

*Sample for "The Wealthy House Painter"*



*"He does not possess wealth; it possesses him."*

- Benjamin Franklin

The first thing I read when I pick up a book is the introduction. After all, it shows you what direction the author plans to take in the upcoming pages.

A how-to book about painting would most likely lead you to believe that you're about to read a book about how to paint. And, if I wrote the introduction before completing this book I would have probably said just that. However, after several years of painstakingly documenting everything I've learned over the past three decades in my painting business and seeing it all laid out in front of me in print I now realize, I was wrong!

It's crystal clear to me now that quadrupling my income in less than a year had little to do with knowing how to paint homes. Yep, I realize that probably sounds a little crazy but look at all the painters out there. The one thing they certainly have in common is that they all know how to paint a house.

So why it is that some painters are just scraping by, while others are living like millionaires?

## **What You REALLY Need to Succeed**

In order to be successful in your business you need to understand that technical skills alone will not get you there, not even close. It's all about being a go getter, and setting yourself apart from your competition by making bold promises and backing them up. By offering an outstanding service and going that extra mile to make sure your customers are completely satisfied with your work.

For me, it took setting challenging yet reachable goals. I had to learn the right way to present myself. I had to learn how to listen to clients and show them respect. Once I started doing this, more prospective customers began to happily

say “yes” to do business with me. Mix all that learning in with a guy who simply has more determination than a salmon swimming upstream. Well, I just refused to settle for less.

Having the luxury of hindsight, I can now see that being a skilled, hard-working painter is only about 20 percent of the equation for success. I have to laugh, because as I look at the Table of Contents before me on my computer screen, the proof is right there in black and white. Only two of the ten chapters (or 20 percent) of “The Wealthy House Painter’s Guide to Having it All” is focused on purely technical painting skills. The rest of the book is all about what you bring to the table as a business owner when you’re not actually painting.

The remaining chapters in this e-book stress the importance of taking action through proactive marketing and giving more to your customers in order to get more out of your business.

The funny thing about it is I didn't do any planning when putting this e-book together. I didn't research any facts or figures, either. I simply wrote from my heart and my experience about what I've learned and the methods I used to become a Wealthy House Painter. It's exactly what's in the pages of this e-book that's helped me achieve amazing success in my business over the years.

Believe in yourself, follow a solid plan, and act on what you're capable of creating. These are the building blocks of true wealth and security in any business. And that's certainly not any different in the painting business.

We are living in the age of the entrepreneur. The signs are all around us. The Fortune 500 list looks totally different today compared to only a decade ago. And it'll probably look totally different again in another five years.

The workplace is no longer a safe haven for anyone or any career no matter how good your skills are. Job security, the way our parents thought about it, is a thing of the past. I read somewhere that when choosing your life's work you have two options: you can either go down the path of security or you can go down the path of opportunity. If you choose the path of security you lose both.

## **Don't Settle for Less – take Action Now!**

I'm convinced that most men and women in America today aren't working anywhere near their potential. They have unfortunately settled for far less than what they can accomplish. Take action now and trust in your own abilities. Determination and self-confidence are your greatest assets. Know that you will succeed, no matter what. Whether you realize it or not your greatest limitations are those limitations that you set up in your mind.

I wasted years doubting my abilities, afraid to come out of my shell. I hoped for the day when all my money troubles would magically go away if I just caught a few breaks. I didn't realize back then I had to make my own breaks. In time I learned I already had all the tools needed to start creating the life of my dreams. It was just a matter of putting them to good use.

First, I had to get out of my comfort zone. I forced myself to take immediate action. That has made all the difference. It didn't even matter if I was always taking the right action or not. You don't have to get it perfect – especially the first time out. Just the idea of doing something, anything, with the intention of improving your situation seems to start a chain reaction of people and events showing up in life that will keep you moving forward towards wealth and financial security. It's worked for me and my family; it will work for you as well.

Now I understand what my good friend and mentor Denise Michaels' means when she says, "Your business growth can't happen any faster than your personal growth."

