



Millionaire Student

The Undisclosed Guide of Building Your Empire in School

BONUS! The Magic of the 15 Young Entrepreneurs

By Hanz Florentino

Millionaire Student – The Undisclosed Guide of Building Your Empire In School
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Important: If you have access to a printer, please PRINT this report.

You'll get a lot more out of it if you're not reading it from a monitor. Bring it in school, read it in the library instead of making your assignments. You have a far greater purpose in life rather than just passing the exams.

Start building your empire now.

Formal Education will make you a living,
Self-Education will make you a fortune

JIM ROHN

Table of Contents

Part 1

Chapter 1 – Lets Start with a Question,

Chapter 2 - Let me Show You How

Chapter 3 - Your First Asset

Chapter 4 – Your First Business Idea

Chapter 5 - Connections

Part 2 – 15 Young Entrepreneurs

MARCH BAO, 18 - Built 11 Companies and 3 Foundations

ADORA SVITAK, 13 - Literary Genius

SAVANNAH BRITT, 16 - World's Youngest Magazine Publisher

STANLEY TANG, 18 - Young Tech Entrepreneur and Author

FARHAD ACIDWALLA, 17 - Top Young Indian Entrepreneur

KEITH J. DAVIS, 20 - Speaker, Actor, Model, and Publisher

BEN WEISSENSTEIN, 20 - Grand Slam Young Entrepreneur

SABIRUL ISLAM, 20 - Global Motivational Speaker

MARSHALL HAAS, 20 - Architect Entrepreneur

EMIL MOTYCKA, 21 - 135K in High School

ALEX MAROKO, 22 - Entrepreneur Coach

JULIETTE BRINDAK, 22 - Worth 15M AT 19

JACOB CASS, 22 - Designer Entrepreneur

ANDREW FASHION, 23 - Made 2.5M by 21, Lost it all by 22

JAN MCKINGLEY HILADO, 21 - 1M in 10 Months at 20

Part 3

Bonus 1 – The Big Question

Bonus 2 - Are you Creative Enough?

Bonus 3 - Are you Radical Enough?

Part 1

Is it really possible to become
a millionaire while studying?

Yes.

Unless you accidentally win the lotto.

With our current educational system, it's quite impossible to become a millionaire while studying.

So why share about becoming a student millionaire?

Let me introduce to you this special person.

There was once a nerd-hunk academic achiever and he graduated magna cum laude of his class, 1.14 was his average. Because of his credentials he got hired a week right after graduation. He became a training officer for a big nationwide leading retail store, and after a year he became a supervisor with 100+ staff under him and earning a shining salary for his age.

But then one morning, he resigned.

Why?

He wanted to become a millionaire and he realized that he is taking down the wrong path. The wrong path right even before in his schooling years.

Fast forward, he is now enjoying the luxury of his own time, monthly vacations, making money out of his passion – creative marketing and helping people monetize their passion. But most importantly, he now has dedicated his life to lead people – most especially the youth – to the right path.

The path where one uses the very gift he/she has – use it to grow, to serve people, and make a difference in this world – and interestingly make BIG money out of it.

And good news is, because of his powerful experiences both in the academic world and the real world, he has come up with the significant concepts and the ultimate striking

formula on how even from the schooling years – high school or college – one can develop himself the needed skills, knowledge, and attitude that the moment he is free from school – he will be a millionaire in no time.

Are you ready for what awaits you, student millionaire?

READ ON.

*See you at the top,
Hanz Florentino*

PS. The person I introduced also loves writing books such as the one you are reading.

chapter1

Let me get this right.

We go to school, study our course, then graduate, then find a job, and then start earning money.

Why not go to school and learn how to earn money?

Let's Start With a Question

The Greatest Question Every Student Must Know The Answer

It's quite funny that I graduated Magna Cum Laude and this question never even crossed my mind – I never got a chance to answer it. And looking back at the past, I can honestly say, that if only I was able to come across this question – it could have a big difference in my career, and in my life in general.

Friends, here is the question – the greatest question a student must answer:

“Why Am I Going To School?”

Is it so that you graduate and you find a job and you work your heart out and earn wages?

Is it because your parents says so and you need to follow them?

