

Praise for Mailbox Money Mindset

“I wish I would have met Chris Hotze earlier in life and had this book to better understand the Mailbox Money Mindset. Chris’ energy, outlook, and lessons passed down from his father set the tone for a masterpiece that should be required reading for anyone wanting to leverage time, resources, and money. This book gets your mindset right about money, building serious wealth, and lessons we all need to hear.”

— **Coach Micheal Burt ,
12 Time Author,
Former Championship Coach,
10X Speaker, Founder of The Monster
Producer coaching program**

“One of the greatest mysteries in the world is the connective relationship between a father and son. Chris will take you on a profound journey of how his father taught him how to build financial security.

If you read this book you could become a spectacular investor, but if you’re lucky and wisdom floods your soul you could become an amazing son and father, or mother and daughter!”

— **Paul Akers,
Author of 2 Second Lean,
Founder and CEO of FastCap,
Global Speaker, Inventor, Ironman**

“I want to encourage everyone to make a point to read this book. Readers might fall into one of several categories that can benefit widely from this narrative.

...owners and entrepreneurs obviously will find methods of increasing revenue without labor costs, corporate employees that are working toward

a dream outside the corporate world can accelerate their path forward with several powerful, novel ideas, and those seeking more meaning in life might find a means to supporting their lifestyle while giving more time to those things held most sacred.

Read this book; it's a thought provoking and idea churning narrative.”

— **CJ Kirk,**
Chief Instructor, Krav Maga Houston

“Chris Hotze is the living legacy of his father’s magnificent business career and I would highly suggest this read for any investor – the seasoned and the amateur. Chris’s book, Mailbox Money Mindset will take you to a higher level of business mindfulness.”

— **Johnny Carrabba**
Founder of Johnny Carrabba Family of Restaurants:
The Original Carrabba’s, Mia’s Table,
Grace’s and Common Bond Café and Bakery

“Chris Hotze, leveraging decades of wisdom passed on from his father, now shares the power of wealth accumulation through recurring revenue. Once established, your life transforms to one of peace, freedom and confidence. Mailbox Money Mindset lays out the roadmap; the reader then just needs to take action.”

— **Jack Daly,**
3X Amazon #1 Best Seller Author,
6X Serial Entrepreneur and 15X Ironman,
Completed over 80 marathons in all
50 states and on all 7 continents.

— MAILBOX —

MONEY MINDSET

*The secret motivations behind owning
real estate with recurring revenue*

CHRIS HOTZE

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Dedication

To my wife Ashley, who is my biggest supporter and best friend along the journey.

To my children, Thomas, Kathleen and Julia for their love and support.

I also dedicate this book to all of those who want to learn and want to take the road less traveled to obtain financial independence through entrepreneurial paths. I especially thank those who have gone out of their way to give encouragement and support along the way: Ian Fisher, Dave Fisher, Mike and Susan Padon, Adam Brackman, Tighe Noonan, Coach Micheal Burt, Tim and Gretchen Heerensperger, Nathan Yap, Bill Maddox, CJ Kirk, Ash and Urmila Kumar, Michael Klaybor, Brad Freyer, Robert Peavey, Ryan Stick, Sanjay Reddy, Jaime Fernandez, Paul and Chloe Hotze, George Garza, Greg Metcalf, Charles Sturm, James Newman, Chris Williams, Bill Hall, Suzy Ginsburg, Robert Clay, Brad Sondock, Jared Hollinger, George Lee, Josh Jacobs, Houston Lane, Bill Bishop, Russell Schulte, Mark Martin, Amy Teegan and Bill Peery. Special thanks to Cindy Childress who was instrumental in making this book a reality. Thanks to Amit Dey for his formatting skills, and to Madeline Wyatt for her graphics.

To my sound engineer Greg Otterholt, a truly creative and joyful person. You made the recording of the audio book an absolute blast and you impacted the energy of this entire book.

