

The Making of a Woman Millionaire



The One Secret That You Must Know To Turn Yourself Into A Woman Millionaire

by Honor Hart

I was shy but excited to be here. Here I was, sitting on a tattered couch in a rustic, mountain home, with a group of women of like mind and similar hopes and dreams. We had gotten together this early autumn evening on a whim, a lick and a promise.

"What if," my friend Alice had said last week while we were at the local general store, "a bunch of us women from around here got together as a group to help each other with our money problems. Maybe, even come up with a plan to make some money together as a joint effort of some kind."

I had been telling Alice of a group of women I knew in Phoenix that met once a week to coach and inspire each other to improve their lives both financially and spiritually. The way I understood it, it was a kind of motivational group with a mix of women from various trades, professions and walks of life pumping each other up to feel confident handling and managing money.

"Well," I said hesitantly, "what I would want would be some practical tips and ideas on just how to make money at home on the internet without ever having to commute to a job ever again"

"Motivation and all that is great, but I want to know exactly *how to make it happen* and *what I need to do* to get started. Things like how to create a business plan and what I can do to avoid paying huge income taxes on my net profits," I explained adamantly.

Sally, the owner of our little local general store, was right behind the counter and she eagerly joined our conversation by saying, "Hey, that would be something I would be interested in, too. Count me in!"

Tom (her husband) had to work two jobs to make ends meet while Sally ran the store 24/7.

"Imagine if I could learn how to make some investments that would build a stream of never-ending income so that Tom and I could take a break and stop working so hard! I read somewhere that you can never consider yourself wealthy if you are tied to your business and can't leave for even one day without it all falling apart."

So...that's how it happened. We three women agreed to call three other women each and get us rounded up to meet and strategize just how we could help ourselves to learn more about entrepreneurship, investments, small business startup, short-term and long-term financial planning and such.

Tonight was our inauguration night towards wealth, prosperity and financial freedom!

I looked around the room at the twelve women meeting here tonight as everyone was moving around to get settled in. There was a tax lawyer, two widows living on pensions, an artist, an ambulance driver, a chef, a therapist, a landlord of several local properties, a nurse, a retired department store manager, a rancher trying to hold on to a failing enterprise.

Some of us knew a lot about money matters and some knew very little. I had been studying information on internet marketing and selling on the internet and the two widows had already been working on a plan to learn about investments and build income-earning assets into their retirement plan.

The tax lawyer knew about money when it came to taxes but wanted to increase her income flipping real estate, the rancher wanted to get out of debt, the department store manager was hoping to set up an e-store to supplement her retirement and the therapist just wanted to know how to open up her financial options.

The thing about everyone it that room was that we all have an independent streak. Many of us have husbands and families but we were at a point where we no longer wanted to be dependent upon someone else for our financial security and wealth building efforts.

The atmosphere in the room was both congenial and tense as our hostess passed out cups of tea and coffee. We all knew each other, as people do in a small community and yet, this topic of money was not something we generally shared with each other.

You know how it is. We were all brought up, as women, to let the men do the money talk behind closed doors and away from feminine ears.

Yet, we all knew that to let that kind of thinking continue just put us at a disadvantage and it was time for each of us to take control of her financial future and planning.

After, the coffee and tea was all passed out and as the hostess settled in to her husband's chair (the men were, of course, turned out of the house for the evening), the hum in the room began to die down.

How would we begin?

This was such an impromptu occasion and no one seemed to quite know what to do next.

It was at this moment of indecision, when we all paused, that we heard a car's engine revving up as it pulled into the steep driveway outside.

It appeared that one more woman was yet to join us this evening but there was some confusion about who it could be. After all, everyone was here who was invited and we had not yet decided to open up the group to more women until we knew our focus and future plans for the group.

A quiet pause settled over the room as several of the women moved to the front bay window to look out over the driveway and see who it was that was coming up the stone lined path to the front door.

"It's a limo!," someone exclaimed. No one we knew had a limousine in this part of the mountains. It was not exactly the type of vehicle most of us drove and seriously, none of us had that kind of income.

It was odd, but in a quiet manner, the women peering out the windows all moved silently to their seats almost as if in a trance.

The room became very still and hushed as we waited for our unknown guest to make her appearance.

The front door opened slowly and then, a gust of wind rushed into the room behind a stately woman wearing high heels and a fur coat tucked up around her ears.

She entered the house without ceremony, as if she knew she would be welcome without any resistance.

She was tall, well-groomed and, under her coat, we could see that she was dressed much like you would expect to find a woman dressed who worked on Madison Avenue in a posh high rise office building.

To me, she looked somewhat like Sigourney Weaver in the movie, "Working Girl"...but somewhat older and her demeanor was much, much nicer. Very friendly in fact.

Instantly, we all felt at ease with this new arrival as we waited expectantly to learn why she was here.