## **Who Will Benefit Most from – the Wealthy House Painter Way**

This e-book is not just for people content just to call themselves professional painters. It's for those who want to be their own person, call their own shots and do what they want to do, when they want to do it.

This e-book is for those people who are sick and tired of waiting their turn in life! It's for those few courageous people who refuse to wait for better times and for good things to finally come their way. It's also for those people who have decided to live life on their own terms.

Emerson said, "Do the thing and you shall have the power." What he was saying is that life cannot deny itself to the person who gives life his all. If you truly want a better life than what you're living now, do what it takes and force life to pay you the price you expect and deserve. Make your life and your business gradually bend to your will.

Otherwise, give yourself and everyone around you a break. Stop griping and honestly admit you truly don't want to do what's necessary to succeed.

By buying this e-book you've proven to yourself that you're ready and that you've stepped out of your comfort zone. Now promise yourself that you're going to get serious about how you run your business and run your life. Anyone can produce the kind of results I've been getting for years on a regular basis.

You may discover that you're already familiar with some of the ideas presented in this book. That's great! But are you currently practicing these ideas? I can assure you what I share on the pages of this ebook, are the very principals by which I have run my business and my life. They work for me every day out there. They'll work for you too. Make up your mind you're going to do whatever it takes to be a Wealthy House Painter like me and you'll have it all as well.

## **“The Wealthy House Painter's Guide to having it All”**

Before getting started I'd like to take a few moments to explain the title of this e-book. So many people equate wealth with riches. Let's be honest. Money is vital to our survival and to the quality of our lives. And, it's rather sad that many believe it's the only measure of true success.

However, money is only one measure, and a self indulgent one at that. Riches are about excess and extravagance. A man is rich according to what he has, and wealthy according to who he is. This book focuses on the principles of creating real wealth for yourself.

Real wealth isn't about having a bulging bank account or owning a second home. It's about having great personal relationships, wisdom, a sense of humor, and a core of honest values. To me, real wealth is about realizing and being able to put into action your unique gifts. I mean the type of gifts you can't buy and no one can ever take away. Having it all is about using those unique gifts and talents to create the life you want for yourself and those you care about.

## **What is a Wealthy House Painter?**

He or she is the kind of person who dreams of being in control and of operating and growing their own business based on integrity and reliability. But doesn't stop there. Those wholesome, honest values become so deeply-rooted in their daily routines that the business becomes an extension of themselves. They're never satisfied and always exploring new possibilities to improve the status quo.

Wealthy House Painters are winners in every sense of the word. Not because things come easily to them, but because they learn from their mistakes and are determine to succeed. They overcome any challenges they face in their business and in their life. They use their God-given talent and imagination to better themselves. They also work hard over the long haul to achieve their goals.

You cannot fix a price on being truly wealthy; it's a state of mind, a way of life. To me, true wealth means not being shackled to a budget. It also means having the ability to acquire everything needed for you and your family. It's about living an

enjoyable, stress-free life. I may not be rich by some standards, but I'm wealthy beyond my dreams.

## I Stopped Striving and Arrived

My defining moment, the moment when I realized I became a Wealthy House Painter was the day I stopped working so hard. I opened my eyes, looked around and discovered I had everything I needed in my life to enjoy what true wealth and success is all about. No bells or whistles went off; no one put a giant cardboard check in my arms and took my picture. Just knowing I have the freedom to do pretty much anything I want keeps me pumped day after day!

May you always be blessed with the fearless determination to go after everything you want in life. And, the unwavering faith in knowing you won't stop until you get it; no matter how grand your vision. This is the true meaning of ***having it all***.

*"If a man writes a book, let him set down what he knows.  
I have guesses enough of my own."*

-Johann Wolfgang Von Goethe

*Terry Begue owns Begue Painting Inc., and is author of the popular e-book, "The Wealthy House Painter's Guide to Having it All." He's been a successful house painter and enjoys helping others start their own successful house painting businesses, too. Discover more at: <http://www.yourhousepaintingbusiness.com>*