To my inspiration, Paul Akers, a friend, a fellow author, lean maniac and such an encouraging influence; and to his wife Leanne for so graciously hosting us.

To all those in my family, and large extended family, for the impact you've made on my life.

To my mom, thank you for having an eighth child (me), and really for taking care of all of us. You are an amazing leader.

And finally, to my dad, who was really in some sense, the author of this book. He was my initial inspiration following in his footsteps to carry on his legacy and now share it with you. It is my dad's nuggets of wisdom that make up the framework for my Mailbox Money Mindset.

Welcome to Mailbox Money Mindset and the secret motivations behind owning real estate with recurring revenue.

When you understand the life changing benefits of investing in real estate you will want it for yourself, and if you are like me, you will do anything to have it. Because real estate ownership has done so much for me in my life, I wanted the title to express the real motivations, and personal drive behind some of the most successful real estate investors I know. While there are so many books on real estate, I have not yet found any that talks about the mindset of the successful real estate investor. This is why I wrote this book.

**— Chris Hotze
Houston, Texas
September 2018**

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Introduction

Chris Hotze and I have a few things in common and most importantly we both had amazing fathers who gave us powerful life lessons about real estate investing. Chris's dad, Ernest Hotze, overcame so many obstacles, from working in a meat packing plant during the 1930's Great Depression, to building a private real estate portfolio and growing one of the most successful pipeline service companies at an older age.

Chris has shared the lessons his dad taught him and it caused me to reflect on the impact my father, Harry Akers, had on my life as I became a successful real estate investor. These are the real estate investment lessons I learned from my dad.

Harry Akers Rule #1 – Get Buddies Working for You

For me, real estate investment started when I graduated from college. My Dad said, "Paulie Wally," as he affectionately called me, "here is the way life works: you get a job, you go to work and you are paid ten, or twenty bucks an hour in exchange for your time."

"The first key is not to just spend that money, but to get it working for you.

When you go to work, you make your ten or twenty bucks an hour as a carpenter, but if you're smart you set aside a portion of the money and invest it in real estate.

This real estate investment is now appreciating in value and, along with the rental income, the property is making money every minute while you're working at your normal job.

If you can duplicate that two or three times with a few rent houses, then you essentially have three or four buddies going to work for you every day for the rest of your life."

"It's really just that simple," my dad said. "You got it?"

And I replied, "Got it!"

As soon as we graduated from college, my wife, Leeanne, and I housesat for six months so we could save our money and buy our first house.

After the purchase of our first house, every year we bought a new rent house. We never sold an investment property without replacing it with another rent house. In essence, we kept adding more “working buddies” with bigger earning power.

“You have to have your money working for you.”

My goal was to be a millionaire by the time I was 30 years old and I surpassed my goal many times. That is how I got going because my dad told me this profound concept: “You have to have your money working for you, Paulie Wally.”

Harry Akers Rule #2 – Live Below Your Means

The second lesson that I learned from my dad was to live well within my means. When my wife and I graduated from college all we could afford was a \$49,000 house in the inner city of La Puente, California, a gang neighborhood. There was graffiti on the house that we were looking to buy. It was absolutely terrible.

About ten blocks away was another area that was much nicer and the house that we found there was \$79,000. However, we could not afford the down payment for the nicer house because Leeanne and I only had \$15,000 for the down payment. But, we really wanted to be in the nicer neighborhood. I went to my dad to see if he would loan me the money, so we didn’t have to live in this gang neighborhood.

My dad said, “No. Buy only what you can afford.”

I was so pissed at him. “This is an important lesson; buy only what you can afford,” my dad told me.

Leeanne and I ended up buying the gang house with graffiti for \$49,000. It was boarded up with huge holes and was a total mess. Leeanne and I fixed it up. Six years later we sold that house for \$130,000 and rolled the proceeds into another house.

At an early age we learned a lesson most people never learn—never overextend yourself.