Is it because you need to learn? (And later on you found out that what you learned were useless.)

Is it because you have great dreams and you believed that schooling will help you reach them?

Is it because you want to be a millionaire?

Is it because you need to see your crush in the other section?

or is it simply because everybody else is doing it?

Looking deeply at this question, I really admit that I found it hard to answer. I think it is because schooling has been so ordinary. It has been part of our lives that at age 5 we go to school and graduate university “hopefully” at the age of 20. It's like it is just the way it is, and we often find ourselves trapped in it.

Why am I bringing this out?

Because being **“why-oriented”** is the beginning of any success story.

It helps us with 2 things.

1. The “Why” Makes us Focus on What Matters

If we only know from the start the very reason why we are schooling – why we took this course – then we could have maximized those many years learning what WE NEED TO LEARN.

If Popoy's reason of schooling is to become a doctor, he could have focused more on his biology lessons and would happily fail his Filipino Subjects – FREE of GUILT!

If Mario's reason of schooling is that he wanted to be a fashion designer, he would have accepted the fact that no matter how hard he studies mathematics – he will never solve that problem and will gladly get the calculator. (Later on, she decides to become Maria.)

If Pilar's reason of schooling is to become an illustrator, she will be excited to skip today's English class because she has to finish her freelance projects because her client from the US is waiting.

(Okay, if you feel like rebelling the educational system, I feel the same sentiments – but don't do it yet, not until you finish this series!)

My point is, at your young age – our young age, I mean – we should learn

to be more Why-oriented.

Being why-oriented helps **use to the fullest only the things that matter to our "why"**. We can eliminate those that are not necessary, and focus only on those that will answer our why and lead us to that goal – to that dream.

2. The "Why" Can Make Us Unstoppable.

Popoy wanted to become a doctor because five years ago his sister died of dengue in his arms.

Mario wanted to become a fashion designer because he wanted to prove to his family that he can do it and that he deserves respect for his dreams.

Pilar wanted to become an illustrator because she cannot live a day without expressing her art.

When you just have your why...

No failure can stop you.

No problem can stop you.

**No discouragement will touch you.
You are unstoppable.**

You might ask me, why do I want to become a millionaire?

Two things.

One. We were poor and we grew up a hard life. My family deserves more, and even more for my future family.

Two. I really wanted come up with that one best step by step formula on how to be a millionaire so that I will be the one to share it to the world so that in turn they can give to their families who deserve more.

chapter2

Now, that you have your goals,
let's work on it.

**Let me show
You how**

The Thing That Is Better Than Schooling

Now, that you have identified your **“Why?”** – **the core reason why you want to be a millionaire.** It’s time to drop the books, skip classes, and get the money comin’!

Yeah! But not too fast my friend. Let me ask you something, how long have been in school? 8 years? 10 or 12? or 14 or 17? Or are you one of those great people whom we call Summa or Magna.

Summa-sampung taon and *Magna-nine years!*

Well, whether you are already in kinder or in graduating in college, let me share to you something – something that is far better than school.

It’s more cool, more exciting, and more awesome! Plus you get more results too! Let me introduce to you...

Self Education.

Huh?

Yep, **self-education** and **schooling** are two different things. You can be educated without going to school!

Huh?

Huh?

Schooling is the system – the oftentimes, unfortunate system we find ourselves in. The system where they teach you Pythagorean theorem so that you will know how to raise successful kids and make you memorize the muscles of the frog so that you will know what’s the best medicine to stop migraine. Okay, I don’t make any sense, so as giving you attendance points if you watch the school’s basketball game.

Self-education, on the other hand, is also a system but it is a system where you learn what you need to learn.

Example, when was the last time you discussed or even mentioned:

the table of elements, the taxonomy of animals, the functions of the mitochondria, *pang-abay* and *pang-angkop*, outside of the classroom?

My point is, there are a lot of unnecessary things your teachers get angry at you for not memorizing. And there are also a lot of necessary things you should learn instead.

Lessons on how to [handle relationships](#), [discover your passion](#), [how to spot and make money out of opportunities](#), how to make failures into stepping stones, how to negotiate, how to sell, how to train people, and so on. We could even be specific according to your field of interest! If you want to be an artist – how to price your work. If you’re in dancing – how to market your training sessions. If you’re in event organizing – how to build your network. And so many more!

