe, even those priced at \$200, can be **as low as under \$5**, primarily due to production in China. However, final prices are significantly higher due to factors like branding, research and development, and the overall "lifestyle" image that Nike projects, [according to](#)

**Higher Prices
from Fewer Clients**



**Makes you More
Money & Profits**



**Allows you to
Stay in Business**



**Make Bigger
MOATS or
Competitive
Advantages
over time.**

What is a MOAT?

What is a MOAT?



A body of water around a castle built so it's harder for intruders to invade.

Unfair advantages that make it harder or impossible for others to directly compete with you.

amazon

english
boli

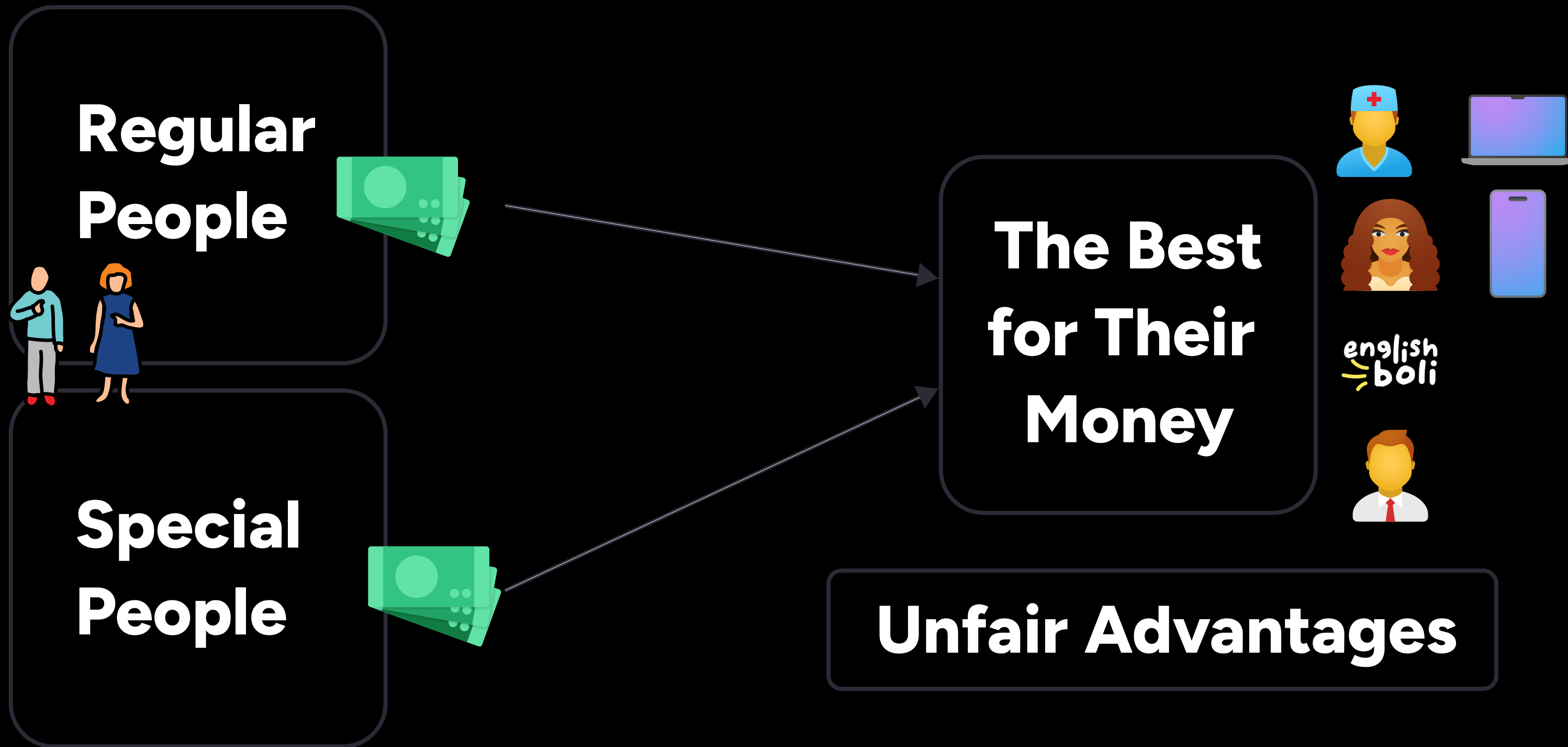
We aren't Apple, Nike or Amazon.
So, the biggest Moat we can create is a brand for our businesses based around us initially.

& Around Human constraints.



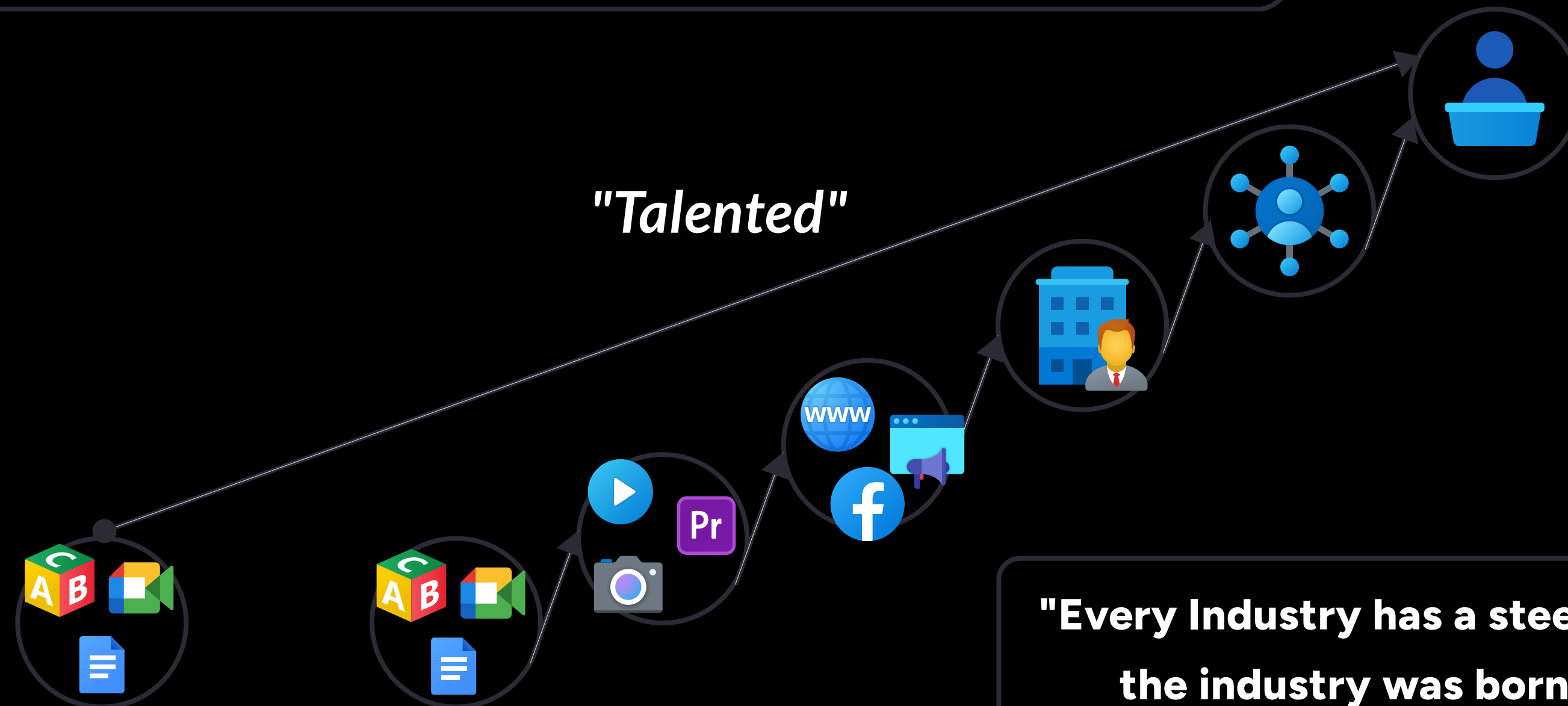
"Oh this is hard – GOOD. It means other people will not do it."

The one with the most unfair advantages wins over time.



MOATs and Unfair Advantages I built up over time for EnglishBoli

This is so hard, I know no one else will do it.
Great! More for me!



**"Every Industry has a steep learning curve because
the industry was born far before you were"**

MOATs and Unfair Advantages

You need to build up over time.

- 1 Skill/Competence
- 2 Content
- 3 Brand
- 4 Capital
- 5 Code

This allows you to have an automated Business.
I haven't worked on my Business pretty much this entire year.
And at this point you get to feel like a "Business-Owner"

The Nature of Money

Why Easy Money is

Impossible



High Income Skills

VS.

Low Income Skills

- Specialized
- Hard /Takes time to Learn
- High Demand, Valuable & Low Supply.
- One of One
- Life-long Learning.
- Hard to Replace

- Unspecialized
- Easy to Learn or Teach
- High Supply while Demand Low/High
- Same as Many.
- One Time Easy Learning
- Easy to Replace

A Brick Layer



A Barrista



A Brain Surgeon



A Divorce Lawyer



High Income Skills

- Specialized
- Hard /Takes time to Learn
- High Demand, Valuable & Low Supply.
- One of One
- Life-long Learning.
- Hard to Replace

VS.

Low Income Skills

- Unspecialized
- Easy to Learn or Teach
- High Supply while Demand Low/High
- Same as Many.
- One Time Easy Learning
- Easy to Replace

*To Climb this wall,
It takes time, effort
& Knowledge*



Do people want to:

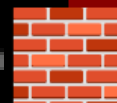
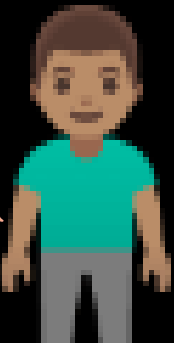
- Have what you have?
- Get advice from you?
- Make you do something you specialize in?
- Buy something you make?

It's a Skill issue.

The barrier to entry



Try Pitch



Why Specialists Get Paid More

Food is always mediocre and branding is off at a Restaurant that sells Burgers, Pizzas, Chinese Food and Sushi, Oh, and also Tacos.

If someone wants to go out for Sushi, they would go to a restaurant that just sells sushi and pay high prices for a premium experience.

If someone wants to go out for Pizza, they would go to a restaurant that just sells Pizzas and pay high prices for a premium experience.

Specialists will always be better than a Generalist
Because all their systems are hyper optimized around making and selling one product or service type.

Example: KFC, Apple etc.

Brain Surgeon vs. General Practitioner... you get it.

This is why you will Hyper-Specialize in One Niche



This will allow you to have a coherent
Branding, Messaging and Sales Systems
across your entire business.

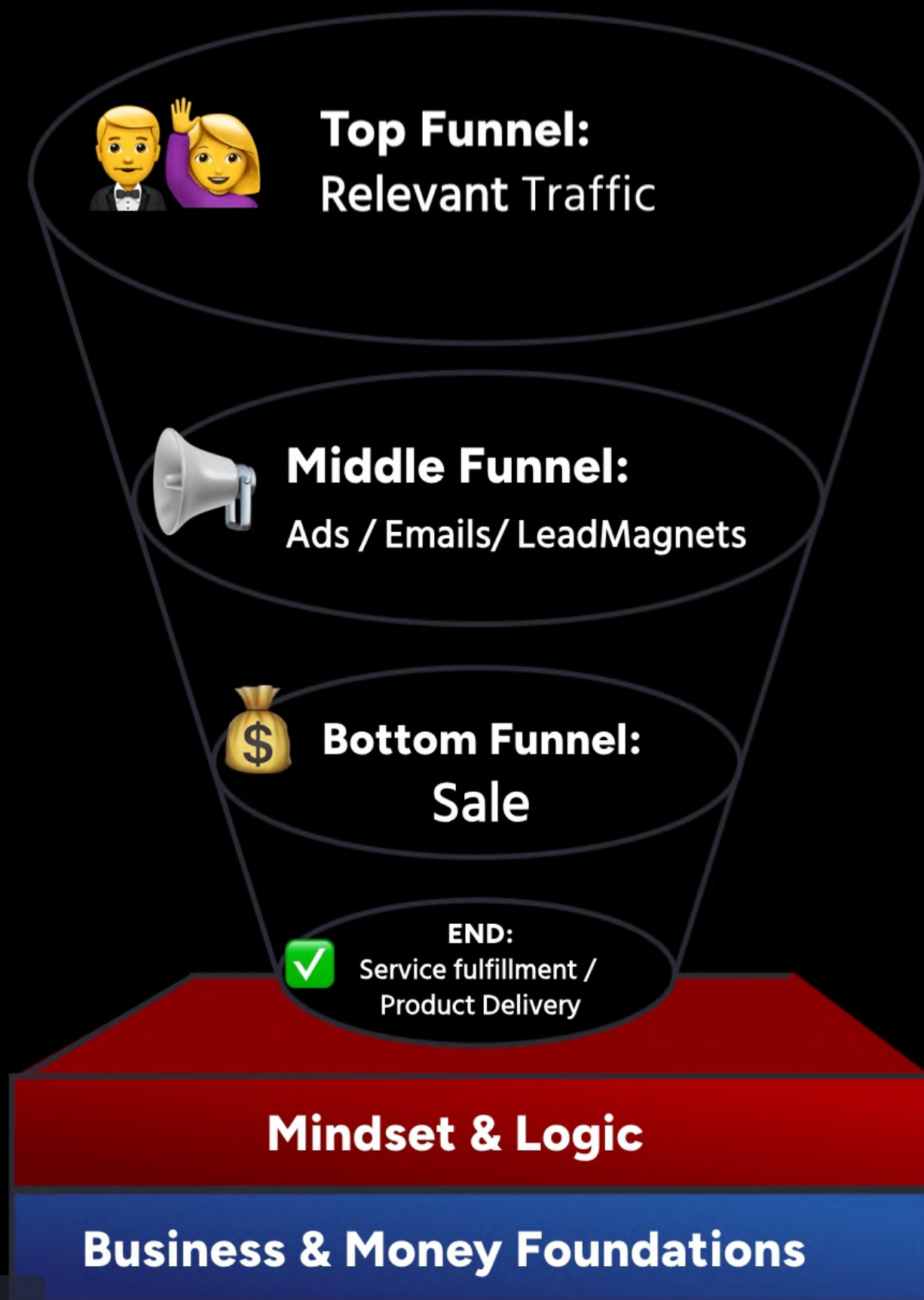
*And this is actually what you need to
get Sales for your business.*

*"The man who chases two rabbits,
catches none."*

Most Business Owners Chase 10 rabbits.

Show EnglishBoli Kid's Course

This is why you will Hyper-Specialize in One Niche



Your Base Intuition will be:

I want to make a thousand different products to "capture" more of the market...

If people's base intuitions got them rich, everyone would have a successful business. So.. Almost all your base intuitions are wrong. Your Brain evolved for the plains for Savana, not Modern Capitalism.

**Only One Business is supposed to
make you a lot of money initially.**

Streaky Example

Gym Launch

Do less - better.

Guitar Tutor Example

Price Laddering Strategy:

Goal 🎯: Maximize Customer Life-Time Value

1000 \$ Advanced Program

Live Group Coaching

50\$/month

Guitar Mastery Group

297\$

Intermediate Guitar Course

97\$

Beginner's Guitar Course

Same with Apple 

You're going to stick to figuring out
just one business for 3 years because...

"To Know Ten Thousand Things, Know One Well"

- Miyamoto Musashi



Try Pitch

greatest samurai of all time

Musashi Miyamoto

The majority of the Japanese people know **Musashi Miyamoto** as Japan's most famous and most skilled swordsman. His status among the

HOW **MONEY** WORKS
& HOW TO GET IT

TEYDER.

For Example to make my English Learning Business work:



I just need to know English & people will give me money.

Expectation

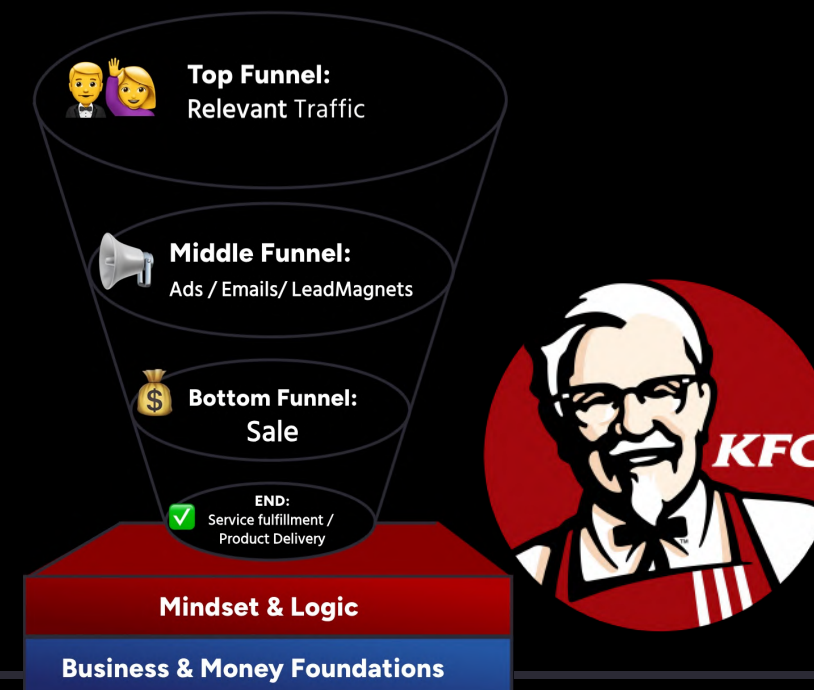


- Learn Communication.
- How to Make Videos & Do Sales.
- How to make ads. Human Psychology.
- Copywriting. Websites. Entire Business funnel.
- Employee Training Systems. How to Build Systems.
- Leverage. Business. PDFs. How to Read Data etc etc..

Reality



Why so many Restaurant Businesses Fail:



I cook well. If I started a restaurant, it would be successful.