Because we learned this lesson and lived below our means, we were able to habitually save ten percent of our income and invest that into real estate. The next year we bought another property. The following year we bought a four-unit apartment building in Riverside, California. Then we bought a house in San Diego, then we bought another house, and then another and another. All of this was because I bought what I could afford instead of overextending myself, and because I listened to my dad's brilliant wisdom.

Chris Hotze learned so much real estate wisdom from his dad, and his book reminded me to reflect on the impact of my own dad in my life. He always wanted me to be a force of nature. Buying real estate with recurring revenue has allowed me the freedom to found my own company, FastCap in Bellingham, Washington. This freedom has in turn allowed me to travel, write three books, compete in the Ironman twice, and make friends in industries all over the world. I love real estate. There is a power and freedom that real estate investing can provide to you when you understand how to leverage it.

Paul Akers

CEO and Founder, FastCap

Three Time Author, Global LEAN Thought Leader,

International Speaker, Two Time Ironman,

Real Estate Investor

Bellingham, Washington

What are QR Codes?

Look for these in the book!

Use your smartphone camera to scan any of the QR codes in this book. Just open your camera and focus the lense on the code. The link to the video will appear.

Our top videos on process:

Getting rid of My Chair

Scan

the QR Code with your smartphone to learn more



Chair Elimination – How I forced myself to start becoming more efficient with my time to enable myself to write a book! I got rid of my chair and got out of my daily routine.

A big part of this book is about **expanding yourself by changing habits**. Even a small thing, like getting rid of your chair can be a reminder to yourself to constantly look to reinvent who you are.

Prologue

Hi, I'm Chris Hotze, and welcome to my world of real estate investing. I'm looking forward to the time we are going to spend together as you read my book, Mailbox Money Mindset.

Everyone knows that there are so many books written to share with you how to invest in real estate. This is a much different book. This is a book that shares with you why you should invest in real estate. It shares with you the secret motivations. In so many ways, your own personal motivation ends up being the real difference maker.

When it comes down to it, I did write this book because there is so much wisdom about investing in real estate that needs to be shared.

One of my favorite ideas that I want to cover with you, before we even get started, is this: FREEDOM comes from recurring revenue. This is what I call Mailbox Money. Recurring revenue provides you with so much freedom because it gives you options in life.

How do I know? Because, there was a time when I had Mailbox Money and then there was a time when it went away. Ultimately, we worked and worked to get the recurring revenue back; so, I can tell you first hand, that having meaningful recurring revenue is a game changer. Mailbox Money gives you options in life, and those options are all about your own financial freedom.

You don't have to look very far to find examples of Mailbox Money providing freedom; they are everywhere. On the flip side, can you imagine working, saving and investing for your entire life, and waking up one day to find out the hard way, that your investments are not providing you any income?

This is the essence of the book, and this is one of the most important concepts of real estate investing that I want to establish with you at the outset.

Real estate investing is within reach, and in fact, almost everyone in this book started with nothing, and built their own financial security through their own investments in real estate. Many of people in this book came to the United States with nothing, and still figured out their own path to the ownership of real estate with passive revenue. They invested because real estate ownership provided security in a way that so many other investments simply don't.

Financial freedom and the ideas of this book are attainable. So, when you unleash the creative investor inside of yourself and the people you surround yourself with, you will create incredible opportunity to have financial freedom for yourself and your loved ones.

So, welcome to Mailbox Money Mindset and the secret motivations behind owning real estate with recurring revenue.

Chapter 1

Mailbox Money Mindset

On a Thursday morning in November a few years back, I received a phone call from a close family friend with distressing news. I was in my office standing in front of my desk when I took his phone call. I stepped into an exterior glass office so I could take the personal call out of earshot of my team. It was a beautiful Houston morning, and my staff and I had just finished our daily huddle, having gone over details for a new real estate project we were planning to develop.

I briefly gazed out the window, down the street, past the office buildings, and out toward the tall pine trees of Houston's Memorial Park, off in the distance.