As what my great mentor Jim Rohn said,

“Formal Education Will Make You A Living, Self-Education Will Make You A Fortune!”

“But Hanz???”

Yes, we cannot do anything about it.
“I’m a student, I’m abnormal if I don’t go to school.”

Okay, it’s part of our culture and society and I don’t want to be an advocate of anti-school.
However, I have a good news – here’s one better thing you should do.

Do it part-time.

While you are in school, do self-education part time!

Right after the assignments, log on to **Youtube** but instead of watching silly videos, or cry over touchy songs – stop wasting your time – learn something new! **This time in human history is the best time to learn.**

Everything is in your hands! All the information you need is a click away! Even if you are in elementary you can already learn how to create and edit movies, make apps, learn the stock market, invent, innovate, learn hundreds of skills, all in one click!

I remember, I learned how to tie my neck tie in youtube! Watched it right before leaving for my first day at work before!

Not just in the internet but through books! Books about just everything are being published each day.
Go out, seek for experts and mentors! Add them on facebook, and PM them...

“Hey, I’m Boyet, I’m 12 years old, and I want to learn how to buy foreclosed houses and sell them and make millions out of them so I can buy the latest Guitar Hero.”

Isn’t that amazing?

As I said, this time in human history is

Friend, stop wasting your time.
Move. Learn more, so you can earn more, and so in turn you can love more!

What do you want to get just a living or a fortune?

chapter3

Let us now work on...

Your first Asset

Your First Business Asset

Do you know that you already have the biggest money generating cash machine in the whole world?

Yes, it's an asset and you have it right now!

The house? No.

The car? No.

Family name? No.

Grades? No.

The good looks?

Hmmmmmm...that is if you... nevermind.

So what is the first [greatest business asset](#)?

Yourself.

Yes, you! Yourself.

Okay, don't get me wrong here, it's not literally your body. No! It's what you have in you. No, don't donate your organs, what I'm talking about are your [skills and talents](#) – the thing that you are good at.

Name me any successful person, and I'll show that they became successful because they used their talents and skills. Remember it need not to be your interests or hobbies or common talents like singing, dancing, art, and your great skills in sports. Wonderful if you have one. However, it can just be any skill that you can maximize on. Here are my top list money generating skills almost all of us have:

1. **Organizing Skills** – you can plan, coordinate, and run smoothly any event given to you, from the simplest organizing a movie marathon with friends to the visit of the Pope to your house.
2. **Writing** – oftentimes used as the bridge to write love letters between lovers. You just have this inborn ability to write clearly and

orderly any thought or message you wanted across to anyone, and they in turn would understand it easily.

Communicator at its best!

3. **Speaking** – there's this power when you open your mouth – share a story, a new food, a great experience, a new movie – because every time people listen to you the world stops and literally your words fly to your ears and carve into their brains. Communicator at its finest.
4. **People Skills (Socialization)** – charisma! You are brilliant when people are around.
5. **Math Skills** – people often call you the “walking calculator”. Numbers are like colors in your head, and you can just create any art work a.k.a. solution to number problems.
1. **6. Connection Skill** – have you ever met someone that even

though it's the first time you have met and he's a total stranger but after 15 seconds you feel like he's your long lost childhood best friend? Indeed, these people are great listeners, comforters, and even counselors.

There are many more general skills out there that people have. It's all up to you to be aware of it, acknowledge it and use it.

Now, at your young age and all your activities in school I'm pretty sure you can easily identify your skills and passions. Sadly, this is quite tough for a good number of people who are already working. Why? In most instances, the jobs that they are in – which happened to be the “available” job – has forced a lot of people to shun away their skills and talents because they have to use the necessary skill needed for this “available” job. However, I have created a great formula on how you can re-discover your passion – for the young once and affirm or strengthen

the passions – for the young ones. You can learn that with the Discover Your Passion Series.

(All graduates of the [Discover Your Passion Series](#) then are required answer the greatest question ever, [What to Do for the Rest of Your Life](#) - check the [series here!](#))

Friends, I tell you that at this age, making money is very easy. And I believe that the best way to do that is to use the only thing that is truly yours. Why? Because it's built-in, and it's authentic. No one can do it better but you.