Expectation

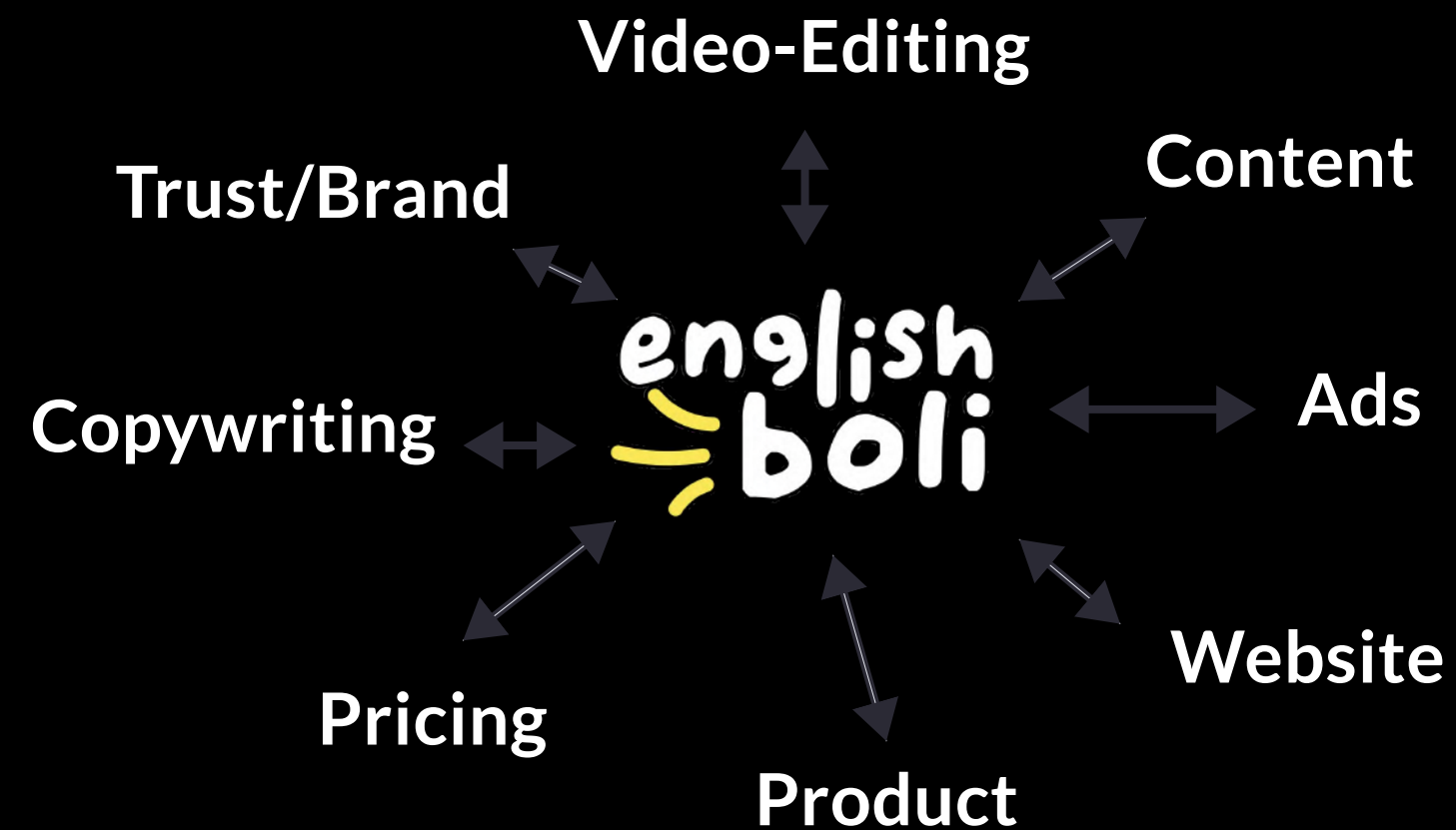


- Learn how to iterate and build a product.
- Learn how to calculate shelf-life and Stock management.
- Have a repeatable system to produce the same taste across the world.
- Have a system for training employees.
- Build Incentives that make people want to join a Franchise program.
- Etc. Etc. Etc....

Reality



If things aren't working, ask - Which piece am I missing?



Here's the Good News! 

There is no Real Failure in Self-Development.

Even if EnglishBoli "failed" today...

I still will know the 9,999 other things I learned just to make EnglishBoli work.. and all those will stay with me for a life-time.

**YOU ARE THE PRODUCT
OF THE WORK YOU DO.**

Mentality You Need to Have 🧠

**I WILL DO WHATEVER IT TAKES
TO GET THE JOB DONE.**

How People Who "Do Nothing" think ❌

**Oh.. I should not have to do this..
I am not supposed to do this...**

There are no "shoulds" or "Supposed tos" in this world.

The Connection Between

MONEY & TIME

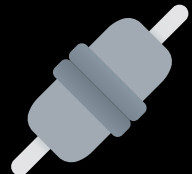


MONEY & TIME



All rich people have Incomes separated from Time.

 Time  Income 

Time  Income

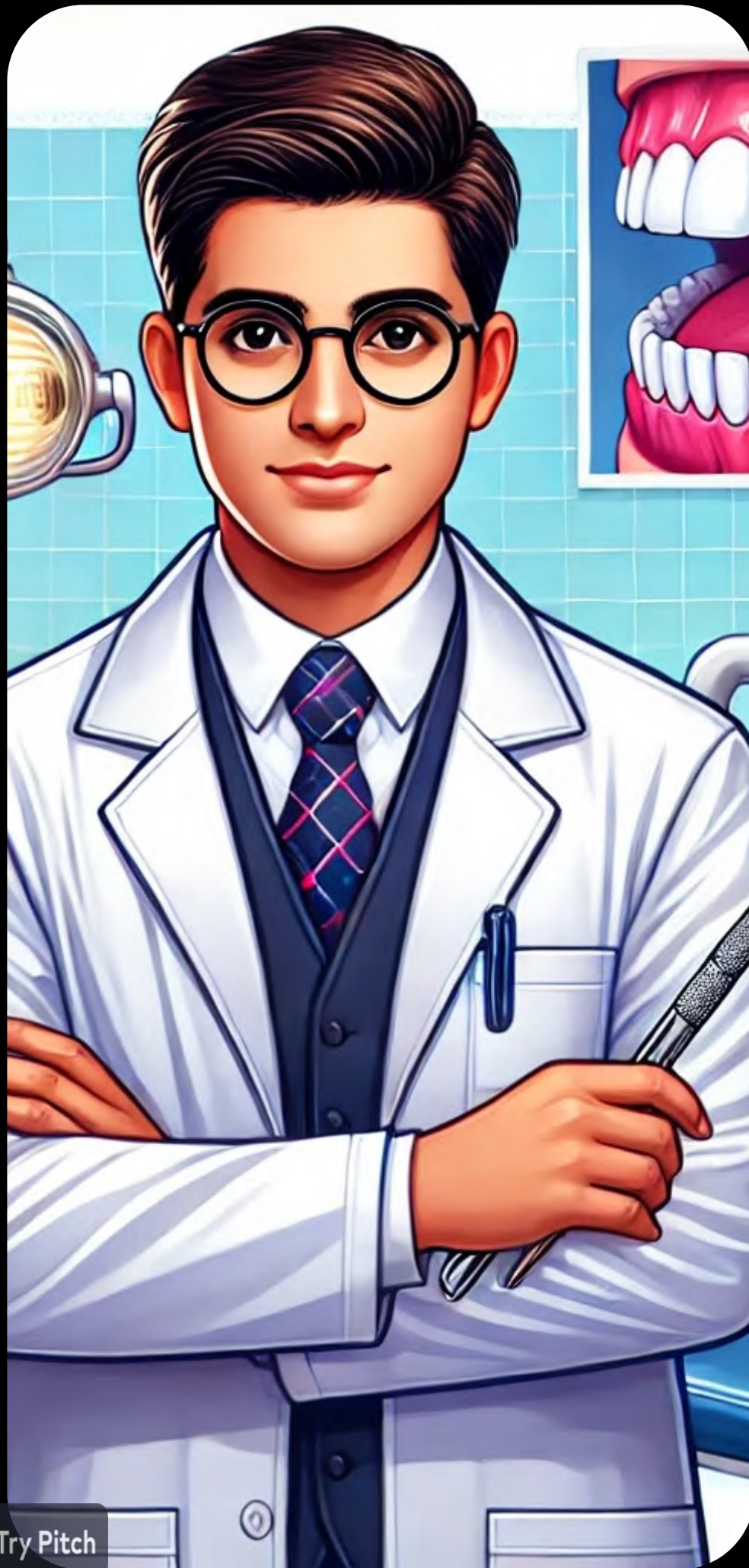
Job

Convince Boss for a small gain.

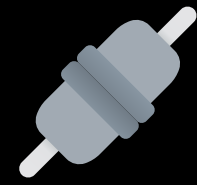
Time  Income

Business

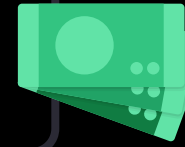
Convince Market for Unlimited Gains.



Time



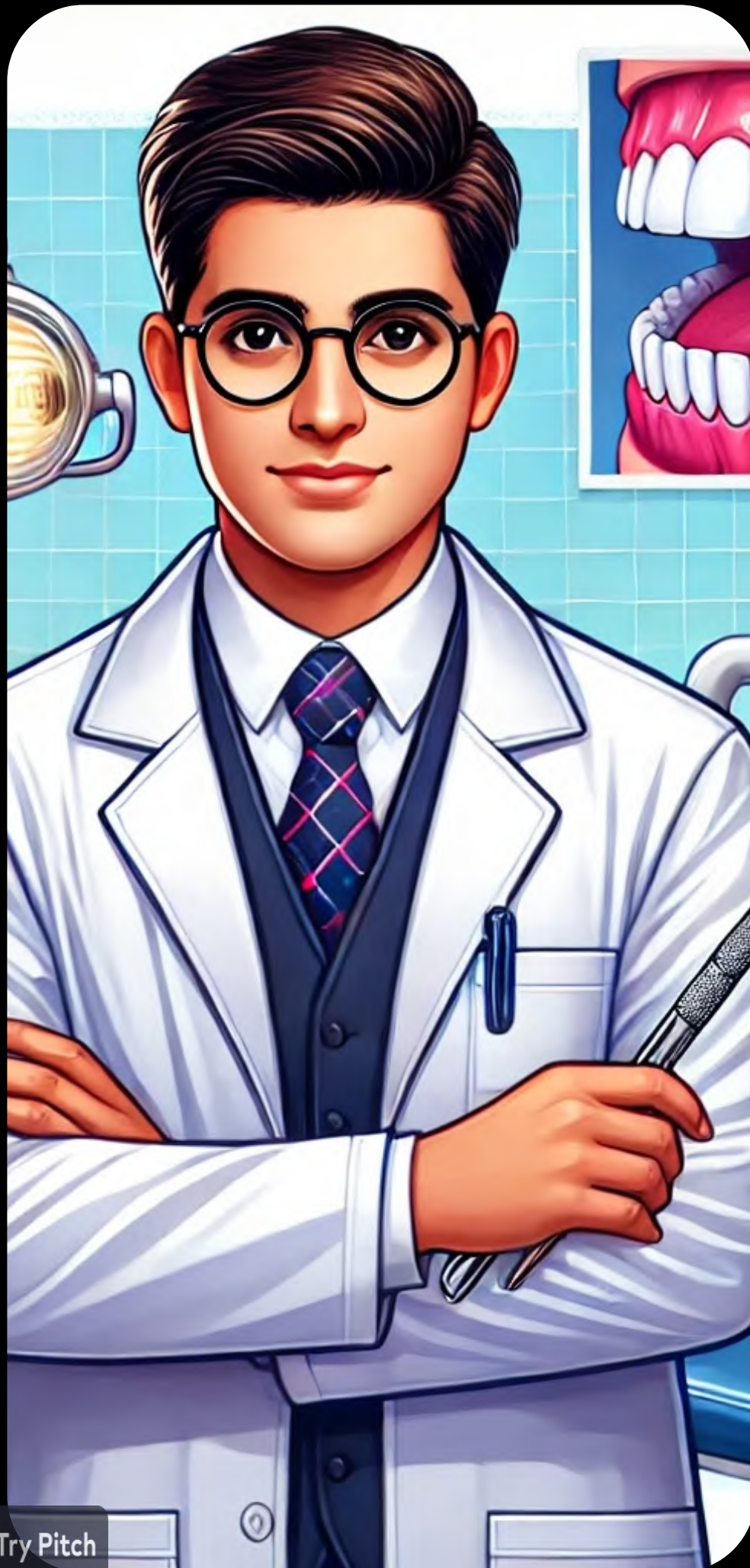
Income



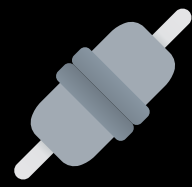
This is Dr. Adam.
He is a Dentist.

He can Serve
A Maximum of 5
Patients/day
Each Patient Pays 100 \$

Daily Income = 500\$
Monthly Income = 15,000\$



Time



Income

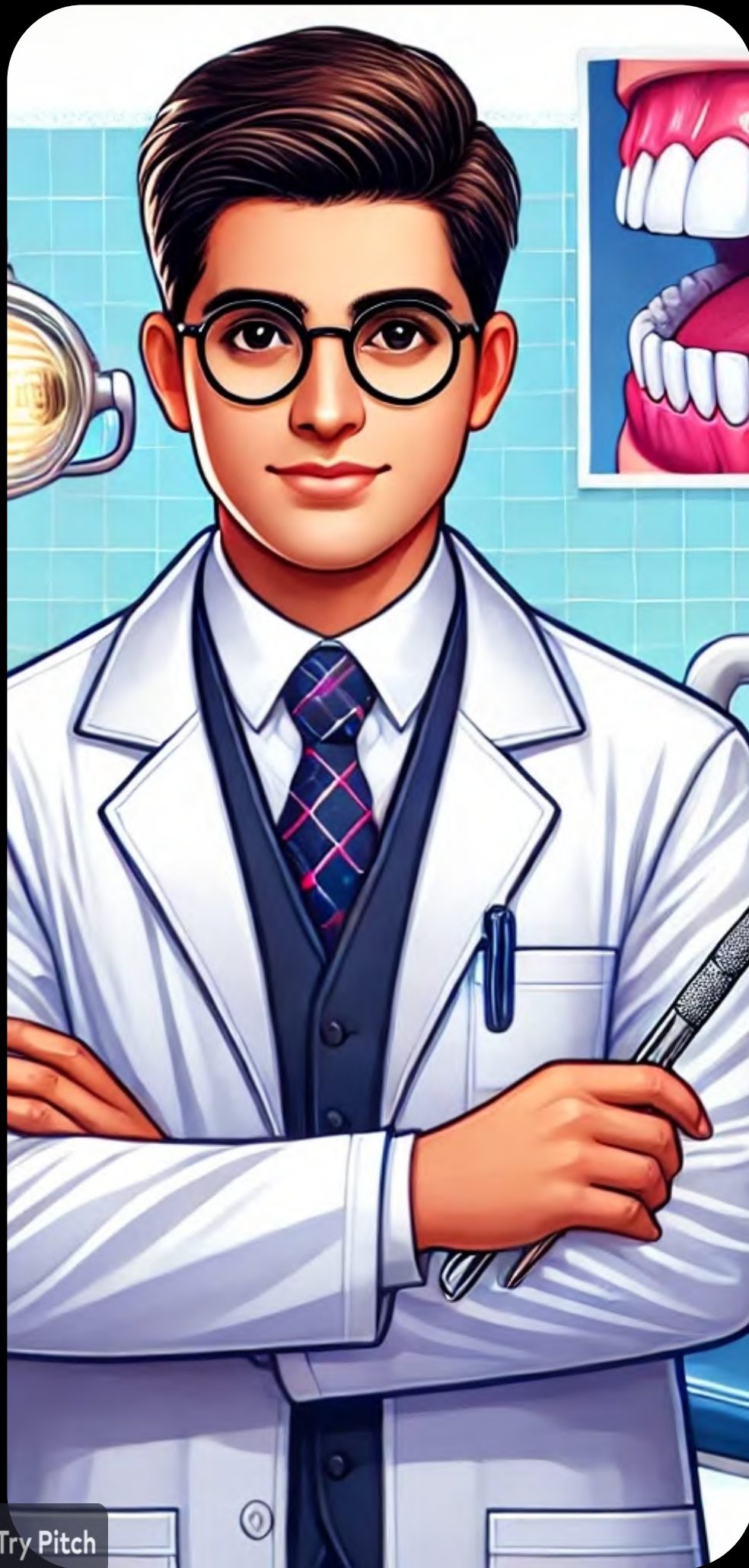


- Then he systemized service delivery.
- Opened another branch.
- Hired another Dentist for 5000\$/month
- And another 2000\$ for Rent & Other expenses.