When I answered the call, I had expected to hear my old friend's Charles' normal cheerful voice, followed by our usual good-natured conversation.

But instead, when he greeted me, I knew immediately something was wrong. Charles' voice was low, hushed, and flat. We had been friends from my youngest days. I knew that his mother had died some years before, and being a man with an aging parent myself, I recognized that tone of voice.

He had called to tell me that his father had passed a few weeks previously. My dad had died over twenty years ago, so I understood that pain, and I offered my sincere condolences. But, I quickly learned that his father's passing wasn't the real reason for his call. "I need to talk with you, Chris. Things are bad."

My friend was calling to tell me that, on top of losing both parents, he had just found out that there was no money left in his parent's estate. In fact, they died with some pretty significant debt. He was dumbfounded.

Unlike my dad, his father had always lived with all trappings of success. Charles' dad had attended the most prestigious schools in the country,

built an impressive career, was the CEO of a major company and seemed to have achieved financial freedom and stability.

His father was the first person that I ever knew who owned an Italian sports car. It was red and the same model Magnum P.I. drove. My friend's mother always had the finest clothes and jewelry. They enjoyed an impressive home and owned an even more impressive vacation home in another state.

But now my friend was shattered with disappointment. He went on to gripe about his father's spending habits late in life, which never were curtailed. Every penny went to keeping up appearances and living the good life. At the end of the day, his father's estate was a mess and it was left for the children to clean up.

To make matters worse, my friend told me that he and his wife had been counting on a good-sized inheritance. He said, "We are both crushed." They had been living entirely on their salaries without saving because they had expectations from the estate.

Now, my friend and his wife found themselves in real trouble. He shared with me that they had very little in savings, other than the equity in their home, and he was going to be in terrible shape for retirement. I could tell that he was depressed. My friend had learned a hard lesson about lifestyle mindsets.

These are mindsets that you need to be aware of as they are the underpinning of the Mailbox Money Mindset. If someone has an abundance mindset, they tend to think there's no need for prudence, or saving and investing, because they expect that there will always be more money coming in to meet their needs.

Alternatively, when someone has a scarcity mindset, they tend to live their life with preparedness for future expected and unexpected life events. Charles' father had lived with an abundance mindset and died with nothing. By contrast, my father lived with a scarcity mindset and died with many real estate assets, a successful company that he founded late in life and very little debt.

I could not help but create a mental contrast of my dad against his. My dad, who was able to leave my mom with financial security and freedom as she aged and ultimately required round-the-clock nursing care for the last few years of her life.

My dad, who in 1940, arrived in Houston on the train from Oklahoma with only a suitcase, a little money in his pocket, and no friends or social network. My dad, who taught me how hard work and smart saving were essential to his ability to provide.

My dad, who worked tirelessly. My dad, who built a legacy for his family and passed on the wealth he created with recurring revenue from real estate assets that would ultimately help provide long term care for my mother and allow her to stay in her own home to receive her care.

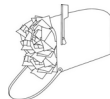
“...all these successful people have one thing in common: a passion for real estate with recurring revenue.”

Along my path in life, I have made close friends with many successful people who have a very similar mindset to my father. You will find out in this book that all these successful people have one thing in common: a passion for real estate with recurring revenue. Mailbox Money.

These people that I have sought to emulate in my life all work to save as much money as possible so that they can in turn invest in real estate assets. You are about to find out the motivation behind people who have a Mailbox Money Mindset.

My father was a determined man. He set aside any ideas of only living his life with a dependence on a paycheck and pension, and instead rolled up his sleeves, and got to work investing directly in real estate. My dad would start with one rent house at age 50 and finished his life some 30 years later with a legacy portfolio of properties that included rent houses, medical clinics, a self-storage facility and industrial properties under family ownership.

In this book, you will be empowered to learn how my underdog dad, in a very humble way, managed his money and guided his large family's financial health with a steady hand. You'll see how the foundation of his success was his ownership mentality and how it can give you clarity, confidence and conviction to do the same for yourself.