To wrap it up, let me share you this [great inspiring true story](#).

The story is told of an African farmer who heard tales about other farmers who had made millions by discovering diamond mines. These tales so excited the farmer that he could hardly wait to sell his farm and go prospecting for diamonds himself. He sold the farm and spent the rest of his life wandering the

African continent searching unsuccessfully for the gleaming gems that brought such high prices on the markets of the world. Finally, worn out and in a fit of despondency, he threw himself into a river and drowned.

Meanwhile, the man who had bought his farm happened to be crossing the small stream on the property one day, when suddenly there was a bright flash of blue and red light from the stream bottom. He bent down and picked up a stone. It was a good-sized stone, and admiring it, he brought it home and put it on his fireplace mantel as an interesting curiosity.

Several weeks later a visitor picked up the stone, looked closely at it, hefted it in his hand, and nearly fainted. He asked the farmer if he knew what he'd found. When the farmer said, no, that he thought it was a piece of crystal, the visitor told him he had found one of the largest diamonds ever discovered.

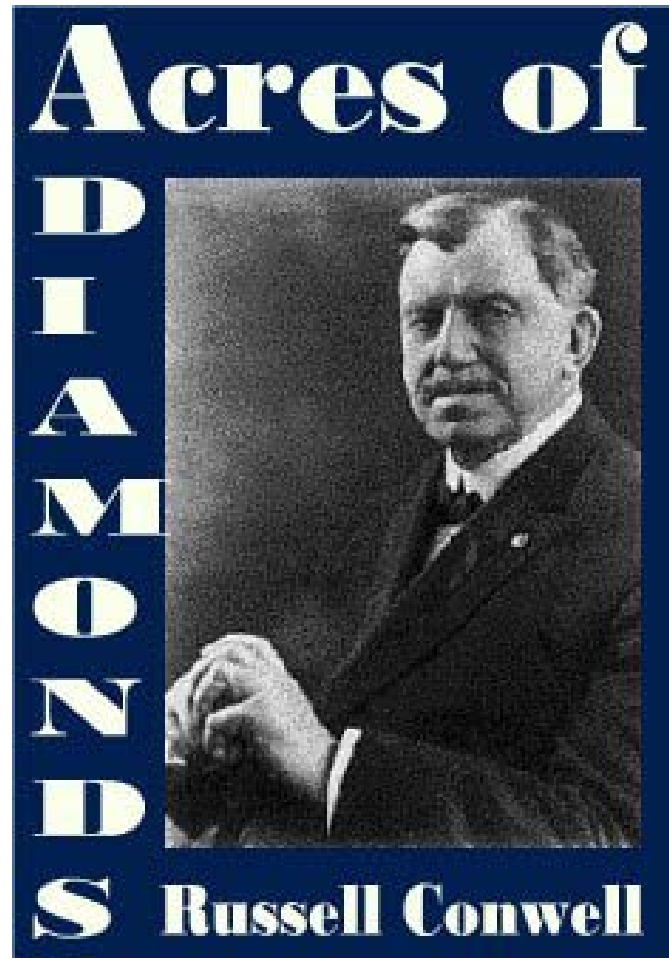
The farmer had trouble believing that. He told the man that his creek was full of such stones, not all as large as the one on the mantel, but sprinkled generously throughout the creek bottom.

The farm the first farmer had sold, so that he might find a diamond mine, turned out to be one of the most productive diamond mines on the entire African continent. The first farmer had owned, free and clear ... acres of diamonds. But he had sold them for practically nothing, in order to look for them elsewhere.

Friends, you do not have to go far. The power is in your hands.

Go, discover your passion and skills

Acknowledge it, praise God for it, and let start making some money.



chapter4

It's money making time

Your first business idea

How To Start Business In School

A high school student silently approached me right after one of my workshops on [Millionaire's For Christ](#), and asked me this cute question.

“Um, sir, can I have my notes rented to my classmates?”

And with a big smile I said, “Why not?!”

Big Idea:
Instead of using your energy and creativity figuring out how you will make your school allowance fit, use them instead figuring out how to EXPAND your allowance!