The other branch starts making 15000\$/month

$\text{Profit} = 15000 - 7000 = 8000\$$

$\text{Total Income} = 15\text{k} + 8\text{k} = 23\text{k}$



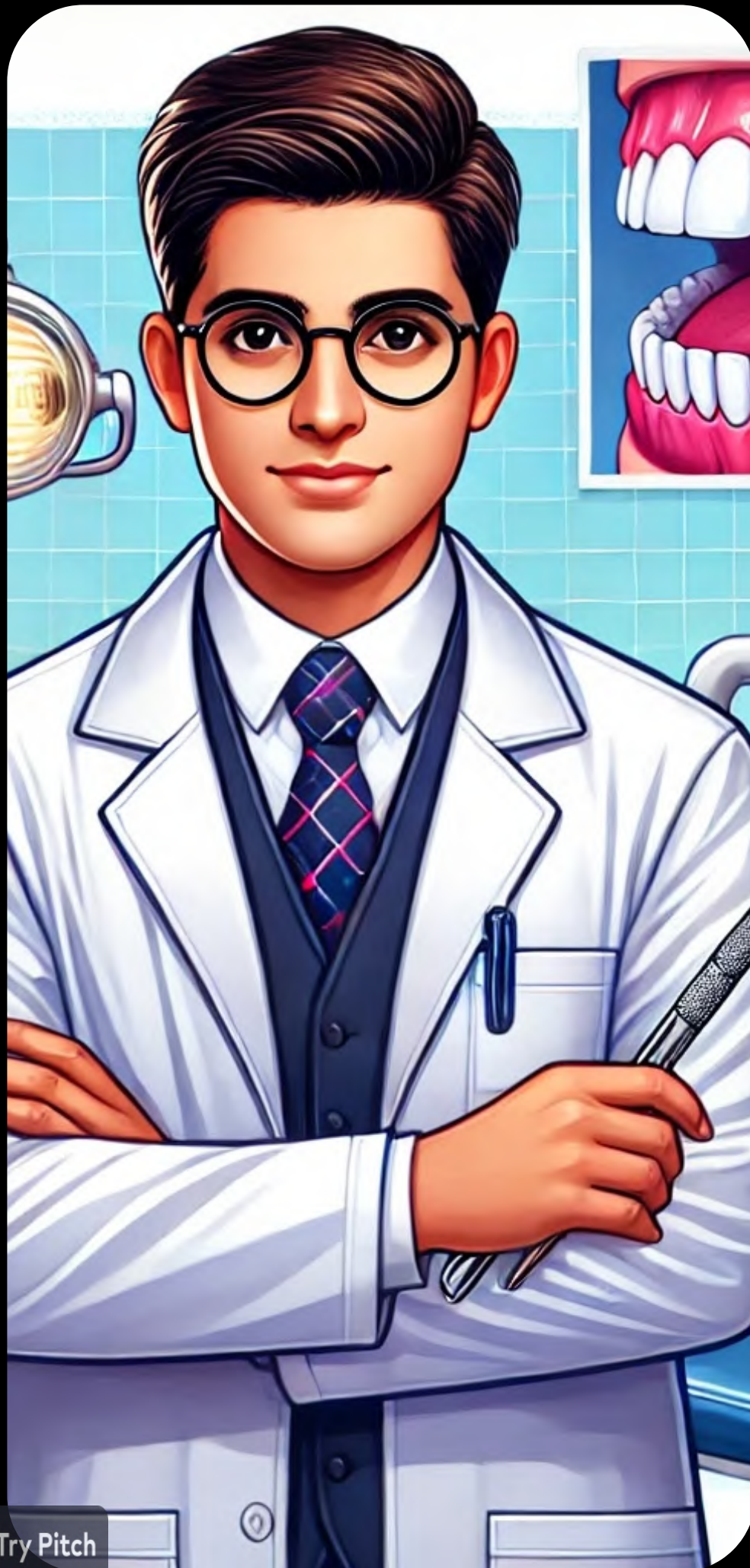
Then He opened
Two more Branches:

$15 + 8 + 8 + 8 = 39k \$$ Per Month.

Then he stops his own practice,
And just grows the business.

$8+8+8 = 24k$ Per Month.

Time  Income



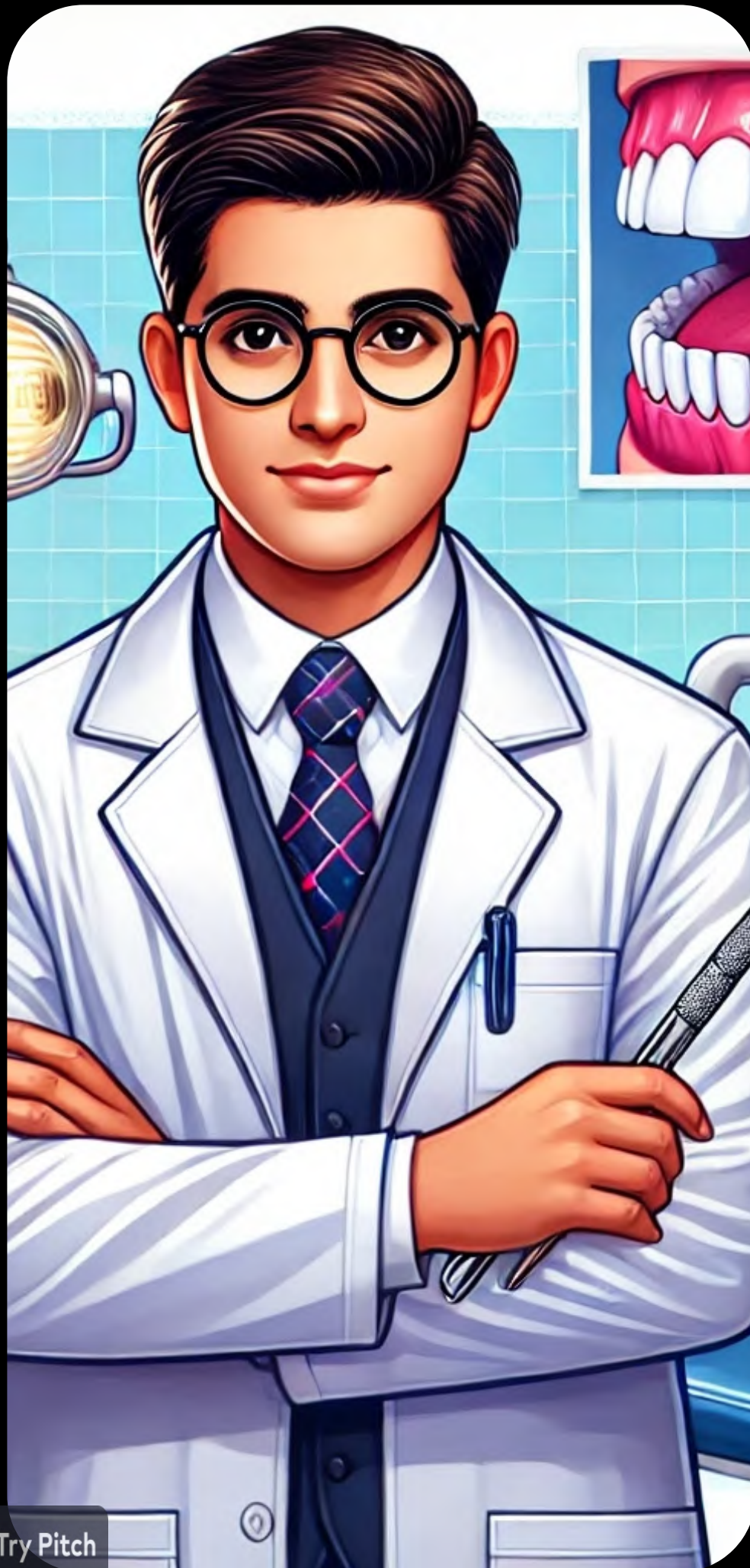
Then he increased his prices because he has a better brand and increased Service Capacity per branch.

$20 + 20 + 20 = 60k\$$ Per Month

Time  **Income**

This is how you build systems that liberate you from your business.

& You finally feel like a business owner.



**Did he have to convince
anyone for a promotion?**

**Or, Did he convince the
market and customers?**

Systems

Get you time & Exponential income

Content

Code

Capital

Collaboration

IMPORTANT **THINK IN NEGATIVE GUARANTEES**

 **What will my life 100% look like if I don't change or try new things?**

 **Instead of - Will it work if I try?**

 **Run away from failure instead of just trying to succeed.**

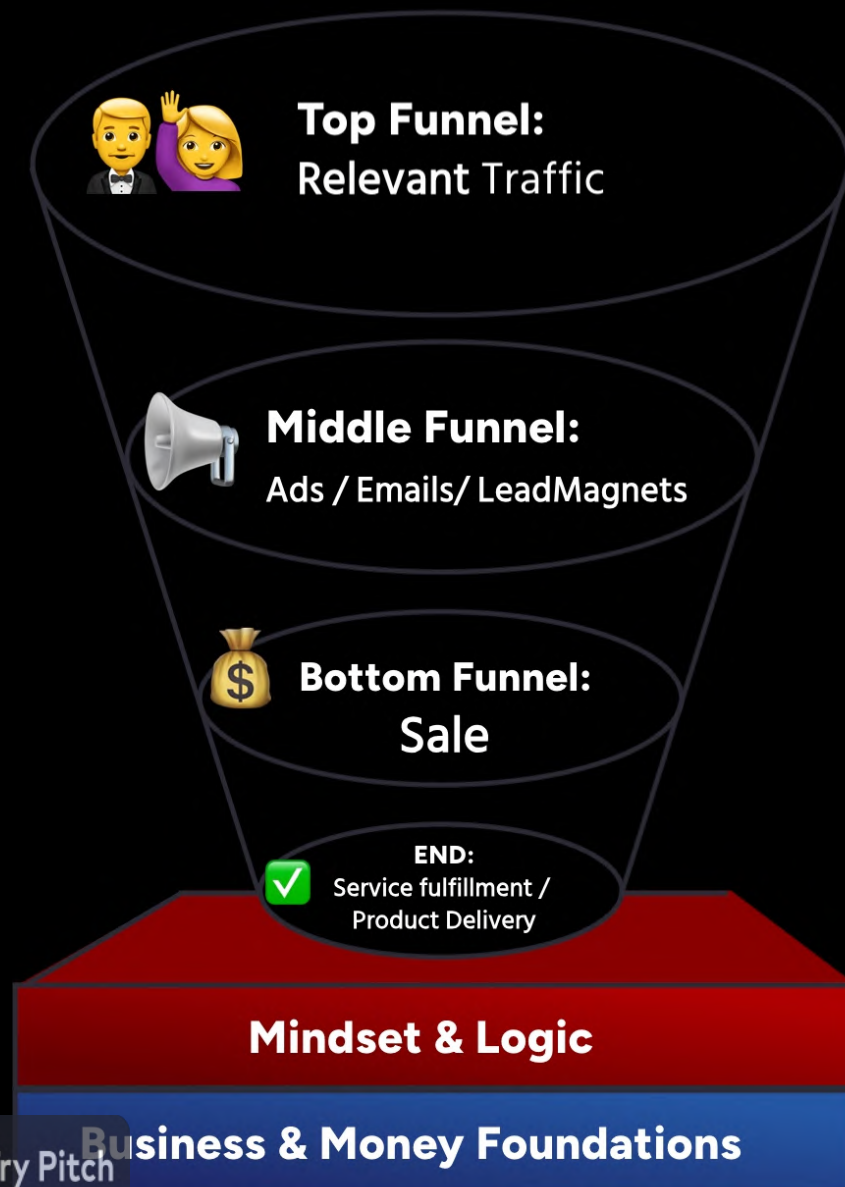
I did the same for my Business

Teach two Batches
of 30 students per
month at 20\$/student.

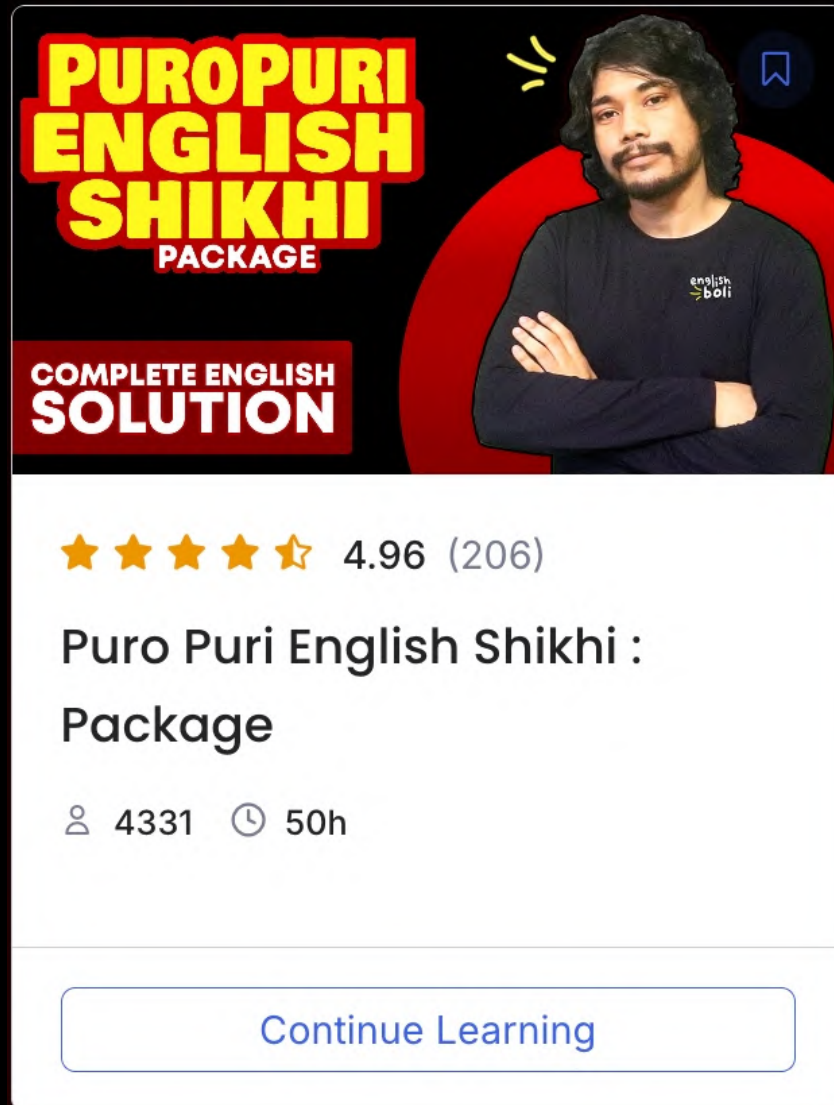
Make Website
Systemize Service
Delivery

Make Brand
Better

Raise price to 50\$ for
Recorded Course
with Interactive
Exams. Sell 200/month



I currently have One Product



IELTS Program

Price: 100\$

Per day Sale: 10

Per Day Income: 1000\$/day

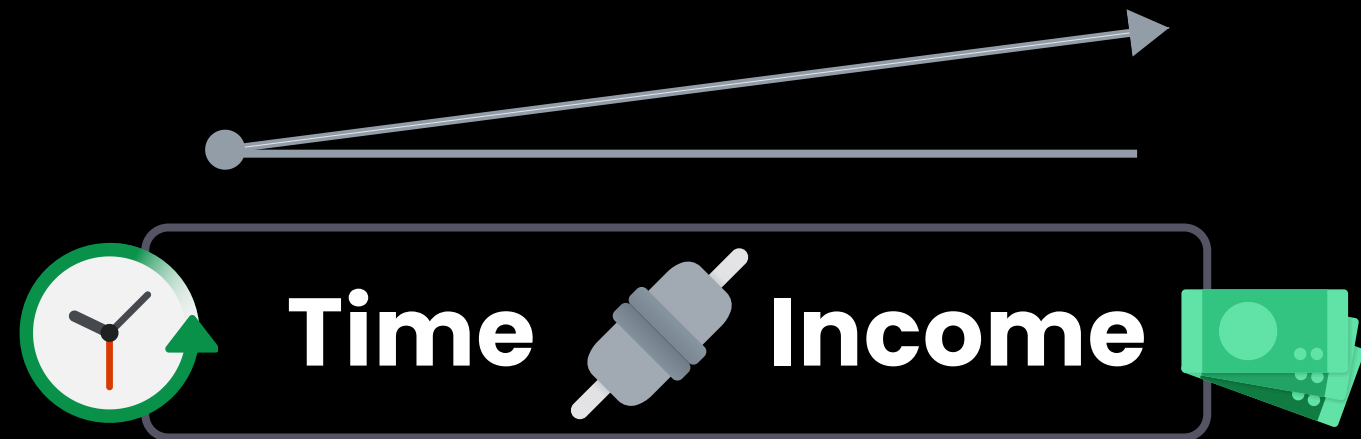
Monthly: 30,000 \$

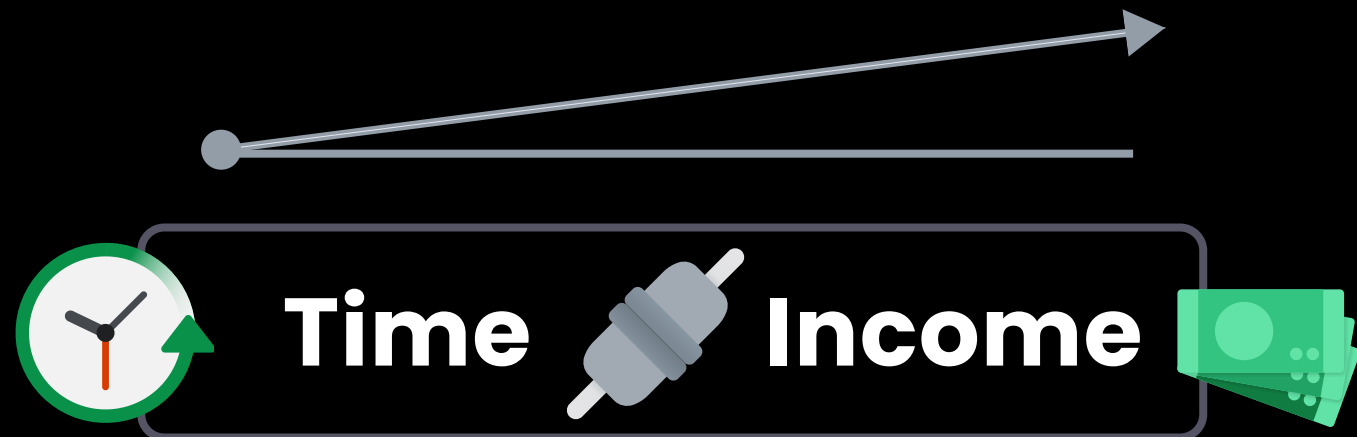
Total: 40k USD/month.

This makes 10k\$/month

Now If I want to give myself a giant "promotion"
I just have to convince the "market" not an individual person.