What is your purpose for investing?

Mailbox Money Mindset is not a new idea. The underlying concept of this book is really all about WHY you should seek to own or invest in real estate rather than HOW to invest in real estate. There are countless ways to invest in real estate, so this book does not pretend to have the only way. In fact, there are so many ways and situations change so often that I am skeptical when anyone ever says they have a single way to invest in real estate.

There are so many ways to successfully own assets with recurring revenue, and you will just have to explore the options that are right for you and discover a method that life presents to you.

Mailbox Money Mindset is a frame of mind, a mentality, and a lifestyle in which you focus on investing in assets that, over the long term, provide recurring revenue streams.

Simply put, Mailbox Money Mindset is the idea of having passive revenue that you consistently receive from an investment. The idea is that even while you are not working, your assets are still at work for you; and with real estate, the assets typically appreciate in value, which tends to create wealth, as it did with my dad and with others mentioned in this book.

Mailbox Money Mindset is a frame of mind, a mentality, and a lifestyle in which you focus on investing in assets that, over the long term, provide recurring revenue streams.

The idea of Mailbox Money buzzes very loudly in investor circles. All the different real estate investors I talk about in the book have this same mentality in common, but they all do it differently. And while I mostly use this phrase to talk about investments in real estate, any recurring income falls into the category of Mailbox Money, and any person or entity can do this.

Think about any licensing subscriptions or any monthly, recurring fee services you might pay for, like software licensing fees. Amazon does it with the recurring fee to be a Prime member, Microsoft charges software users an annual fee, and Apple computer charges an annual fee to utilize its cloud storage.

Warren Buffett loves to own insurance companies because the premiums are paid annually and only have to be sold once, but they will recur for

many years in the future. Even your gym membership hits your credit card once a month. These examples are recurring revenue, or Mailbox Money, for a corporation to rely on coming in in a regular basis. In fact, business models with consistent recurring revenue streams are valued on a higher multiple than companies that don't have recurring revenue.

I am sharing the story of my dad with you because the Mailbox Money Mindset is a goal many people dream about but never execute. Why? Because no one has ever sat them down and give them clarity about the mindset that goes into achieving that dream.

With improving technology, we are all going to be living longer, perhaps well into our 90s, and Mailbox Money Mindset is an ideal investment style for someone who does not want to outlive our savings.

Lucky for me (and for you), my dad did sit me down and showed me by example the framework of his Mailbox Money Mindset. His mindset had a positive and profound impact on so many people that it must be shared.

As an investor with eight children—seven boys and one girl—in order to save, our family lived pretty modestly. We lived in a nice neighborhood just outside “the loop” in Houston. And early on, we knew the financial limitations that go with having a large number of siblings to put through high school and college.

Being one of eight children, especially the youngest, taught me at an early age that, no matter how successful my dad was, I was going to have to work hard in life to survive. In fact, dad put us all to work at young ages. I had my first job working in his manufacturing plant in the Rice Military area of Houston at age 8. I worked for \$0.50 an hour, and helped stack channel valves for compressors before they went in for final processing.

A mentor of mine, Tighe Noonan, founder of 4D Global Energy Advisors in Paris, France, told me that even though I was born in the late 1960's, I have “a Depression Era echo” and that is what makes me different from my peers who were born during a period of baby boom abundance. He tells me my experience of working at such a young age and watching my older dad's work ethic and investment style had such an impression on me that it allows me to see situations in a long-term manner that most others would not. Tighe tells me that he has the same Depression Era echo from his dad; he said to me, “It is an excellent quality to have as an investor.”

My dad's example gave me a Depression Era echo and, most importantly, a Mailbox Money Mindset. In fact, the Depression Era echo is very close to a scarcity mindset. For me, the scarcity mindset was cemented into my memory during my youth. In the early 1970s, I saw gas lines during the Arab Oil Embargo, and then in the 1980's I saw many people in Texas go broke during the oil crash. These two economic events showed me at a young age to stay alert to potential economic hardship.