This is just enough reason why you should start business in school!

Being part of the Business Incubators, our marketing consultancy team, it's our “hobby” to

look for [great business ideas](#). And do you know the best place to look for them?

Problems.

“Opportunities lie amidst difficulties”

Yep, most businesses are basically solutions for problems.

Once upon a time, it was tiresome to walk from your village gate to your house, then came pedicab.

Once upon a time, you had to travel to the mall to buy groceries, then came sari-sari store. Later on, the apparel section – ukay-ukay.

Once upon a time, you were riding the bicycle at noon and it was too hot, but then came...



And there was even a time, when mommy was so busy fixing baby's mess and having to clean the house, then came this...



So, being in school, the best way to start your business, is to look for problems!

(Er, just avoid creating one!)

My first business in school was quite a solution to everybody's problem – paper! So I would buy one pack of yellow pad and group them by three's. If only, everybody would pay, I would get a profit of Php15.00.

Unfortunately, not everybody did pay.

Who can relate? (hehehe)

There are lot of great businesses you can do in school. These questions might help!

1. What are the things that people keep forgetting?

(As I was writing, an idea popped into my head of having an “outside the school lockers” where students can leave the things they often forget and have the space rented so cheaply per month!)

2. What are the things that make students worry often?

(Another business idea. Make a mnemonic or list of acronym that arranges the answers of the enumeration in the exams and sell it for Php20 per subject)

1. What are the causes of inconveniences?

2. What are the things that add spice to students' life?

I'd always love to have a love letter room to room delivery where guys can ask our company to send love letters and chocolates to their crushes in the other departments, sections, or colleges. Or up-size the delivery if you can render a song live to the girl.

If your school has this big LCD showing school announcements, you can monetize it by putting ad spots on those TV. Say, you ask the fast food house outside to pay monthly for a 30second ad spot to be shown on the announcement screen.

Cell phone loads is a good start! (One of my business is loads, funny thing is, I'm earning 10k a week with it! People just keep coming and asking, and voila, I show them how!)

And lastly, here's my biggest give away idea:

NO HASSLE. EASY MONEY. BUSINESS IDEA FOR STUDENTS.

I know some of you would love to sell yema or any sweet delicacy in school right. Now, forget that idea, here's a BIG ONE. Instead of you selling all the yema's, sweets, pastries, or any of those awesome-stuffs-to-chew-on-boring-classes, why not be the SUPPLIER! You will supply the “goods” and ask your classmates to sell it for you! Say everyday you bring in 50pcs of sweets and give it to your “distributors” in the other classrooms. They can get it to you at whole sale price, like Php0.50 per piece and they sell it at Php1.00! Now, you can just sit back and relax throughout the day while your friends work for you! All you have to do is bring in the morning, and collect and collect and collect the cash!

chapter5

The one skill that will ignite your income

Connections

THE ONE SKILL

I'm pretty sure you have already been so fired up with all the [Millionaire Student Strategies](#) I have been giving you. Now that you know where to find awesome [business opportunities](#), let me teach you one very important skill you must accomplish and master even before you graduate.

This skill is really very important for me, I may have graduated as magna cum laude, but hey, I suck big time with this.

And as I started living the new lifestyle and being an entrepreneur I totally regret that, *"Gosh, bakit ngayon ka lang?"*

Let me share to you this lesson thru one familiar campus figure I'm sure you all know. Meet Jeff.

Jeff is like the directory of the school. He simply knows EVERYBODY! Ask him about anybody and he knows where to find them!

He knows which teacher gives a good grades, which offers you to buy textbooks where he gets commission, which teacher is always late, always absent, who likes pretty girls, who gives plus points if you buy her banana cue, and which teacher doesn't actually calculate grades.

He knows that that gorgeous girl sitting in the lobby is the daughter of Madam Mely the canteen owner, that she recently broke up with his boyfriend after being yelled because she was texting him while playing DOTA, and that her favorite color is yellow.

All the guards are his friends and goes to school with no ID everyday. All the janitors are his friends. And all the working students in all the VP offices are his classmates. He knows whom to call when you need installers for softwares, guitar shaped bags, answers for midterm, number of the pretty CI in the nursing department, preloved clothes, a complete set of ball points and plants with trichomes.