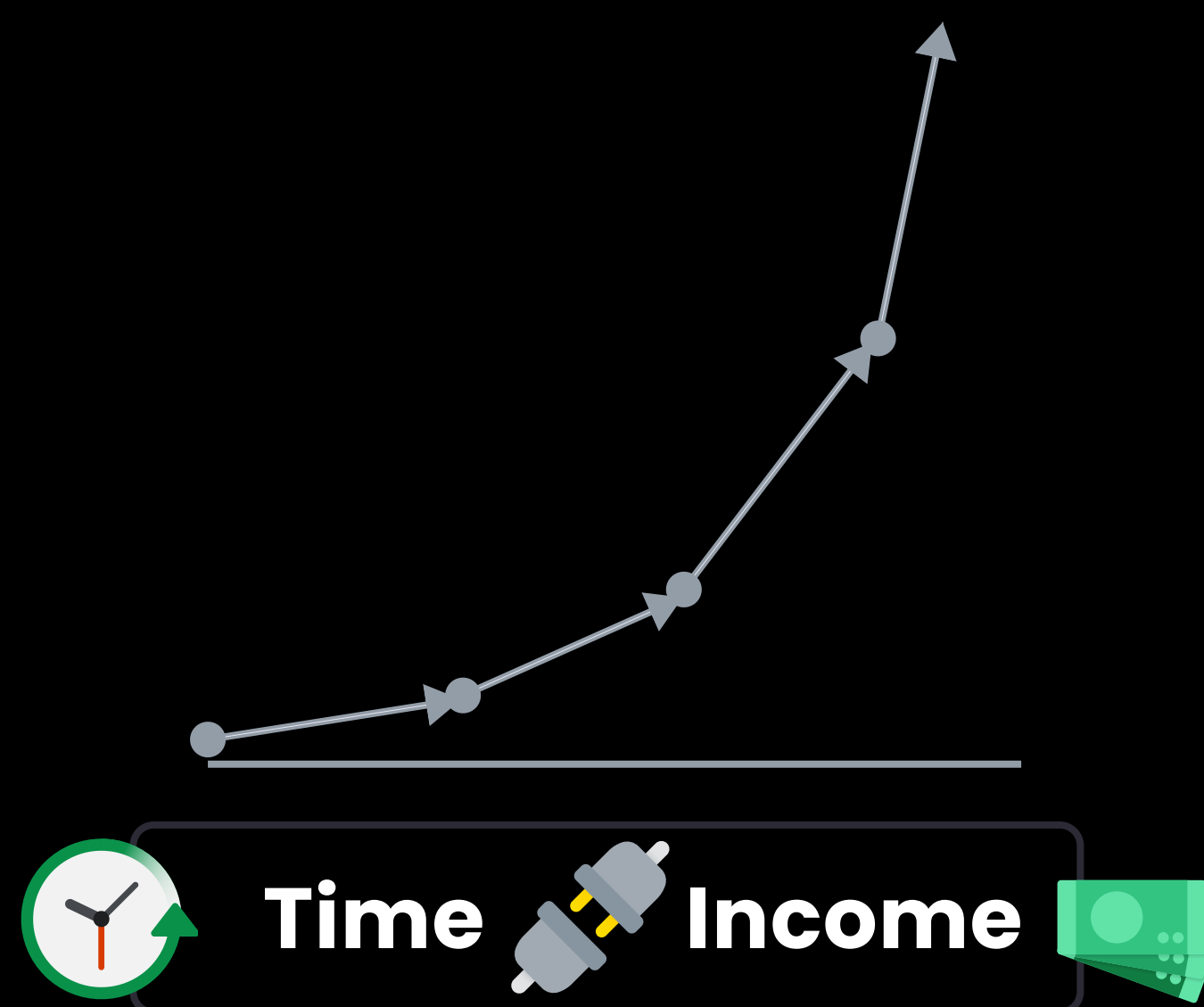
**Examples of Jobs that
Make you rich?**





Money loves speed.

**Wealth loves Time ...
& Compounding.**



Wealth is made from Compounding.

Compounding is the exponential benefit of many assets and unfair advantages built up over time that continue to generate money for you.

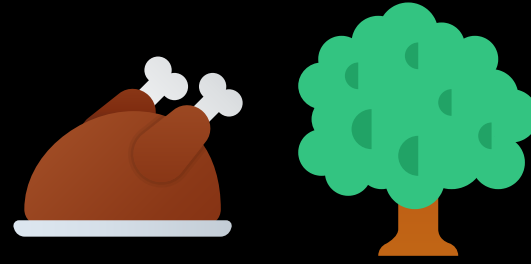
HOW MONEY CAME TO BE 
 **COMMERCE & INFRASTRUCTURES**

HOW TO 
GET RICH QUICK!

What the Gurus are really talking about



What do humans really need to live? 🤔



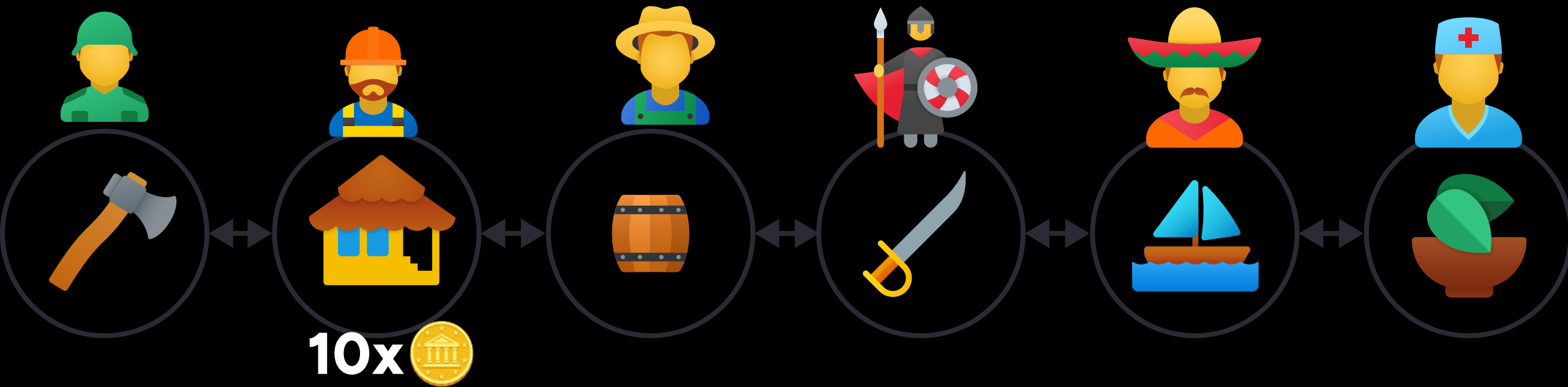
Food & Shelter.

But then how did so many other things come to be?



Try Pitch

Over time, different people became good at making or doing different things.. which other people needed

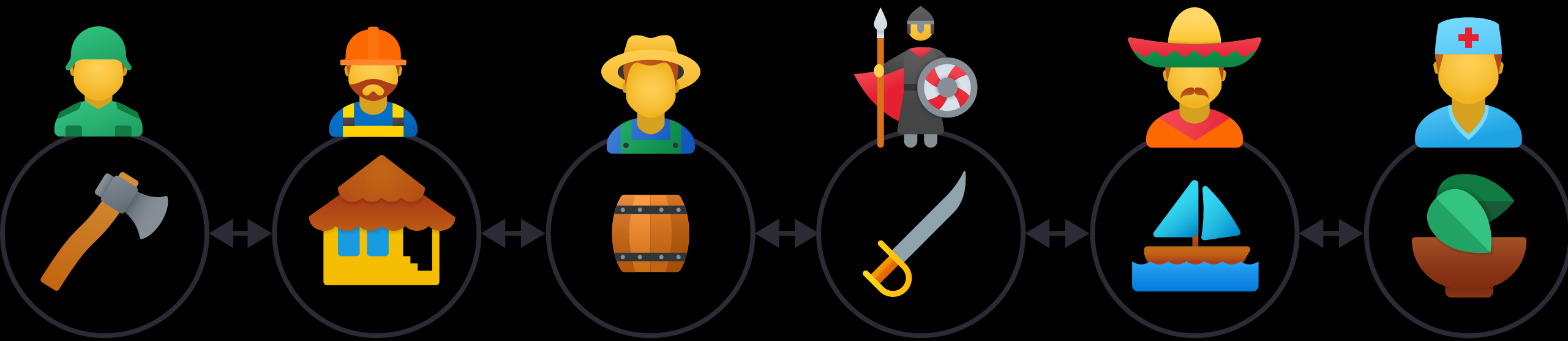


People started Trading..
BUT THERE WAS A BIG PROBLEM WITH TRADING.



Try Pitch

Over time, different people became good at making or doing different things.. which other people needed

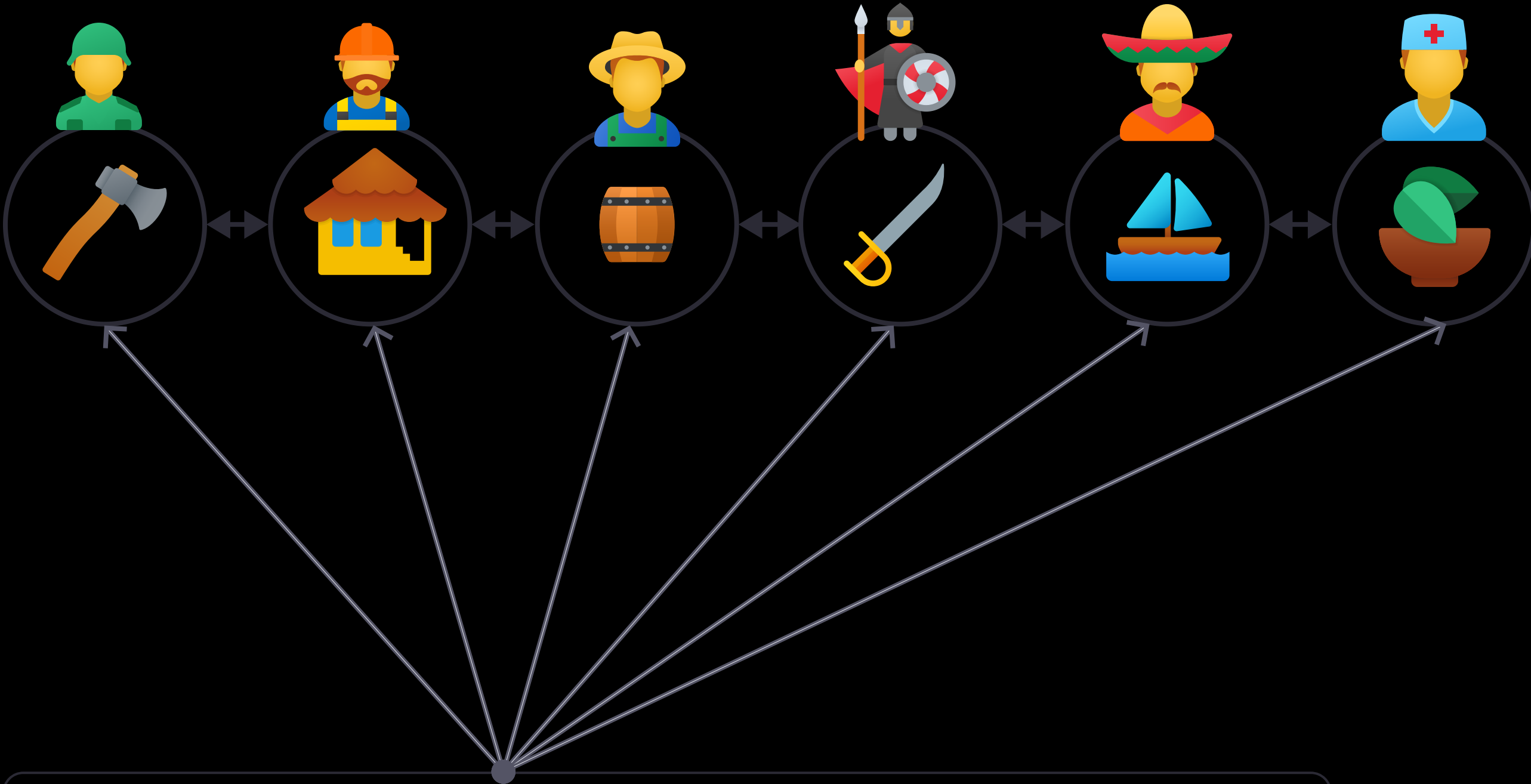


People started Trading..
BUT THERE WAS A BIG PROBLEM WITH TRADING.

And to solve this problem
MONEY WAS CREATED



Over time, different people became good at making or doing different things.. which other people needed



Over time, each of these became giant industries.
And people of one industry needed something from the other.



And today, there are thousands of different industries..



Each Industry makes a lot of money.

But it takes time to make money in each.

& You cannot enter every industry without investment.

**We will only look at how to make money
without needing money to start in this course.**

Try Pitch

The History Of Infrastructure



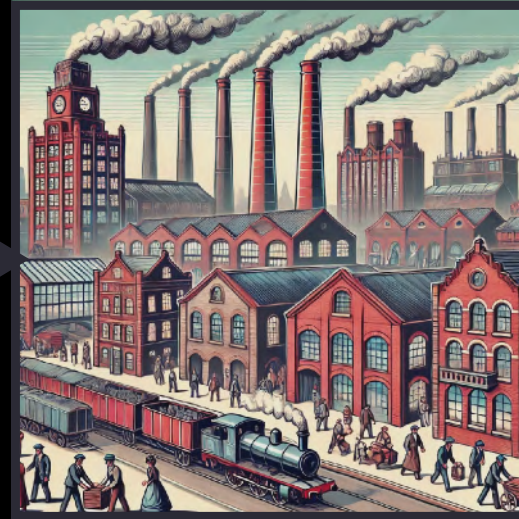
🌾 **Agricultural Age**



👑 **Feudal Age**



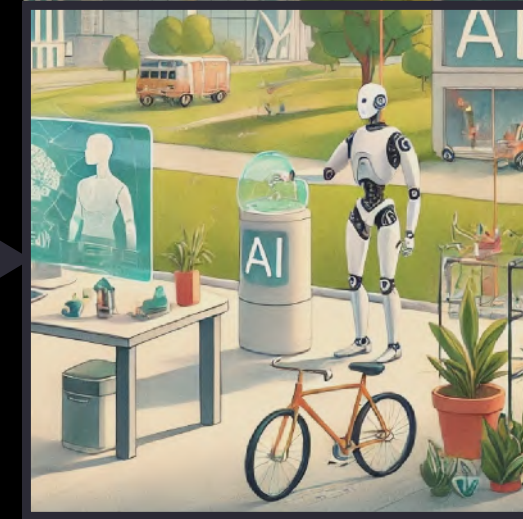
🖨️ **Printing Press**



🏭 **Industrial Age**



💻 **Information Age**



🤖 **AI Age**

With Every New Age,

New Infrastructure was made.

Which allowed New Types of Businesses to be
Made which sell New Types of Product and Services.

Reason Behind Creation of Each Infrastructure:

Do more, with less. Make things more efficient & cost less.

Allow One Person to Get more done than possible before.