We didn't have long to wait. Immediately after taking off her coat, our mysterious woman guest turned to face us and began to talk in a vibrant, sing-song tone of voice that reached into the heart of each and every woman in that room.

Without any introduction and without any hesitation, she resoundingly told us that each woman in this room deserved, not just financial security, but financial FREEDOM.

She announced that she was here to impart to us - a serious group of dedicated woman, determined to changed our wealth and prosperity outlook to the good and the positive - a secret that only a few woman on the planet knew.

Her vision was that we would take this secret and share it with hundreds and thousands of other women ready to make the change from wealth deprived to wealth thrived.

This one special secret would exponentially grow like a spider's web, building upon itself, one intricate strand after another so that more and more women were brought into a web of connection founded on financial freedom for all women.

Her is what she had to say:

"I am about to tell you a secret that will make each and every woman in this room a success. I'm not talking about success that has to do with being happy, finding fulfillment or achieving some allotted award that says you are the best in your field.

No, I am talking about success with MONEY, for MONEY, about MONEY and including as much MONEY as your heart desires!

The driving question of every woman in this room is how to make more money....is it not?" she queried.

(We all nodded our heads in quiet agreement. She smiled graciously and continued in a strong steady voice.)

"Before you begin with your business plans, before you make any tentative investments and before you decide that any particular plan is your path to success and riches, you *must hear the full scope of the secret I am about to share.*

Now, I want you to listen very closely. Some of you may even have heard this secret before. But, you haven't really been able to take it in fully, to the core of your understanding.

There's a reason for that.

Your subconscious mind has been conditioned to block out the pure truth of this simple but compelling, life-changing secret to immense wealth and financial success.

I am talking about each and every woman in this room becoming a millionaire.

Now, wait.," she exclaimed.

"Notice how when I say, you can be a millionaire, your mind just seems to shut down.

Or for some of you, you hear some distant negative voice in the back of your mind, saying, 'Yeah right! Me a millionaire. All I want is enough money to pay my bills and retire on with a little left over to do some late-in-life traveling.'

That's fear talking" she said as she systematically looked into the eyes of each and every one of us in that

room.

"Fear keeps you from dreaming to the heights of your dreams. Better to wish for just 'a little left over' than to take the risk of being disappointed or disheartened if it doesn't all work out."

(I stirred in my chair. I was getting impatient at all this talk about conditioning and my subconscious mind and my private emotions of fear. I wanted to know the secret.. that one great secret that was going to change my life around and make me a millionaire. Yes, I was ready to identify with that moniker. I didn't mind at all thinking of myself as a millionaire extraordinaire!)

"Now, I know a few of you may be getting impatient. You are the brass tacks type. Tell me like it is and tell me now, you're thinking, I am sure," she said with another of her gracious smiles. (I swear she was looking directly at me when she said those words.)

"So here it is....the secret to your success as a woman millionaire, are you ready?"

The secret is that *you must define your vision before you do anything at all.*

Your vision is the foundation of everything that comes after.

Your vision is not some dreamy, ill-defined concept of what you hope or wish your financial future to be.

No, **your vision is a statement.**

Let me say that again, **your vision is a statement.**

It is *your* statement.

A vision is a clear, precise, well-constructed statement of your purpose for having millions and millions of dollars at your disposal. It's a statement of you, as a millionaire woman who is in full charge of her financial portfolio and who functions as a woman in the business of generating cash flow that keeps on flowing and never stops.

So begin by thinking of yourself as a business. Call it the 'Business of Making A Woman Millionaire' where YOU are the woman creating yourself as a woman millionaire.

What is your vision, your purpose for the 'Business of Making A Woman Millionaire?' What is your goal? What is the big picture driving the vision?

Ask yourself, 'What do I want my 'Business of Making A Woman Millionaire' to accomplish for my life?'

What is the primary aim you have as a woman in the business of making tons of money, generating cash and creating an asset base worth, at the very least, a million dollars.

Now, one thing to note is that your vision doesn't necessarily have to be some philanthropic, higher purpose plan.

Many people, and especially women, feel they have to validate their desire for more money and greater financial stability with a statement of serving others, first and self, second.

Now, for some of you that very well may be the case. It may be that it is the only way you allow yourself to really go for the gold. Wanting to serve for the greater good has motivated several millionaire woman of our time including the renowned Oprah Winfrey," she said, pausing to take a breath.

"The greatest thing about what I do, for me, is that I'm in a position to change people's lives." - Oprah Winfrey

"There is just one small adjustment you want to make to a vision statement that includes all others before you," she continued.

"If your vision includes serving humankind in some greater capacity, just add into that formula that you stand equally along side of those you wish to serve. There is no first or second place here but an equal desire on your part to *serve yourself as you build your wealth vision to serve others*.

You must be motivated to *help yourself along with helping others*...this is the only way that your vision statement will sustain your efforts to grow and grow and grow financially.

