

Kevin: Hi, I'm Kevin Harrington original shark from the hit TV show *Shark Tank* and I'm here with Rennie Gabriel author of the book *Wealth On Any Income*. I love and I'm intrigued by this and I want to hear all about it. Rennie thanks for being here today.

Me: Thanks for having me on your show.

Kevin: You've got to explain to anyone out there listening right now what you mean by wealth on any income.

Me: What I mean by that is that you don't have to earn a lot of money to become wealthy. I was able to do it on \$500 a month. I was only earning \$5000 a month and from that I was able to produce a massive amount of wealth.

K: Pretty amazing, now the book has been written to teach other people, \$500, \$5000/month is not a wealthy income. I mean I hear from a lot of wealth advisors and they generally are working with people that have a lot of money. But you're saying you can show pretty much anyone out there with very small levels of income how to take some of that put it into certain things and do amazing things with it as you have done yourself.

Me: That's absolutely correct. I look at it from the standpoint that while I'm a certified financial planner and chartered life underwriter I also say I'm a BFD

Kevin: Okay, BFD?

Me: Yeah, I think you caught what that is. A lot of people watching will know what BFD stands for. It's not so important my credentials; it's the results the people are able to produce from the system that I created. As an example I failed high school math. What that means is people don't need a lot of math skills to become wealthy. You can do that.

Kevin: I can sense the passion that you have. This is because you've not only done this now for yourself, but you're an advisor and you're helping other people do it. And so you've changed some lives.

Me: The important part about that is because I've done it for myself, now the work that I do, whether it's my book, online course or coaching, I can now donate 100% of the profits to a charity, primarily Shelter to Soldier.

Kevin: That's beautiful

Me: And this charity rescues dogs from high kill environments and trains them as service animals for soldiers who have come back with post traumatic stress disorder or traumatic brain injuries.

Kevin: Very good cause.

Me: Our veterans have been committing suicide at the rate of almost one an hour, and as far as I know not one veteran who has received their service dog has committed suicide.

Kevin: Wow!

Me: This program saves two lives at a time.

Kevin: That's great, fantastic. Thank you.

I usually like to ask the question, "Why are you different?" But I think we kind of already answered it in that you work with people that aren't wealthy and show them how to become wealthy. So that's one way that you're different from a lot of wealth advisors that only want to work with people with a lot of money, okay. But anything else you want to say on that the differentiator between you maybe some of the other people that are in the financial advice industry?

Me: Yes, I would say it's two things. One I walk my talk. In other words when I talk about the system, it's the system that I use. The system works for other people and because it produced the results for me, I don't have to work for a living any longer. That's why I can donate 100% of the work I do now to charity.

Kevin: That's amazing. And so people that are out there right now, they're facing challenges. Let's talk about the guy that's getting \$5000 a month. So if he's spending at all right now you have to show him how he's got to be able to take some small portion of that to allocate toward something that can grow into something substantial.

Me: Yes

Kevin: Because I know you built a multimillion dollar estate out of out of a small amount of monthly income. And there's a technique to doing this, right?

Me: Absolutely, and it's so funny too because of there are myths that people buy into that really don't serve them. As an example wasting small amounts of money doesn't make a difference; like buying a muffin and a coffee at Starbucks every day. That small amount of money over time could create a million-dollar portfolio for someone.

Kevin: Wow!.

Me: So wasting small amounts of money is a bad thing. People talk about they need to pay off debt before they can invest. That's one of my favorite myths because if you're debt-free it does not mean you have wealth. It's like someone says, "I want to build muscles, so I'll diet." Dieting is not going to build muscles. If you want to build muscles you have to lift weights.

Kevin: Right, right.

Me: And you don't have to start big.

Kevin: I got you.

Me: In the same way as running a marathon; I don't know how many of your viewers, or listeners may have run a marathon, but when I started I was only able to go a half a mile.

Kevin: Okay, right.

Me: So you start wherever you start. When you're setting money aside and trying to create wealth you start where ever you start. You don't have to start by setting aside 10, 15 or 20%

Kevin: Right, you start somewhere.

Me: Right, you start with 1 or 2% and you're creating a habit that leads to growth.

Kevin: I like that. You have to get used to it. And so is there any technology involved in this?

Me: Laughing

Kevin: I got you there. Okay?

Me: It's simple arithmetic; adding and subtracting. I failed high school math. I don't make it complicated.

Kevin: So just take some money out of here and put it over there. Is that kind of how you do it?

Me: Exactly. What was frustrating was as a certified financial planner I was not taught how to do a personal budget. These are the things I had to read enough books and talk to enough people to discover, and so I've created a system where you can learn where your money is coming from; where it's going to; and how you reallocate it. There are three secrets to the wealthy; it's their attitude which is so important; the forms they use, which is different than what the rest of us use or what we're looking at; and what investments they make. It's not limited to stocks bonds and mutual funds. These secrets when I learned them and applied them turned my life around and what that means is anybody else can do it as well.

Kevin: I like what you done with the Shelter To Soldier charity an amazing success you've had helping soldiers with PTSD. And I'm sure that you've helped quite a few people, individuals that have done well. Is there any kind of case study you believe you would reference without getting into the names or anything? Just ask you to talk about somebody that you helped turn some things around for them financially.

Me: Yes, It's not someone who was poor, he was earning a good living; a general contractor. When I met him his net worth was about \$900,000 so it was good. But this is someone who was coachable. I would suggest doing things and the next time I would talk to him he had done them. And literally within six months his net worth went from \$900,000 to a million and a half dollars. That's a \$600,000 growth in six months because he took the coaching.

Kevin: Wow! So I think what I'm hearing is there's a system you have to follow but it's not something that is life changing. Something you said, and I meant to mention it to anyone listening out there; take that Starbucks habit away and you might have a million-dollar account sitting there. Or take the money that you want to spend at Starbucks and that compounded is a million-dollar account.

Me: Yes.

Kevin: That says it all right there. So there's kids out there that they could just be thinking about this. But at any age I think the key is wealth on any income. And it's it just makes total sense. And when I hear whether it's with your \$500 a month or whatever the number is a month that you might be investing you might have a chance here to really create something special. And I'm sure, I hope, there's a bunch of people out there that are saying, "Wait a minute. I've got to hear more about this exciting program." So for anybody that's thinking about talking to you, what kinds of words of encouragement would you give them right now?

Me: Well it's something I say over and over again; wealth is a team sport. It's not a solo sport. And who are the people you want on your team? It may be your accountant; it may be an attorney; it may be a coach; it may be a financial advisor; it could even be a coworker or a friend because you can support each other; you can hold each other accountable. And I even have free resources on my website at [WealthOnAnyIncome.com](http://WealthOnAnyIncome.com). There's videos; there's all sorts of tools and they're free. Kevin: Rennie Gabriel you're amazing. He gives all the money from the book to the Shelter to Soldier charity. Did I say it right?

Me: Yes, you did, thank you.

Kevin: And *Wealth On Any Income*; you got to get a copy of this because if you think that you haven't been doing things right it's a simple process. Stick to a system. There's nothing difficult about it. It starts small. Rennie Gabriel thanks for being here today. An amazing book, *Wealth On Any Income*. Check it out. Thanks for being with us today.