The History Of Infrastructure



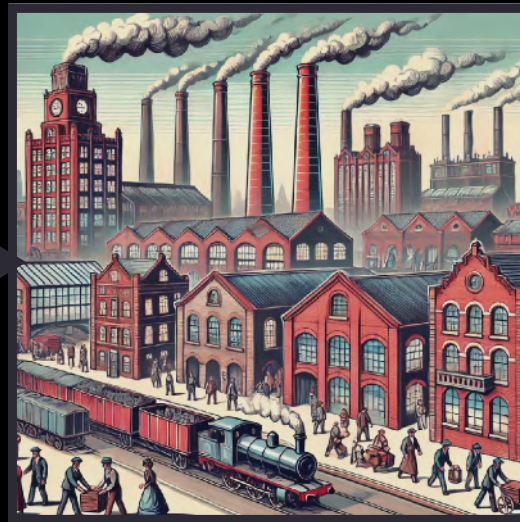
 **Agricultural Age**



 **Feudal Age**



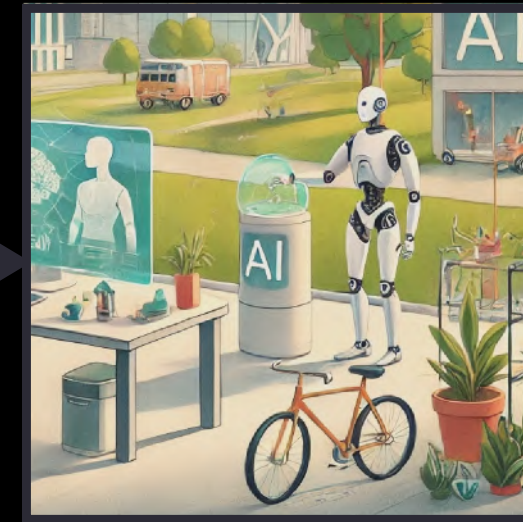
 **Printing Press**



 **Industrial Age**

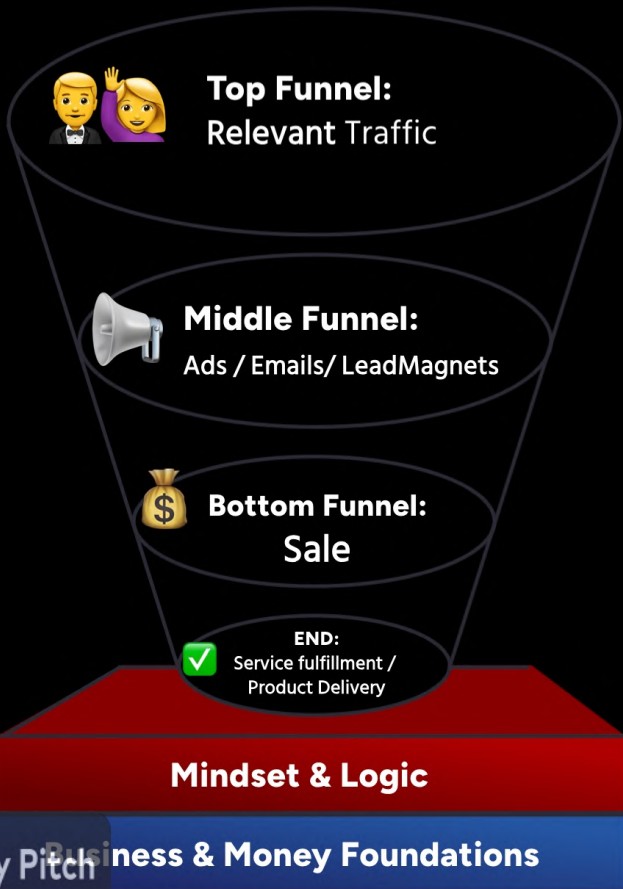


 **Information Age**



 **AI Age**

EnglishBoli would not be Possible 30 years ago



Try Pitch Business & Money Foundations

HOW **MONEY** WORKS
& HOW TO GET IT



HOW TO GET RICH QUICK

1

STEM Research

People studying at the highest level & building infrastructure

2

Application for Business

Using STEM Research & Infrastructure to make commercial products



Takes Time

Coding
Doctor
Engineer
Mechanical
Civil
Architecture
Lawyer

Doesn't Take Much Time

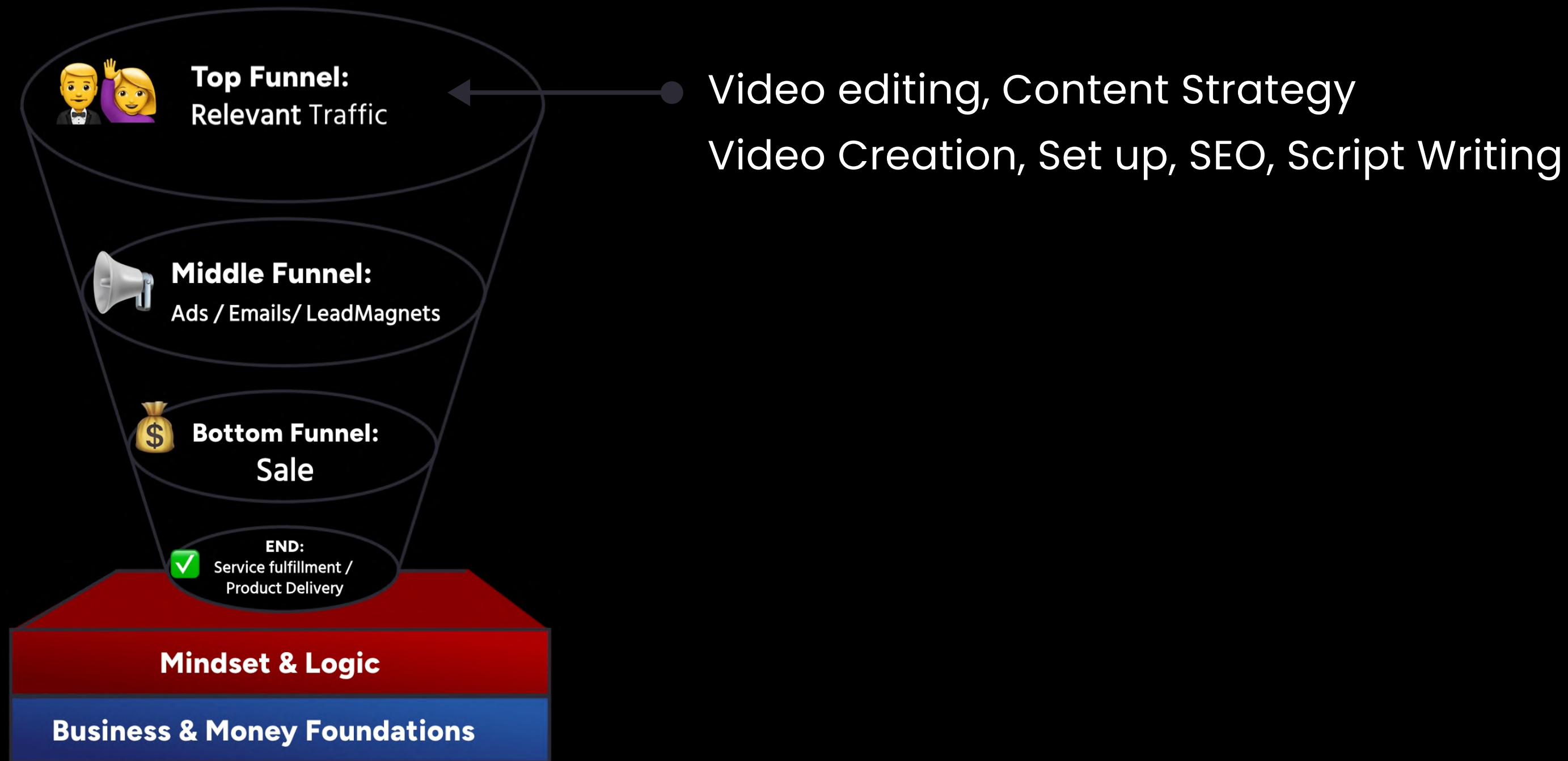


SMMA. Sales
Web Dev
Online Business
Advertising
Dropshipping
SEO
Freelancing
Copywriting
Email Marketing Video Editing

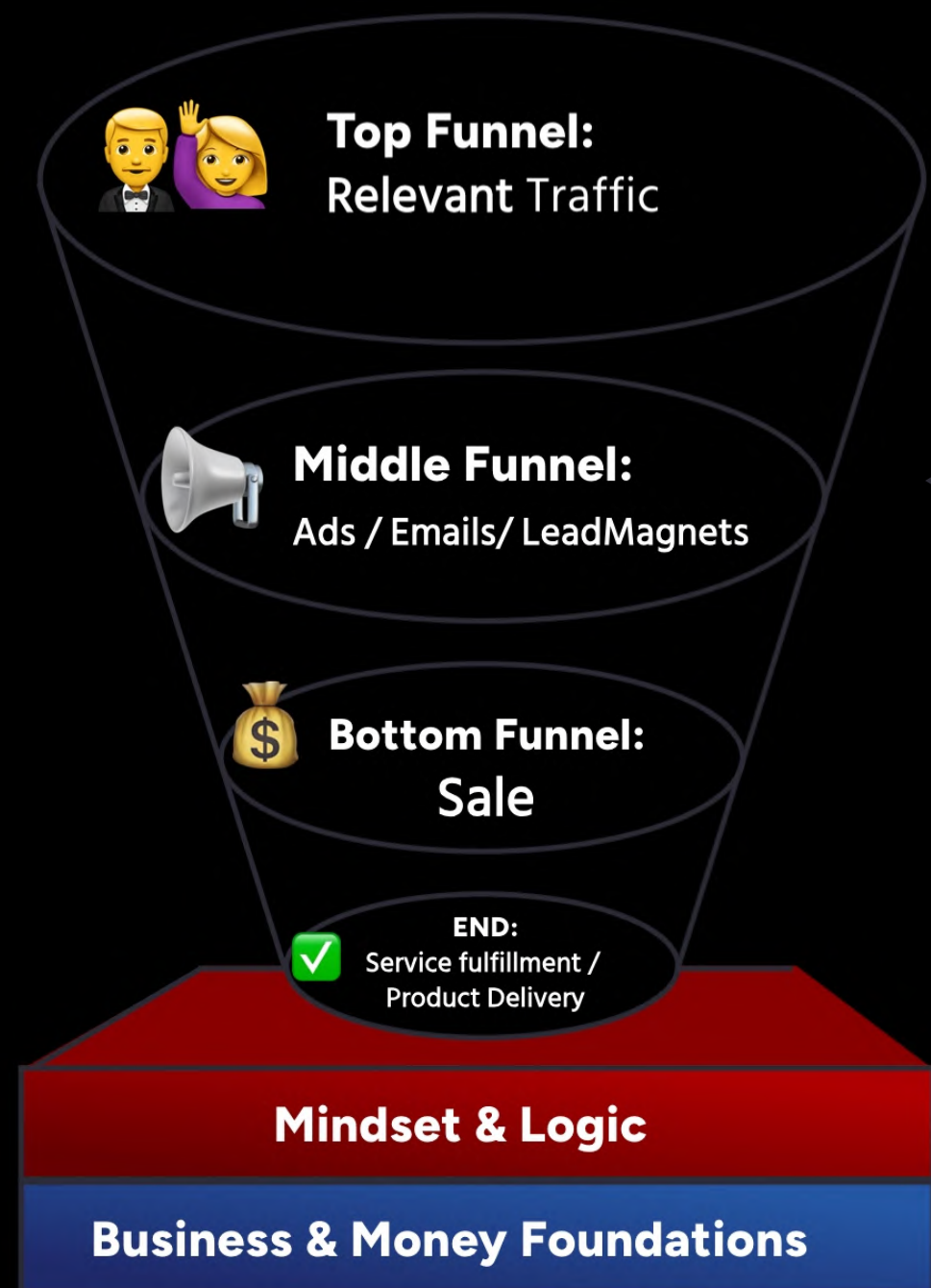
HOW TO INTERNET FUNDAMENTALLY CHANGED THE WORLD

- Everyone can have their own Broadcasting System.
- Everyone can have Time separated from Income.
- Everyone start a business with very low capital.
- Everyone can make & run ads for their product or service.
- No gatekeepers.
- Anyone can learn anything *from the best in the world*.
- The best in the world at anything get rich from teaching what they know.

Skills that will make you money today

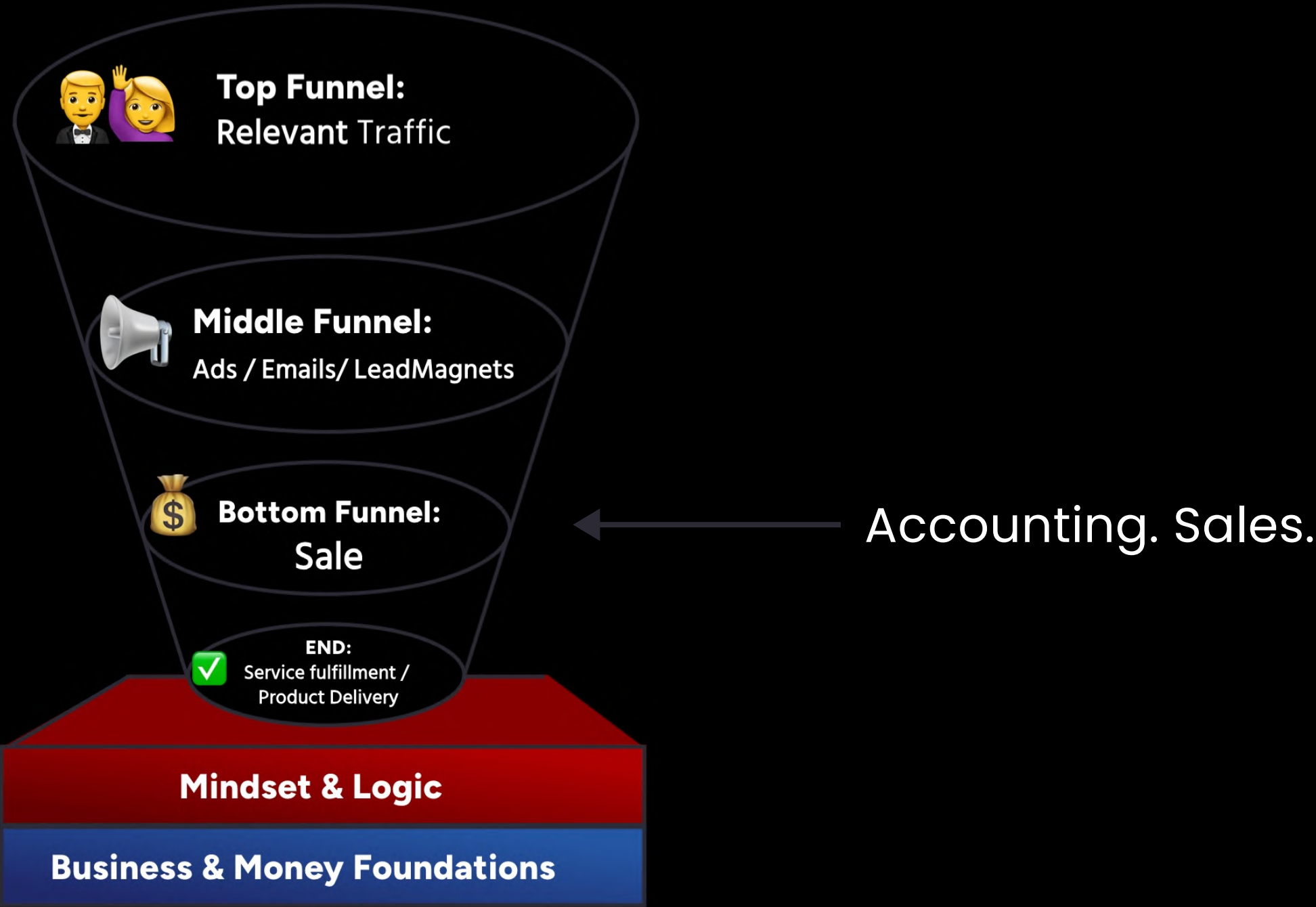


Skills that will make you money today

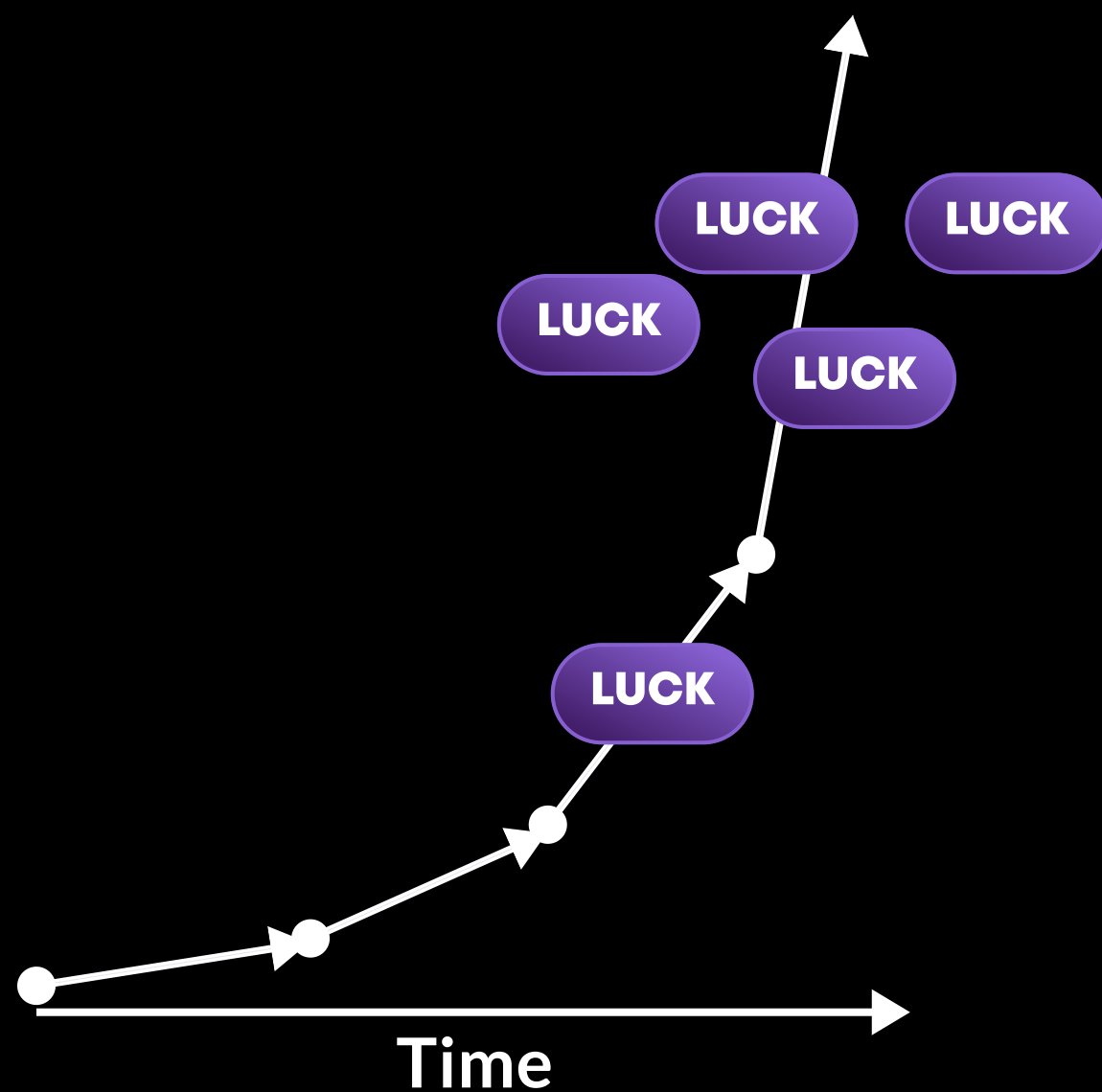


Website, Ads, Creating Landing Pages,
Email Marketing, Copywriting,
Building Entire Systems, High Ticket Sales

Skills that will make you money today



Compounding & How to Get Lucky



Fitness 💪

Beauty 💄

Tech Skills 💻

Education 📚

YOU JUST HAVE TO GET STARTED & GET THE BALL ROLLING

Entrepreneurship is making sense of the world. Getting the closest you can get to the cause and effect of things so you get your desired outcome.

- Read "Principles" by Ray Dalio

All Money is made through Sales. Either Directly or Indirectly

How do These People Make Money?

Influencers

Singers

Businesses



Try Pitch

What Causes Sales in Your Business Type?

Education

Beauty

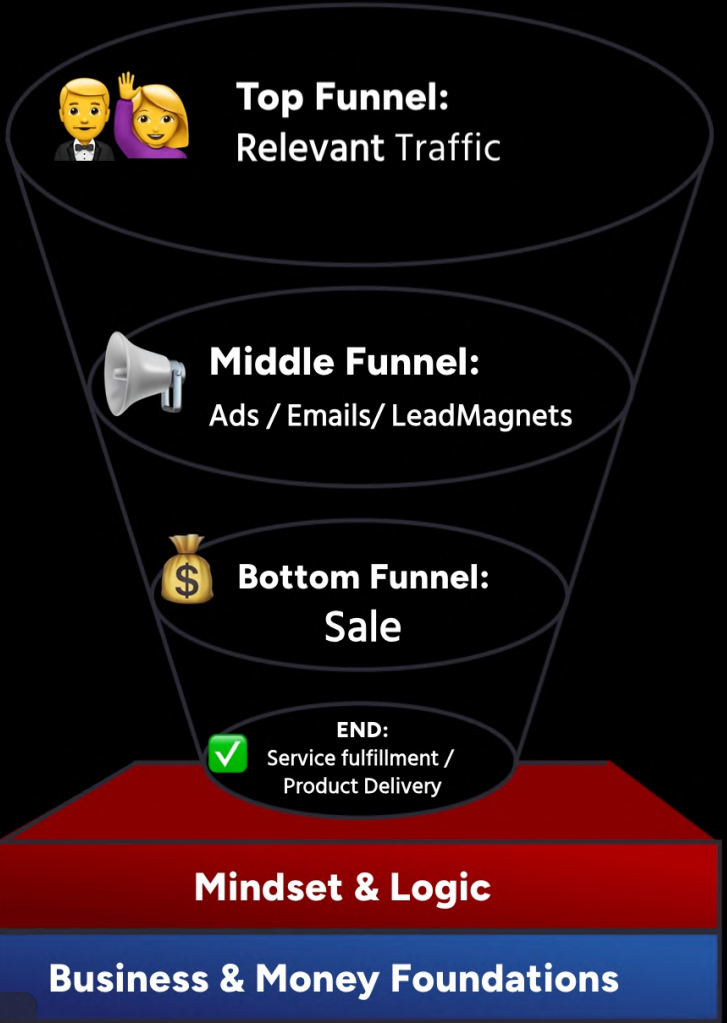
Clothing

Fitness

SMMA

Software

First Principles Thinking 🧠



Try Pitch

Understanding Markets

Competition is good. Means market has formed and people are nurtured to buy. This is something money is spent on.