They also showed me that my dad, who was living through those events with his wife and eight children, managed to flourish during those times of economic hardship. As I look back all these years, I have to ask, why was my dad flourishing? Now, with the passage of time, I recognize that my dad did well during those challenging times because he saved and invested in rental properties that gave him passive recurring revenue. He did well because he planted trees that would bear fruit. The fruit was Mailbox Money and the trees were real estate investments.

The Mailbox Money Mindset is about responsibility, independence, self-sufficiency, and simply put, getting your investment dollars to work for you while you sleep. The work ethic my dad taught can be part of your family belief system, too.

In a world that is sending you so many messages, the Mailbox Money Mindset is simple. Applied over many years, coupled with a strong work ethic, it brought my dad amazing success. This book will share with you his motivation behind the mindset and help you take a peek into the life of a simple man.

My Mailbox Money Path

I was 35 when I bought my first investment property. My dad had died four years previously, and his death brought some family acrimony, which was painful; but it forged an independence that would prove invaluable for my wife Ashley and me. By our early thirties, Ashley and I had come to the same mindset to create our own security in life by investing in property with recurring revenue, and, when the time was right I would jump into the commercial real estate business.

Between you and me, I feel like there are so many ways to get into the real estate investment business. People from every imaginable background are attracted to real estate; so this book will not tell you how you should

do it. This book will help you understand why you should do it, and that is more powerful anyway. When you investigate it more, you will find that there are countless different product types and specialties that can be pursued.

My dad did not start investing in real estate until he turned 50 years old, and ultimately, he was able to create a portfolio that would impact his entire family. As I said, I started investing in real estate when I was 35 years old. Each stage of my investment career came with both positive experiences and difficulties, as I am sure my father experienced.

Through the past 15 years, I have invested and developed in seven states and have created an investment company that brings like-minded investors together to buy properties that they otherwise would not be able to access. We are probably more process-oriented than my dad, and we learned how to scale our operation to be at a greater level than his side effort.

We still have a long way to go to get our processes where we want them to be. Nevertheless, I look at my dad's successes and the amount of real estate that he was able to acquire "on the side" and I have to give him so much credit because of the lives he was able to positively impact. I believe that if my dad could have built such a large real estate portfolio with so many challenges in his life then you can, too.

After building my career based on my dad's example and working to build financial freedom and security for my family, I clearly see brilliance in my dad's life lesson. His lesson helped me create a vision to help others have a Mailbox Money Mindset, too. I strongly believe people need to understand the power of owning recurring revenue through real estate investments. That is why I wrote this book.

History teaches us that nothing in life is guaranteed. No matter how hard you work, how much money you save, how healthy you eat, or how much you work out, your life can change in the blink of an eye. I want to help you minimize your exposure to life's curveballs by cultivating and maintaining a robust collection of recurring revenue streams. I want to teach you how the Mailbox Money Mindset helps you achieve financial security and freedom.

In this book, I will share the best lessons my dad taught me about becoming financially independent and share with you how to follow his

advice with practical, real-world applications. You will also see why it is worth the effort.

I'll explain the tools you need to adopt the Mailbox Money Mindset for yourself. I'll help you understand that relying on stock market investments, 401(k)s, and stagnant bank accounts to see you into retirement may not protect you the way you want them to. You will have clarity on the importance of establishing recurring revenue streams from real estate assets.

You want to make certain you retain control over your money; after all, you've worked very hard for it. You certainly don't want to squander the fruits of your labor.

So many people do the right thing in life. They make good grades in school, they graduate from college and secure a good job and move into a career. They set up a 401(k) and they go on autopilot.

Everyone needs to ask themselves tough questions about their retirement savings. First, are you 100% comfortable having your entire retirement being handled through the human resources department of the company you work for?

“Mailbox Money Mindset, stands in stark contrast to relying on solely on your 401(k) or pension fund.”