Plus, I want you to know that there are other kinds of visions statements.

Other vision statements can be about values. Values such as integrity, honesty, and respect.

Carly Fiorina, chairman and chief executive officer of Hewlett-Packard, is noted for her business model based upon the values of honor, integrity, respect and tradition for her company. Her vision incorporates these values as "guiding lights in tumultuous times."

Another kind of vision statement could involve a long-term goal such as building a particular business that will be franchised in fourteen different companies in the next ten years..

Or your vision statement may be a monetary purpose, such as a determination to have \$400,000 in asset value bringing in a steady, residual income in 6 months time.

You think that's impossible?" she asked as she looked around the room.

(You may be surprised to find out that most of us simply shook our heads 'no' at her question. We were all beginning to believe that having a 6 figure portfolio within 1 year, a distinct possibility first and foremost with hardly a thought of the word 'impossible.'

She believed in us. It was clear that our mysterious guest had some super ability to transmit the very essence of confidence and certainty that everyone in that room was sure to be a woman millionaire.....so that each of us could believe with equal certainty and confidence.)

"Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence. "- Helen Keller

She continued to direct us on how each of us could turn ourselves into women millionaires with this one special secret.

"So," she said, "your task now is to write your vision statement. Write it in 30 words or less, then 60 words and then 90 words. Refine it, restructure it. Get intimate with it.

Write it, dream it, announce it to yourself in the mirror every morning.

Tell friends about it. Get really good at saying it over and over again to yourself and others.

Record it and play it back to yourself.

Imbed your vision statement into your mind. The goal is to reframe the negative 'can't do' inner voice into a positive 'can do' voice.

Make your vision statement something that identifies your purpose and plan for yourself as a millionaire business woman.

Ask yourself, 'What does my 'Business of Making A Woman Millionaire' look, act and feel like now that it's finally done?'

Be precise. Don't just say, 'I want to make the world a better place.' Say, 'I want to create 7 new women millionaires in the next 12 months.' She paused and then added, "That's my vision statement."

"Get specific about your vision first before you do anything else and you are taking the first, vital step to redesigning yourself to be a woman millionaire.

After you have your vision statement, then and only then can you go on to creating a system of strategies and tactics to create the action of truly making yourself a woman millionaire.

I think that Oprah Winfrey said it best.....

"It doesn't matter who you are, where you come from. The ability to triumph begins with you. Always."

With those last words, our inspiring guest gathered up her belongings and put on her fur coat to depart.

Not one of us woman in the room stirred.

You might expect that we would have questions and would want to know more about her, who she was and how she got here on that autumn eve in the Rocky Mountains.

But no one said a word and before we knew it, she was gone.

I don't even remember hearing her car drive away.

We all sat wordlessly for, I don't know how long.... until our hostess suddenly seemed to wake up and decide it was time to warm up the cups of coffee and refill the cups of tea. As, she started to bustle around the room, others seem to come back to life and people began to move and talk in whispered voices.

I stood and stretched, pulling myself up out of the sunken spot my body had made in the couch. My mind was reeling, going over and over in my head what the mysterious guest had said.

On that night, all I knew was that, in my heart, she was right. I intuitively understood everything she had said and I became determined to put it all into action.

I left the group talking quietly amongst themselves. I work better alone when it comes to searching inside myself. for the answers to who I am and what I want out of life.

Some women were busy with their heads bowed over notepads, writing down the first drafts of their visions statements. Others were talking quietly amongst themselves, planning how they were going to even begin to find out their personal visions.

No one was speaking of our guest. It was as if she was never really there and there was no need to wonder any more about her.

Silently, I slipped out the front door....and from that night to this day, have never stopped to question who that phenomenal woman was.

Instead, I went full steam ahead. I found my vision statement. I came to know what I needed to know to create my own 'Business of Making A Woman Millionaire.'

I'm not a millionaire yet, but I am on my way. I've changed the negative voices inside my head to positive, self-affirming messages of empowerment and hope.

I've faced my fear of failure and know that I will continue to face it over and over again. To be a woman millionaire is to be risk-taker. I accept that.

But, I've also progressed to realizing that, with the right knowledge and the right mentors and teachers, the risk is lessened.....and that is what that strange encounter on an early autumn night did for me.

Note from the author:

I hope this story of women inspiring women to achieve beyond their limitations and fears has stirred you into action to find the women mentors and role models that can assist you to success!

All women need to have women mentors. It's not enough to follow what the men do because men do it differently and with a different voice.

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"Phenomenal Woman"

by Maya Angelou

...Men themselves have wondered
What they see in me.
They try so much
But they can't touch
My inner mystery.
When I try to show them
They say they still can't see.
I say,
It's the arch of my back,
The sun of my smile,
The ride of my breasts,
The grace of my style.
I'm a woman
Phenomenally.
Phenomenal woman,
That's me...

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