Markets form due to large forces.

Leading to people in a market being already convinced on products or services.

“Hmm This is something people already spend money on.”

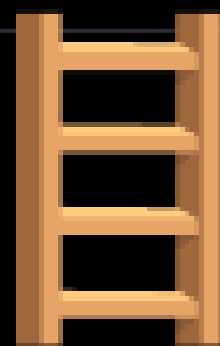
The Myth of New Business Idea

All Ideas are iterative

**Consumers care about execution.
Not Business Ideas. Technical Stuff**

**So.. Pick a booming market where consumer
demand and purchase decision is already
proven. And execute it better.**

Your STEP-BY-STEP GUIDELINE



to make money

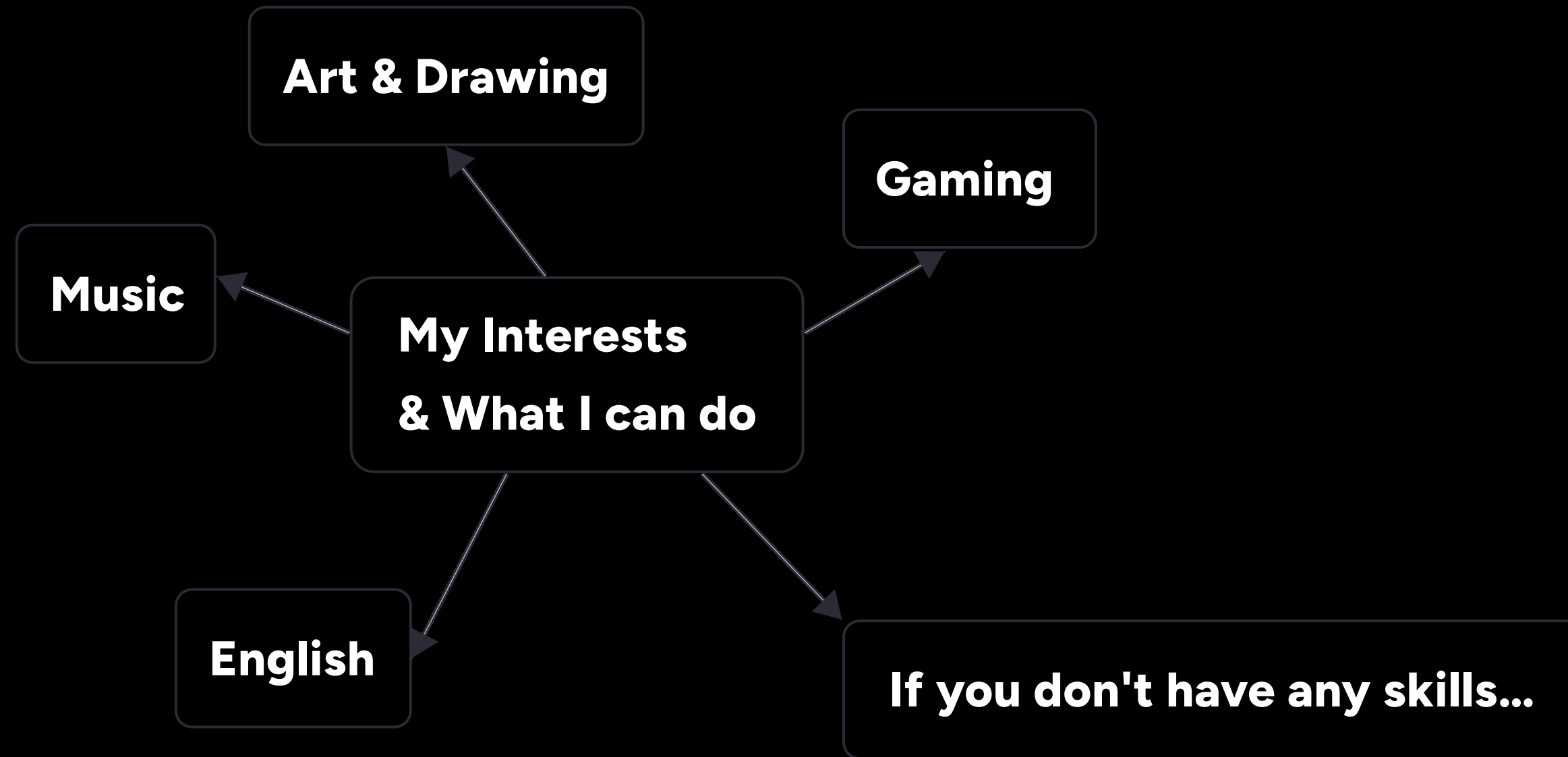
Your STEP-BY-STEP GUIDELINE



to make money

- ✓ Choose a Market Proven Industry & Stick with it for 3 years.
- ✓ Open Socials, Start Posting Content Only A Buyer Would Care About
- ✓ Get your First Client Through Cold-DMs or Service People for Free to Get Testimonials
And actually get good at what you do.
- ✓ Keep Posting & Growing Your Audience & Learn Skills Everyday to get Better.
- ✓ Build Out a Great Product over Time
- ✓ Play the Money RPG Game over Time & Learn Relevant Skills to Get to the next level.

✓ **Choose an Industry & Stick with it for 3 years**



Pick the one that already people make money in.



We won't be a Pioneer

✓ **Choose an Industry & Stick with it for 3 years.**

Biggest Mistake you will Make: "New Business Idea" or starting something that needs investment.

"New Business Idea"

Thats like Saying You will invent a new way of playing guitar before you've ever even learned the basics of playing one.

"I need a lot of investment"

That's like saying, if I just buy a very expensive Guitar, I will be an incredible guitar player. It's a skill issue.

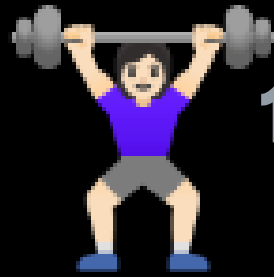
The Goal is to get Good & Learn the Skills of Making Money using a Business that has zero Risk

Open Socials, Start Posting Content Only A Buyer Would Care About

REMEMBER THAT YOU ARE NOT A CONTENT CREATOR MAKING RANDOM VIDEOS.

YOU ARE A BUSINESS OWNER WHO MAKES CONTENT ONLY SERVING POTENTIAL CUSTOMERS.

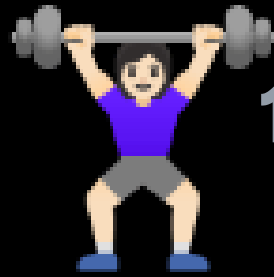
✓ Open Socials, Start Posting Content Only A Buyer Would Care About



1. Write out which market you are in:

Fitness (100 mil in US)

✓ Open Socials, Start Posting Content Only A Buyer Would Care About



1. Write out which market you are in:

Fitness (100 mil in US)

How to Lose Weight (10mil)

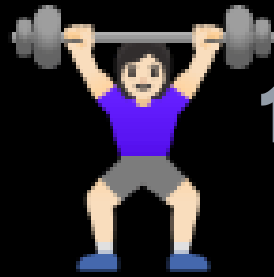
How to Gain Muscle (10mil)

Work Out Routines (10mil) (10mil)

Exercises to Build ___ muscle.

Meal Plan for Gaining Muscle (10mil)

✓ Open Socials, Start Posting Content Only A Buyer Would Care About



1. Write out which market you are in:

Fitness (100 mil in US)

How to Lose Weight (10mil)

How to Gain Muscle (10mil)

Work Out Routines (10mil)

Exercises to Build ___ muscle.

Meal Plan for Gaining Muscle (10mil)

How to Lose Weight Quick.
Low Calorie Meals For Losing Weight (+PDF)
Beginner's Complete Gym WorkOut Routine.
Exercises that Build Your Chest THE FASTEST

Which market am I in?

What are the sub-markets?

Make a Content Ideas List for each sub-market

Write a Script for each Idea

Post 1-3 minute videos on Facebook, Instagram, Youtube Shorts, TikTok

Long Youtube Video

Send people to a free-resource only a potential customer would want

Ask to message you

Gather their email in the process

Push a sale with email sequences

UNBREAKABLE RULE OF CONTENT CREATION

Unbreakable Rule:

You are **only the guide** in someone else's story. 🗺️

It is not about you. You are not the hero. The viewer is the hero. You get to be the guide. You get to be the guy who is helping the hero get to the hero's destination or get what the hero wants.

You are just the guide. Absolutely never make it about you.

CONTENT CREATION WILL NOT WORK FOR YOU IF YOU MESS THIS UP



DO NOT MAKE FUNNY CONTENT. JUST EXPERT INFO THAT WORKS

UNBREAKABLE RULES OF CONTENT CREATION

Instead of thinking :

"This is what I want you to care about so I feel great."



Think:

"This is what I think you care about and I know I have the expertise to give it to you so YOU GET WHAT YOU WANT."



CONTENT CREATION WILL NOT WORK FOR YOU IF YOU MESS THIS UP



ONLY WHEN TO MAKE IT ABOUT YOU:



You will make it about you only if it is necessary to serve the viewer better.
Only saying Information you have to say to build trust and be viewed as an expert
so that the viewer actually watches and believes that you can help them.

FOR EXAMPLE:

I told you relevant information about myself in the beginning of this course.
But I did not tell you what my diet is. But if this was a course on how to lose weight
I would talk about that and would also have to show you my physique first.

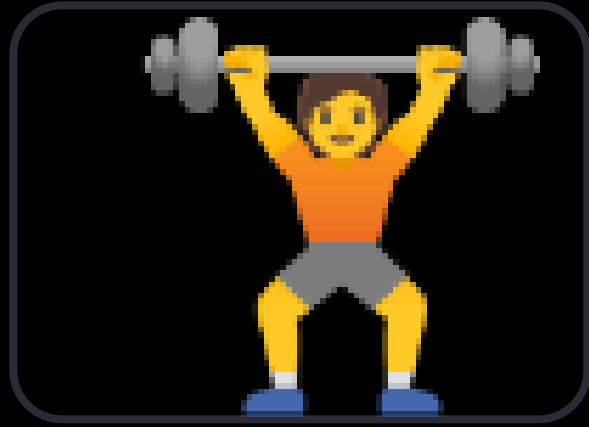
So ask yourself – "What information about myself is relevant to the viewer or customer avatar?"
Only say that.

The viewer is not watching the video because of you. They are watching the video for themselves and
their own benefit and they need to believe you are the guy who can give them what they want.

Mistakes People Commonly Make:



Yoga Instructor



Gym Instructor

NOTE:

For Short Content, Visual Proof of expertise is enough.
Do not start with an introduction in short content.

What could they rather be doing?



Yoga Instructor



Gym Instructor



Chiropractor

Straight Value. No Fluff.

Here's a 2 minute yoga session to do at home to reduce stress

Things you need to buy to start Yoga from today.

Yoga exercises to increase flexibility for women after pregnancy.

How to get people to like you:

SEQUENCE MATTERS!

Wrong way ❌



Ask First

You ask people to buy something you sell.



No Value

You post pictures of yourself and your friends.

Right way ✅



Give them what they want



Keep Giving



Then Post a Photo of Yourself
(If you really have to)

How to get people to like you:

EnglishBoli

10 January

ইংলিশে কথা বলতে পারবেন এই Video-টা দেখলেই।

PRESENT.	PAST.	FUTURE.
I am আমি হলাম	I was আমি ছিলাম	I will be আমি হবো
I want আমি চাই	I wanted আমি চেয়েছিলাম	
I want to আমি করতে চাই	I wanted to আমি করতে চেয়েছিলাম	
I have আমার আছে	I had আমার ছিলো	I will have আমার থাকবে
I _verb_ আমি করি	I _verb (past)_ আমি করেছি	I will verb আমি করবো
I am _verbing_ আমি করছি	I was _verbing_ আমি করছিলাম	I will be verb+ing আমি করতে থাকবো

0:03 / 10:00

See insights

Boost a post

13K

151 comments

1.5K shares



Ishaque Rhaman
I learned English from him by watching his YouTube videos I will pray for him for the rest of my life that I can learn half English Thank you bro for teaching us through your videos.

8w Like Reply

Download

3

Try Pitch

EnglishBoli

16 January

EnglishBoli-র Youtube Channel-এ মাত্র 5 টা Video থেকে 255k Subscribers হয়েছে। ধন্যবাদ আপনাদের সবাইকে।

See insights

Boost a post

Azraf, Tasnuva Ashraf and 5.7K others

364 comments 17 shares

Like

Comment

Share

View more comments

"Oh this guy gives me what I want all the time.
So, I like this guy. He posted a photo. So, I will like the photo."



DO NOT PUT THE CART BEFORE THE HORSE

Things need to happen in the right sequence
or else Content Creation/Building a Brand does not work.

What does giving value look like?

Things to do to speak English at home. ❌

Watch this video and you will know how to speak English ✅

Things to do if you have back-pain. ❌

Do these exact 5 exercises at home to reduce back-pain. ✅

Is popping your back good for you? – Just opinion ❌

5 Safe ways to pop your back. What happens when you pop your back? (Expert Information) ✅

Show. Don't Tell.

Specific Guidelines. Instead of general broad opinions.

IMPORTANT !!

You making Money has nothing to do with what you want.

It has everything to do with *what people want*.

You just get to be the "expert" or "problem solver" who gets to give people what they want.

And the amount of money you get to charge is a LOT LOWER than the value of the problem being solved to the person.

The Two Content Types!

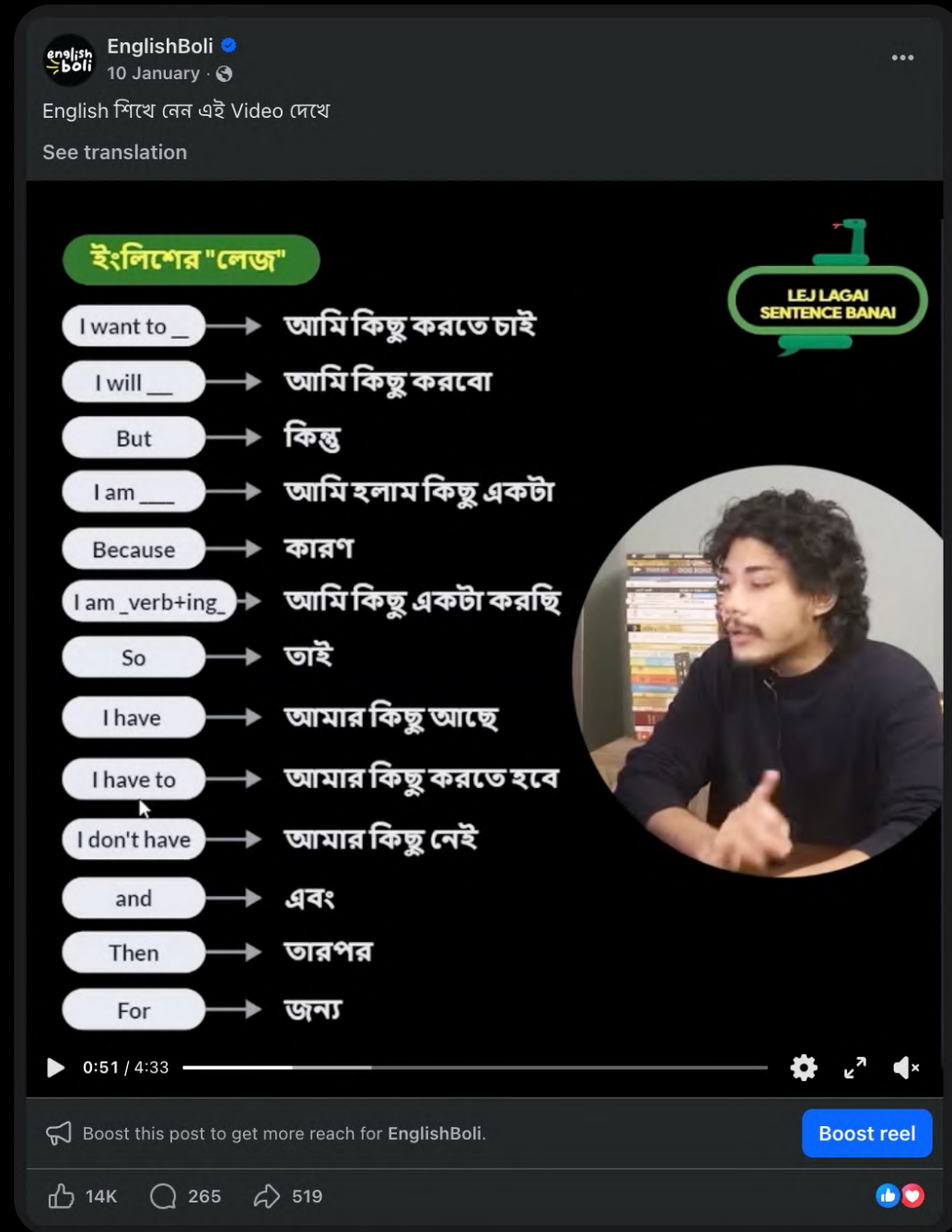


Short 1-3 minute long Videos.
Facebook, Instagram,
TikTok, Youtube Shorts



Long Videos. 15 mins to 30 mins to
1 hour to 10 hour Youtube Videos

The Two Content Types!



Post-Operation Experience of getting a nose job.

Short-form

Complete Guide to Getting Your First Nose Job

Long Form

5 exercises to reduce back-pain quickly at home

Short-form

20 minute Exercise Routine to Reduce Joint Pain
From a Professional Chiropractor!

Long Form

Short 1-3 minute long Videos.

Facebook, Instagram,

TikTok, Youtube Shorts

The Two Content Types!

What I eat to stay lean and have abs.
Full Shred Weight Loss Diet + Shopping List + PDF

My 5 best pick up lines to try at park.
Free PickUp course : From Shy Guy to Super Confident!

Easy way to think about Real Value Proposition!

Who will watch this? What problem do they actually have?
What do they actually care about? Not what everyone else is doing.

For example: Bangladesh's English Teaching Market videos...

Giving lazy value is the key reason why people don't get views or build a Solid Brand.

