

WIN MAKE GIVE



WEALTH SERIES

2.0

PART FOUR
Increase Your Income



INCREASE INCOME



"It's more important to grow your income than cut your expenses. It's more important to grow your spirit than cut your dreams."

- Robert Kiyosaki -

Part Four - Increase Your Income

In [Part Four of the “Wealth Series 2.0”](#) we dive into increasing your income. When it comes to income, it’s not enough to rely solely on your paycheck. Much like the legs of a stool, your income becomes more stable if there are multiple sources, like your job, investments, a business, etc.

Take a few minutes and think of ways to increase your income right now. What about this year? Next year? How will doing these things increase your income, and by how much? Maybe it’s time to work on getting that promotion or think about a second career.

Are you working at a company that notices and rewards your contributions? Are you on the right career path for you? People who help their company reduce expenses or increase income and productivity often command the highest salaries. If you aren’t doing that, it’s time to make a change!

Make projections about your long-term income goals and where you’d like to be in five, ten, or fifteen years. People often overestimate what they can do in the short term and underestimate what they can do in the long term.

When you start thinking about building wealth strategically, it’s like a domino effect. So take the time to save diligently, reduce expenses, and find new income sources, as those financial moves accumulate and create transformative results.



Ben Kinney

Ben Kinney Companies Founder

WinMakeGive.com

Three Types of Income

1. **Normal income**
2. **Investment income**
3. **Passive income**

Analyze Present & Future Income

How much income comes from my job? Investments? Passive income? Other?

Do I have enough income to sustain my current lifestyle?

Where is that income going to come from, and how long is it going to last?

Ten Ways to Increase Your Income

1. **Ask for a raise**
2. **Leverage company benefits**
3. **Profit share**
4. **Create investments that pay monthly**
5. **Rent things out**
6. **Start a side business**
7. **Teach, train or coach**
8. **Create byproducts**
9. **Sell things**
10. **Understand potential tax benefits**

Increase Income

1. What can I do right now to increase my income?

2. What can I do this year to increase my income?

3. How much will that increase my total income?

4. What can I do over the long term?

PEOPLE OFTEN OVERESTIMATE WHAT THEY CAN DO IN THE SHORT TERM AND UNDERESTIMATE WHAT THEY CAN DO IN THE LONG TERM.

Sources Of Income - Reflection

Take a few minutes to think about how you might present a case to **ask for a raise** by coming up with solutions to improve your organization.

What can you do to reduce company expenses?

How could you increase productivity at your workplace?

Where could you create new sources of revenue?

Can you find additional responsibilities or roles to become more valuable?

Sources Of Income - Reflection

Does your company have any profit share opportunities? If so, what can you take advantage of?

List all of your company's benefits and how you can fully leverage them.

What investments can you make outside of work that will pay a monthly dividend?

Sources Of Income - Reflection

What might you consider renting out?

List three potential side businesses you could consider.

What have you mastered that you could coach, teach, or train others to do?

Sources Of Income - Reflection

What byproducts of your job, skills, or hobbies could you monetize?

List five things you could sell around your house to make additional income.

What are some potential tax benefits you should take advantage of? Don't worry if you don't have the answer right now – we cover this topic later in the series.

Time is Money - Increase It

TIME IS THE NUMBER ONE LIMITING FACTOR IN YOUR LIFE.

It is also the single thing that makes us all equal. One of the best ways to increase your income is to increase your time. Write down a few ways you could free up more time in your life.

Calculate how many hours per week you could make available to make additional income. How would you spend that time? How much could you earn from this?

Increasing Income: Leverage

Current Annual Income: \$

Current Annual Expenses: \$

Remainder to Invest (Income - Expenses): \$

How much do I need to increase based on my financial goals? \$

Where is this money going to come from?

DISCUSSION QUESTIONS

What is a quick thing we could do to increase our income?

What is a long-term thing we could do to increase our income?

What byproducts do we already create that we can repackage and sell?

What hobbies do we have and how can we make more income doing something we already love?

INCREASE INCOME



"If you don't find a way to make money while you sleep, you will work until you die."

- Warren Buffett -

Preparation for Part Five

- Print off your bank and credit card statements.
- Have your calculated monthly expenses and income from Part Two handy.
- If you haven't already, please join the discussion on the [Win Make Give Facebook group](#) and post your thoughts, comments, and takeaways.



Ben Kinney



Bob Stewart



Chad Hyams

IMPORTANT

Nothing in this course constitutes investment advice, performance data or any recommendation that any security, portfolio of securities, investment product, transaction or investment strategy is suitable for any specific person.

We cannot assess anything about your personal circumstances, your finances, or your goals and objectives, all of which are unique to you, so any opinions or information contained on this course are just that – an opinion or information.

You should not use our advice to make financial decisions and I highly recommend you seek professional advice from someone who is authorized to provide investment advice.



Ben Kym

Win Make Give Series