The truth is that your 401(k) is mailbox money, for someone else! Fees come out and are paid each and every month to administrators, managers, etc. And worse than that, once you get your money after you retire, you only have a finite amount left to live off of for the rest of your life, which is unduly stressful.

Think about it, even if you have \$1 million dollars in your savings account, divided over a thirty-year retirement, leaves you with \$33,333 a year before tax withdraw, and that assuming you don't encounter any of life's unexpected expenses. Again, there is strong reason to believe that we are living longer and this mindset helps overcome the potential of running out of retirement savings.

Mailbox Money Mindset stands in stark contrast to relying solely on your 401(k) or pension fund. Being the responsible, hard-working person

my dad was, the idea of running out of money and not being able to provide for his family went against everything he believed.

My dad was not a short-term investor and did not jump into hot markets trying to make a quick buck. My dad never flipped one single house or commercial real estate investment. You will see that any pursuit of real estate investments and recurring revenue for him was deliberate and measured. My dad's lessons are shared here to empower and give you clarity so you can achieve your goals.

To be clear, Mailbox Money Mindset doesn't say that stocks, 401(k)s, and savings are wrong. It teaches that they are not enough to help you reach your goal of financial security and freedom. To get financial security, you need recurring revenue through real estate.

From my dad's example you will see that real estate ownership is the best, most dependable way to control and grow wealth.

Even multi-billionaires like Paul Allen of Microsoft put his money to work to assemble land so that he could build buildings on them that give him recurring revenue. He purchased close to 40 acres, on the north side of downtown Seattle. Ultimately, the development brought in so many buildings and even Amazon's corporate headquarters. Now, Paul Allen has a major real estate holding that provides him Mailbox Money.

Putting My Dad's Lessons to Good Use

I realized a long time ago that my dad's real legacy to me would not be his money or his investments. His legacy to me was what I learned from him on Saturdays when I accompanied him as he inspected his rental properties, when he fixed air conditioning units and made simple repairs and inspections. It was the methods he taught me to see the investment value of real estate, first hand.

Many years ago, I had a friend tell me, "I have never seen my dad do manual labor." I remember, at the time, I was taken aback by his comment because I learned so much about pride of ownership and real estate investment when I saw my dad doing work at his properties.

My dad's real legacy was his Mailbox Money Mindset

I always keep my dad's lessons in the back of my mind. That day I received that phone call from my friend, I felt so thankful for everything my father

gave me. Even after his passing, he challenges and inspires me to be a more diligent investor and to help others accomplish financial independence for themselves.

I will share with you why a Mailbox Money Mindset is important and how it left such a lasting positive impact on me and my family.

Scan

the QR Code with your
smartphone to learn more



Lesson From My Father:
Financial Freedom

Chapter 2

Real Estate Provides Security

Lesson from Dad: The Time Dad Broke His Rule and Talked to Me About Our Finances

Inflation was a very hot topic in the early 1970s when President Nixon was in office, so it was not unusual to have a discussion about “runaway inflation” at our family dinner table.

To explain how inflation worked, my dad used a couple of very simple props. His first prop was a twenty-dollar bill from 1925. His second prop was a twenty-dollar one ounce gold piece, also from 1925. “Come sit with me, Chris,” he would say. “I want to talk with you about inflation.”

He would lay the twenty-dollar gold coin on our dining room table and then he would put the old twenty-dollar bill next to it. “Both of these are twenty dollars, and both were created in the same year. So, which one is worth more?” he would ask.

Dad had told me the answer so many times that I knew to say, “The gold twenty-dollar coin.”

“Paper dollars will become less valuable over time and hard assets will ultimately appreciate.”

He said, “You are correct, the gold is more valuable. The reason the gold is worth so much more is because the government can print money any time it wants. All they need is paper and ink. Gold, on the other hand is rare, and can not be created, because there is a finite amount of it on earth.” Then he would explain that the gold coin was worth over \$400 while the paper bill from the same year, 1925, was only worth a