**A brand of GIVING more than everyone -
is a brand that makes a lot of money.**

Exact Script format for Making Short Value Videos

1. Starts with **Visual Cue** that immediately tells the viewer what this might be about.
2. The first sentence out of your mouth should be exactly what benefit the viewer will get in your video.
3. Then immediately start giving value.
4. End with - For more videos like these where I give you ____ : follow this instagram / me.
5. Or end with - to get a ***PDF or 15 minute complete guide to chiropractor procedures***.
Click link in bio. ***Or comment "BACKPAIN"/ "NOSE JOB"***

We will not say our name or qualifications on short content. You can towards the very end after value has already been provided. Visual Cues are enough for people to trust you.

So, if we wrote a script together

- (Visual: A Chiropractor in medical clothing sitting on a sofa holding his 3 of his fingers up)
- Do these 3 exercises on a sofa to reduce your back pain immediately.

For the first one...

For the second one..

For the third one...

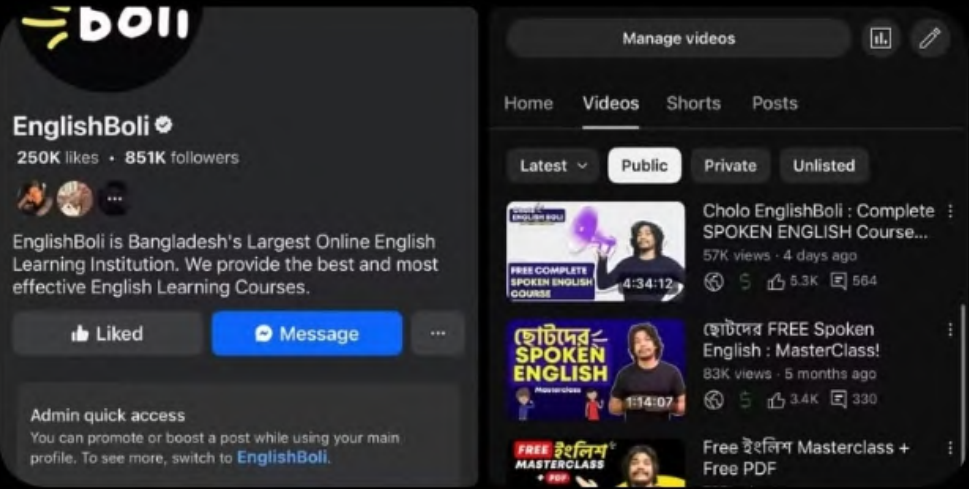
Let me know if you already feel better in the comments.

For Daily stretching videos that keep your body feeling good, follow me on instagram.

Or. For a complete PDF for Exercises at home to reduce back pain go to this link.

*If anyone follows through and actually gets benefitted,
they will like you more than a thousand words said.*

✓ Get your First Client Through Cold-DMs or Service People for Free to Get Testimonials and actually get good at what you do.



bro ill ask you for some advice. I spent the last two years trying to prove that it was possible to build a 10k a month business in a third world country.

Actually did it. But it was stupid point to want to prove. Want to pivot now to an international market.

Do you think business owners pay to get help with getting views? like what sort of a service could i offer? asking you cause you seem to be doing great on socials

May 14, 2025, 6:37 PM

Yeah maybe!

I would consider it

https://... is you can book a time on my calendar here for Friday

A

Try Pitch

✓ Get your First Client Through Cold-DMs or Service People for Free to Get Testimonials and actually get good at what you do.

Give your service to people for free, make your service or program good by doing so and then you are going collect testimonial videos and pictures, which you can show to get paying clients later.

✓ Keep Posting & Growing Your Audience & Learn Skills Everyday to get Better.

✓ Build Out a Great Product over Time

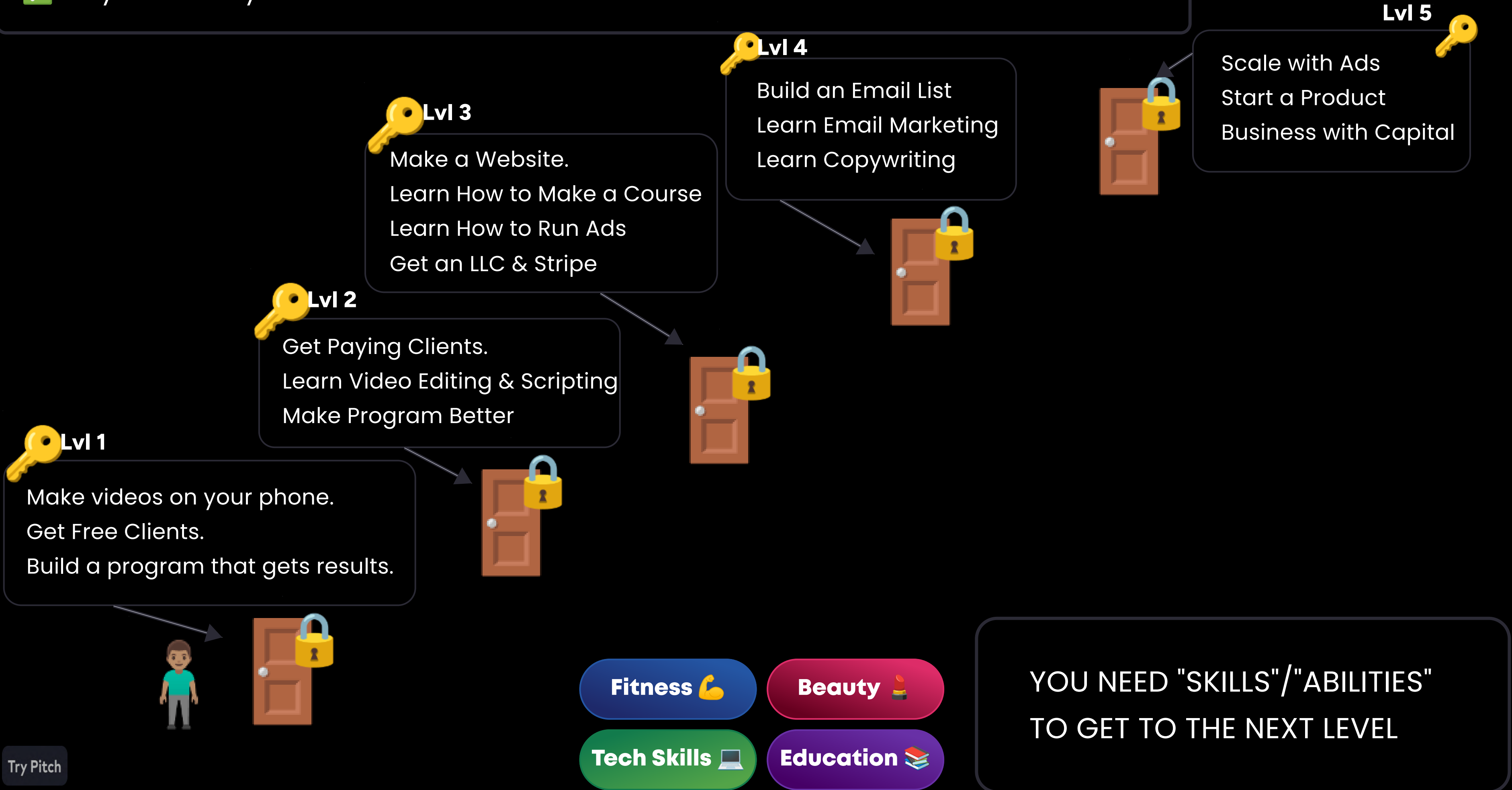
Attempt → Failure → Feedback → Learning → Adjustment → New Attempt

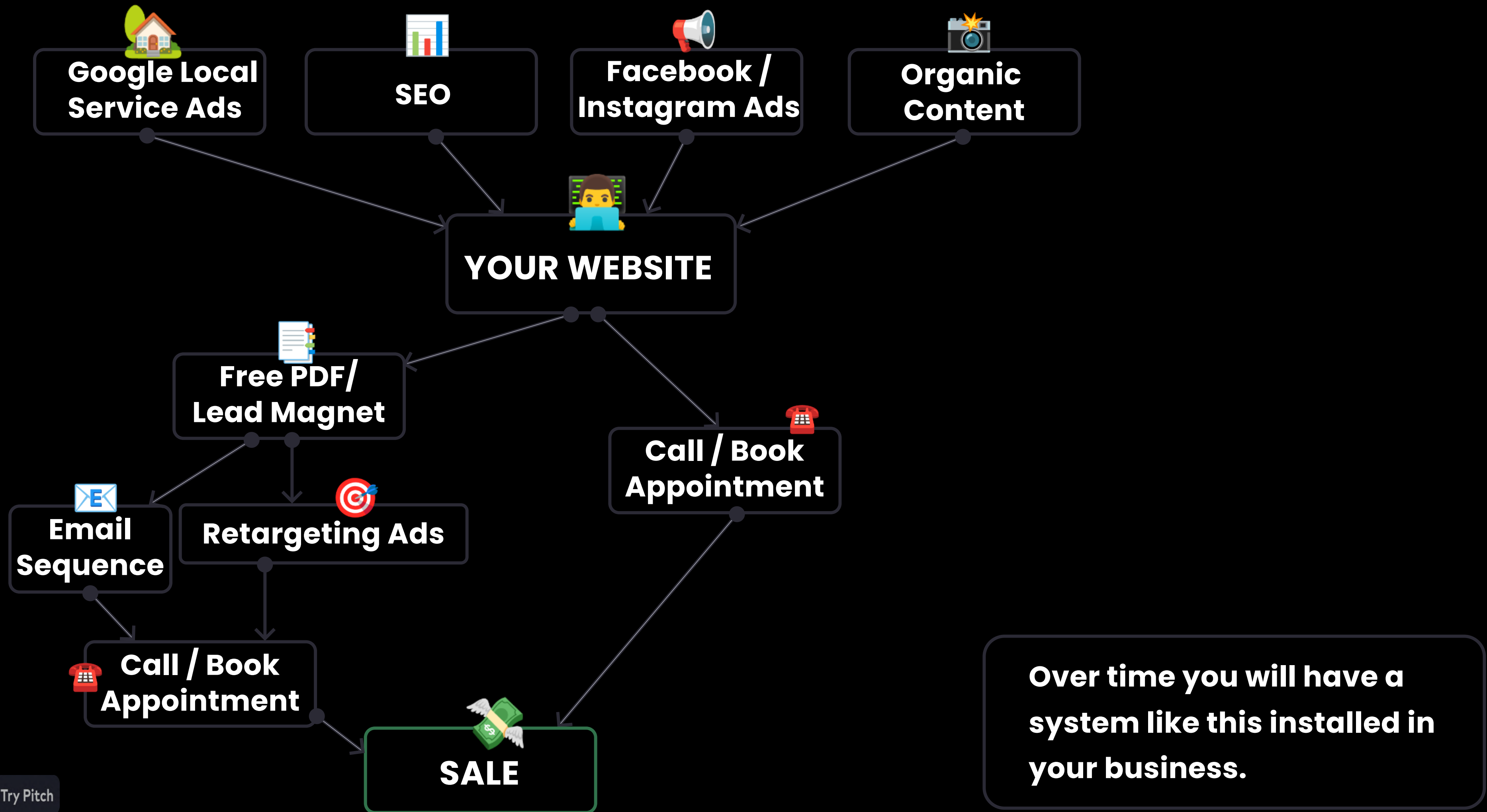


Impossible to learn from Theory Alone.

Right Info- Attempt - Feedback - Learning - Adjustment - New Attempt Till Your Learn

✓ Play the Money RPG Game over Time & Learn Relevant Skills to Get to the next level.





But DON'T GET OVERWHELMED

★ **Start an MVB – Minimal Viable Business**

★ **With an MVP – Minimal Viable Product /Service/Offering**

**& Get money flowing in as
quickly as you can.**

What is Work? Or, Productivity?

The Highest Leverage Activity at Any Given Moment.

Or Simply,

**The Actions Most likely to get you closest to your Goals
or Change your Life or Lead to a Sale.**



Sitting in a Room Working
Doing Courses & Learning Skills Everyday
Posting Content & Editing it
Building out your product or Service or Signing up For Affiliate Links

BIGGEST MISTAKES YOU WILL MAKE WHEN YOU START

- Thinking there's a shortcut.
- Not learning from the best or doing courses or developing skills. Asking friends for advice.
- Hiring People for roles you don't understand – Building a Website, Facebook Ads.
- Hiring People when you just start your business. Who would want to work with you? 🎸
- Not understanding that Business is a learned skill and not an Identity or ego issue.
- Hanging out with other Business Owners for no reason and Identifying as Entrepreneurs.
- Trying to show people you're very busy and about that BizNess Life.
- "New Business Idea" or Launching 10 different businesses or Products. ★

MINDSET for SUCCESS



MINDSET for SUCCESS

Instead of ❌

Can the person I am today, do this?

Required Mindset ✅

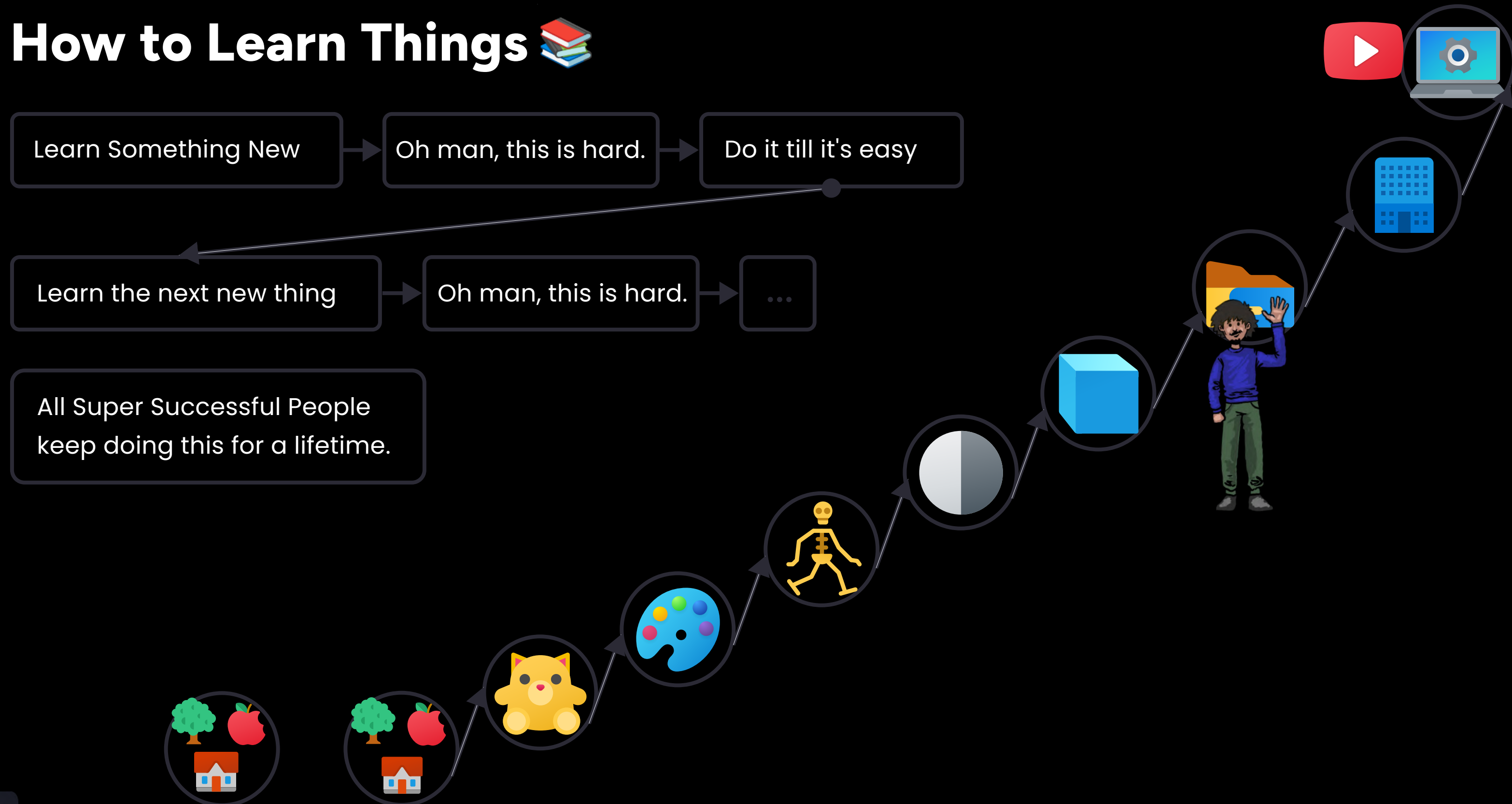
Who do I need to become to get the job done?

- What does that person know?
- How does that person think?
- How competent is that version of me?

Hero's Journey



How to Learn Things 📚



How to Learn Things



Try Pitch





Identity, Ego & Imposter Syndrome 📖



Alex Hormozi ✓

@AlexHormozi

You don't become confident by shouting affirmations in the mirror, but by having a stack of undeniable proof that you are who you say you are.

Outwork your self doubt.

Identity is formed through DOING.
Nothing else.

You can tell everyone you're an honest person.
But if you lie all the time, you're a liar.

You may not be a content creator today or identify as such, but if you make 100 videos for Facebook, TikTok and Youtube – you are now by definition a Content Creator.



Identity, Ego & Imposter Syndrome 📚

Most people have identities based on absolutely no evidence. Just an inflated sense of the self or the "ego".

How do you become Confident?

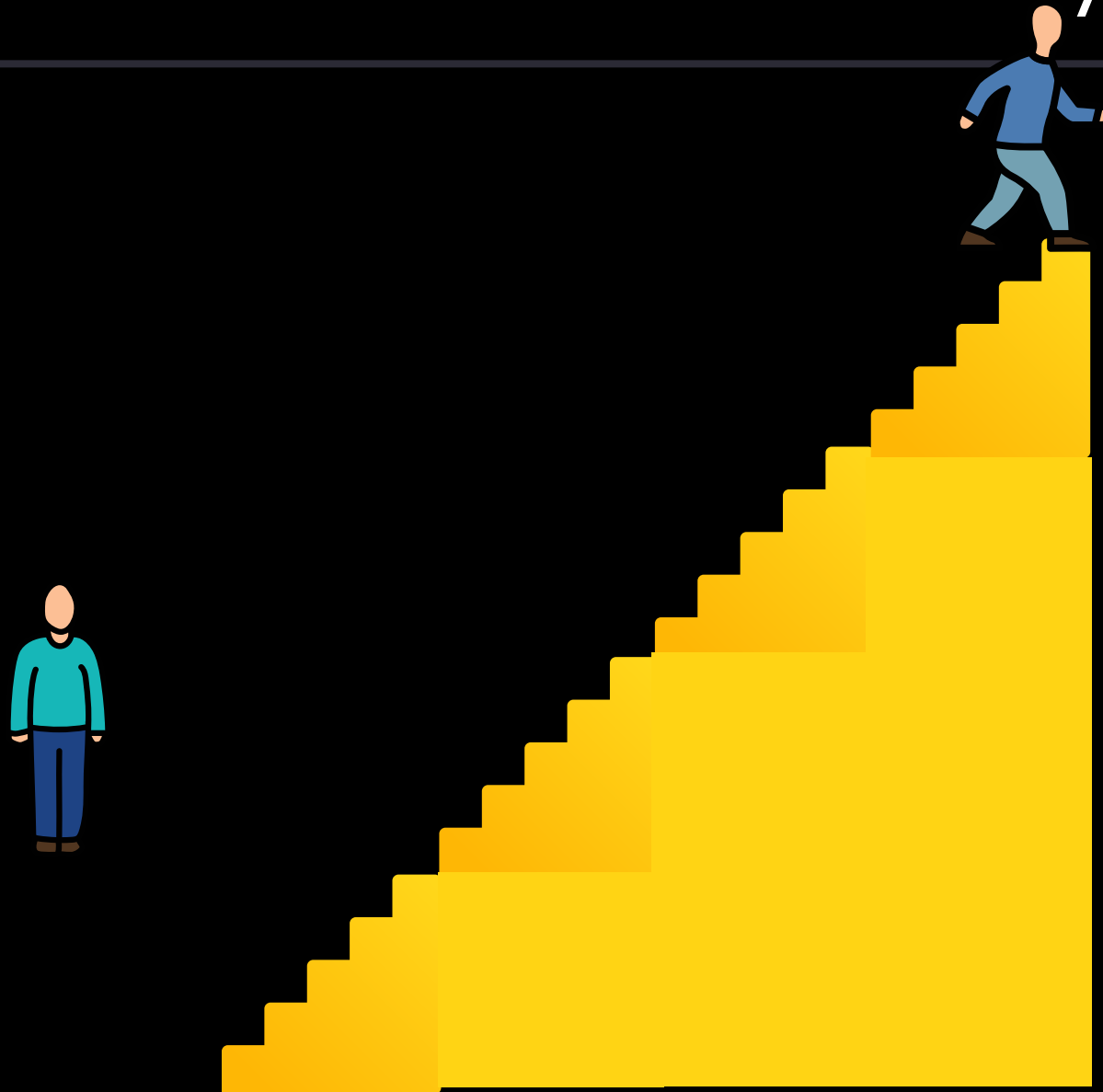
Confidence comes through competence at a certain skill. No one is "Confident" at everything. Only things they have done enough times to be good at.

Anyone claiming to be "confident" at everything is delusional.

The Foundation of Building Discipline

Compare yourself with where you were yesterday.
Not where someone else is today.

- Gym



It seems like nothing is
happening from the
outside when building
discipline or habits.

Discipline is built by falling forward. Till you no longer fall. Stick with it.

All Successful People I have studied Control what is in their control

Things out of your control

Weather
Politics
Job
Other People
And pretty much everything

Complaints. Unsuccessful people

Things in your control

You.
Your thoughts and actions.

Action. Successful people.

There is always something you can do. Usually it is something difficult and people think they can get by without doing it. But. There are no shortcuts.

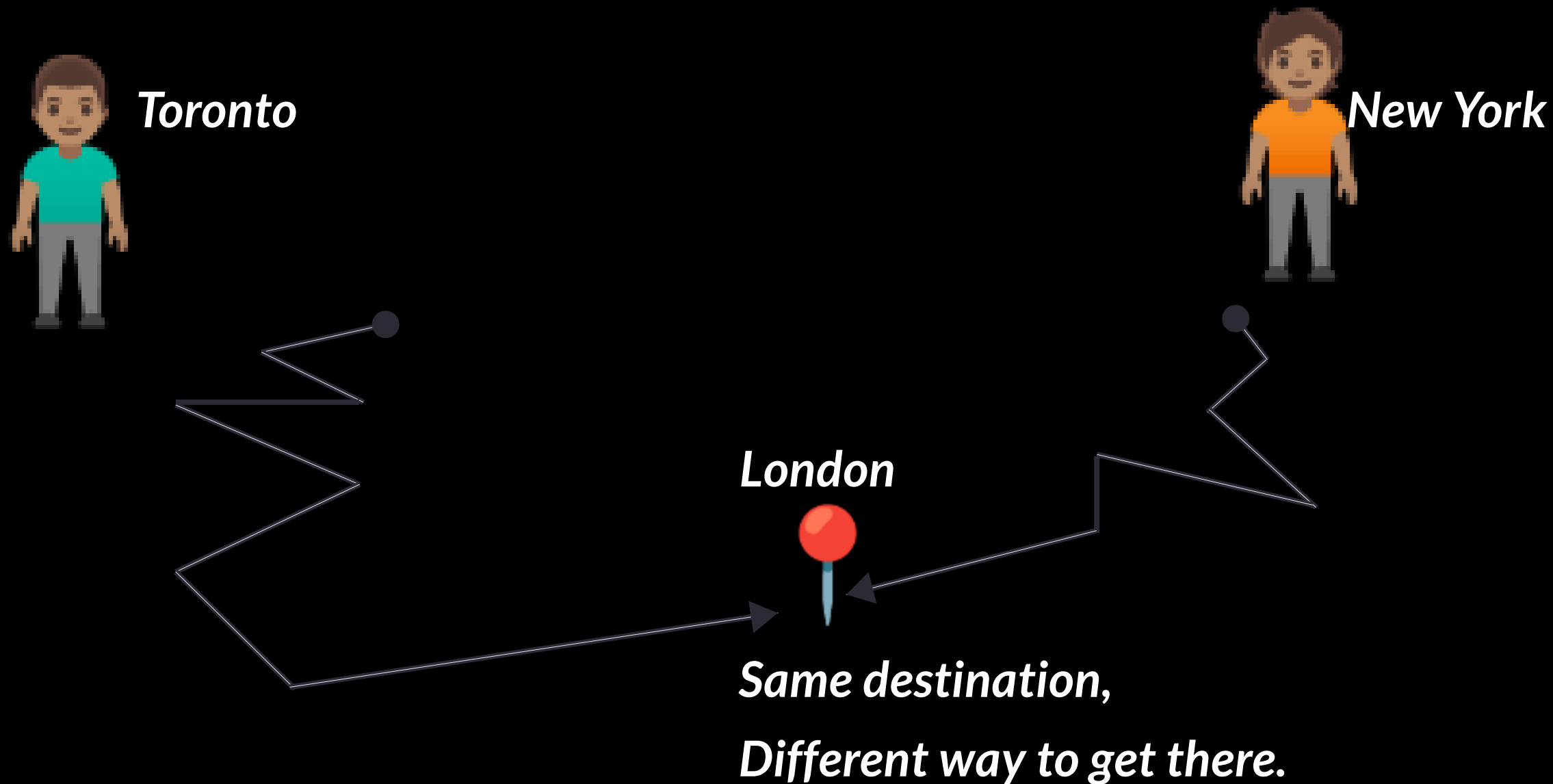
All Successful People - Blame themselves for everything

- You get cheated on.
- You get betrayed.
- An employee steals from you.
- The Market crashes.

Yes, this happened.

What can I do about it to learn from this?

Never Comparing Yourself with Anyone Else
Because your Starting point is not the same as anyone else.



Copy Principles & Ways of Thinking.

How people copy. Vs. How to Actually Copy



*Let's copy what
he's doing here.*



Finally Famous

*Ye, Travis Scott,
Mr.Beast.*

Let me start where I am
with what I have. And make first principles
decision making at each step.

Hundreds of Reps

Iterating & Testing

Learning Skills

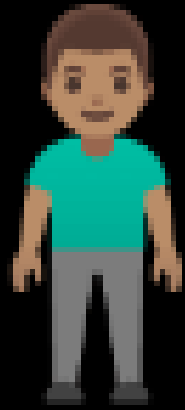
Try Pitch



**All Public Achievements are the result
of Private unseen & unappreciated work.**

EFFORTS DO NOT MATTER.

Brutally Auditing Where You are Today: Acceptance of The Truth



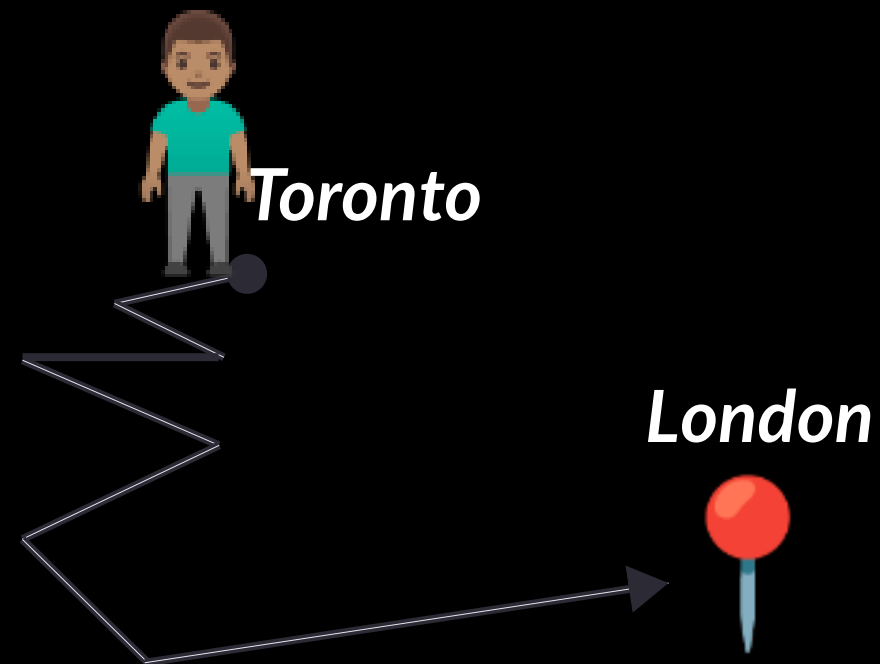
I am trying to start a business.

I never did this before. So, It is normal that I suck.

I don't know how to speak on Camera. There is a lot to learn.

No, I am not good at this. My ego is leading to "cope".

**If you don't even acknowledge where you are,
you can't find a way to get to your Goal or destination.**



*Most people don't find God
because they don't look low enough.*

✓ All Successful People:

Producers

- They are in the game.
- They win and lose.
- They are skilled.
- They pursue their own dreams every day.
- They have their own achievements.
- Individual Thinking ability.
- Work over talk. They do things
- Identity based on things they have done.

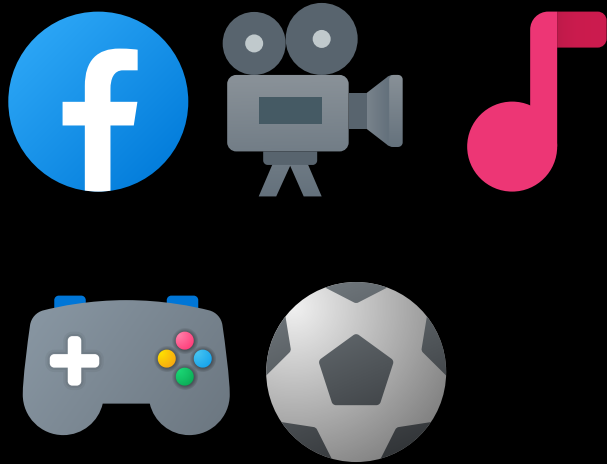
✗ All Unsuccessful People:

Consumers

- They are viewers. They watch other people play.
- They neither win nor "lose".
- They are unskilled. They only comment on others.
- They comment on others who are chasing their dreams.
- The achievement of others is their own achievement.
- Group thinking.
- Very opinionated. Talk about things other people do.
- Identity based on where they from, groups etc.

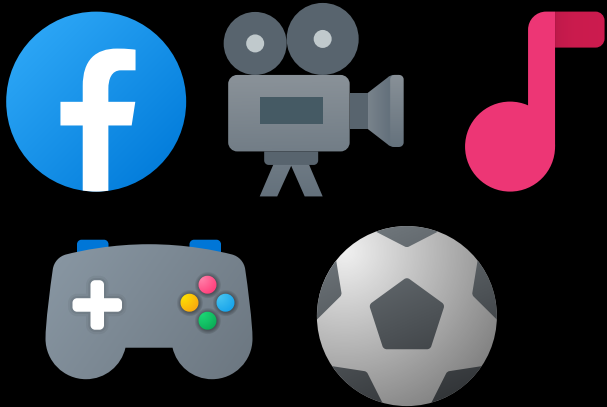
✓ All Successful People:

Producers



✗ All Unsuccessful People:

Consumers



✓ All Successful People:

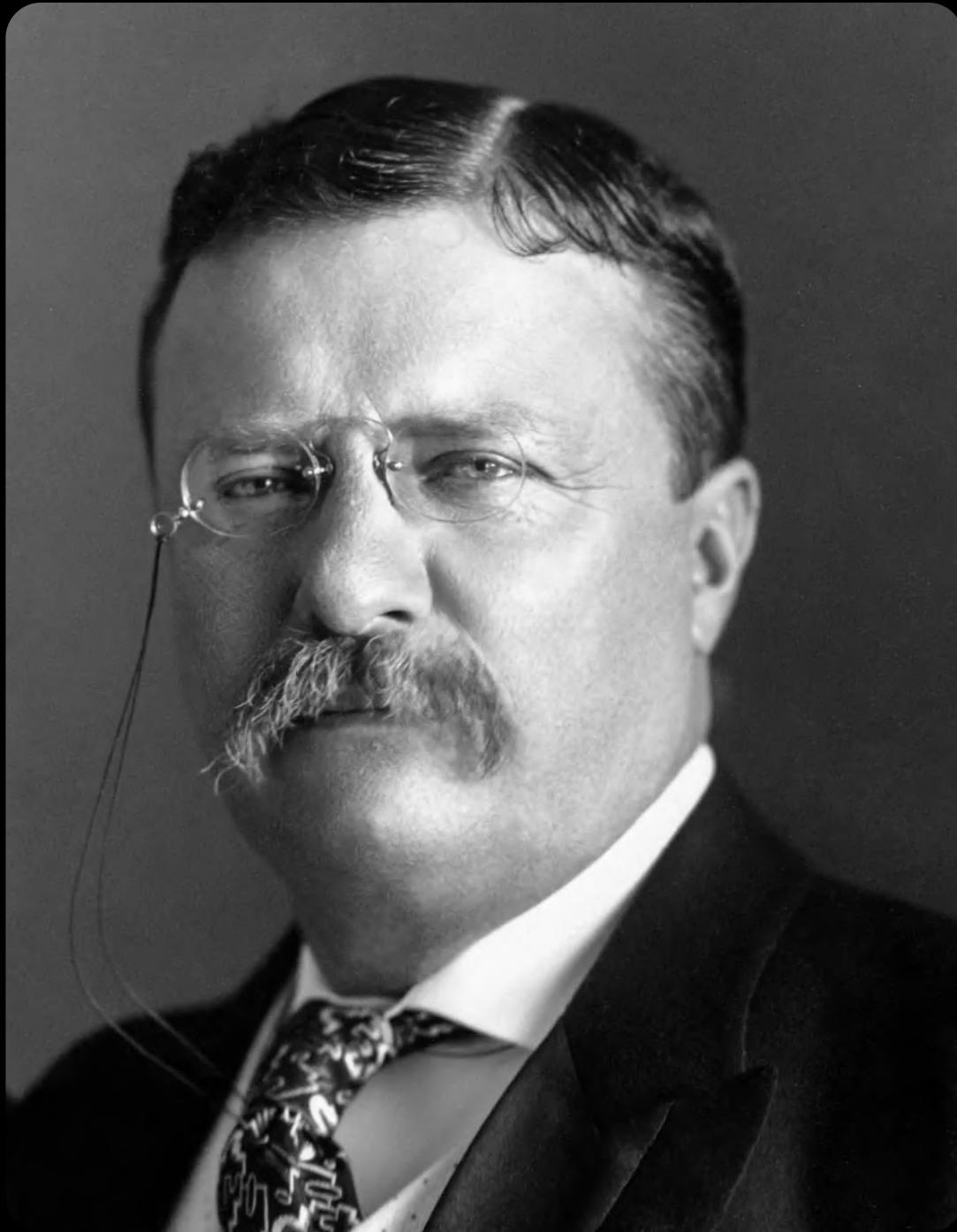
Producers



✗ All Unsuccessful People:

Consumers





- **Theodore Roosevelt.**

"It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better.

The credit belongs to the man **who is actually in the arena**, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause;

who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat."

**There is actually no failure in
self-improvement**

School System vs. Real World



You Passed / Failed



**You
Passed / Failed**

**If You
Failed**

**Immediately
Try again**

**Keep Attempting till
you get it right.**

Wrong Expectations Set By A College Degree

Entitlement to Income

Completion of Education

You don't get paid for services or because you have a degree. You get paid to solve a problem completely for a consumer. You're never done studying till you can completely fix the problem. And the amount you get paid is a lot lower than the value of the problem being solved to the customer. Perceived sense of "entitlement" doesn't get you paid.

The Element of Sacrifice In **Maturation**



Can be anything. But isn't really anything.
Just unrealized Potential.



Running Out of time. Not all of the Potential can be
Realized. Only a select One or Two. Rest has to be
sacrificed or all of it will get sacrificed.

MONKEY BRANCHING

HOLDING BOTH OPTIONS
TO MITIGATE RISK

OPTION A
Current branch

OPTION B
Potential branch



RISK MITIGATION

By holding both branches, the monkey maintains stability and reduces the risk of falling.



FLEXIBILITY

Allows time to assess the next move before committing.



STRATEGIC MOVEMENT

Move forward with confidence when the next branch is secure.

HOW **MONEY** WORKS & HOW TO GET IT



**THANK YOU
FOR WATCHING**



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