But let me tell you, Jeff didn't have good grades. Let's just even say that his student life was quite a bumpy rides. He was a Magna too! Magna-nine years! He owns 4 pillars of the school!

Friends, why do I envy Jeff and wished that I was like him? Put that same personality outside the school campus, have someone like Jeff in the marketplace – the real world.

Boom!

He could just sit all day in Bo's Coffee and make money in every conversation he would have!

Friends, the skill I am talking about is Building Networks.

Having the power to connect people to people, to bridge gaps, to deliver opportunities because of your knowledge is like having your own treasure chests!

And yes, you can earn thousands just

by connecting and referring people because I did too! Like, we own the Cebu Sound System Rental – a simple sound system business for small to medium events. But everytime someone would ask for big events, I only dial a number and when the deal is closed I get a simple share. That's it! All you need to do is to connect the buyer and the seller either people involved in your business or in other people's business and just get a sweet share from it.

So while you are in school. Start doing it now!

Hey, do you want to make money tomorrow?

Here's an assignment!

Have your own contact list. Spend an afternoon getting the contact numbers of these people:

- Dancers
- Singers
- Writers
- Artists/Graphics/Illustrators
- Basketball Players
- Musicians (Guitarists, Violinists, etc)
- Presidents of the different Clubs

Now, when you have a list you can now promote – even in Facebook!

“Anybody looking for a dancer, singer, writer, etc.... to work for you, or to provide service for you, or to teach you! CONTACT ME NOW!”

(PS. You will great need these contacts even when you have graduated!)

And once someone is interested, call your contact, close the deal, and start counting your money!

Part 2

Meet the magical 15

Young Entrepreneurs

1

MARCH BAO, 18

Built 11 Companies and 3 Foundations

Mark has already launched 11 web-based companies (and sold three of them) along with three non-profit foundations. Some of his projects include TickrTalk, the Ramamia Foundation, Classleaf, and AVECORA – a technology network launching sometime in 2013.



Mark Bao had his first encounter with entrepreneurship in the fifth grade. He used Visual Basic 6.0 to write a simple computer application that managed his homework assignments and helped him write school papers. Then he copied the program onto floppy discs and sold them to his friends.

His first start-up came in his first year of high school. Debateware.com was an event management system for debate organizations. Eventually, Mark and his business partner sold it to the largest debate organization in the United States.

Mark has already launched 11 web-based companies (and sold three of them) along with three non-profit foundations. Some of his projects include TickrTalk, the Ramamia Foundation, Classleaf, and AVECORA – a technology network launching sometime in 2013.

<http://markbao.com/>

Q: You've created 11 web-based businesses and you've sold three of them. What is it like to sell one of your companies?

The buyers mostly just come to us. They recognize our company, make an offer and, in some cases, we go ahead with it. The problem with a lot of start-ups is that they try to go for an acquisition [from the onset] and they don't focus as much on the money-making part of it. That's why most of my companies focus on making money, not hoping for an acquisition.

Part of my struggle is that I want to see where they're going with the business and, in most cases, I don't have control over that. Like with a baby, I just want to make sure that it's going to have a good future that will promote the ideas I started the company with.

Q: What do you want to be when you grow up?

I still want to do entrepreneurship. Avecora is helping people communicate better and experience technology in a new way. That's the company that I want to build an empire out of.

We're always working on the non-profits as well. My preliminary life goal right now is to donate 80% to humanitarian aid and research. Since my life goal for my career is to earn \$10 billion, that would be \$8 billion. Another 10% will go to The Mark Bao Foundation, where we manage research grants and lobby for better funding for NASA and the National Institute of Health (NIH). Another 5% will go to funding start-ups, helping them grow

2

ADORA SVITAK, 13 Literary Genius

Adora is a 13-year-old who has published two books and transformed her writing success into speaking and teaching success. She has spoken at over 400 schools and presented at the annual TED conference. She has been featured on Good Morning America and on CNN.



Adora started writing when she was four years old. She hasn't stopped since. At six, Adora received a laptop computer from her mother, on which she quickly amassed a collection of hundreds of short stories and hundreds of thousands of words – typing at 70 words per minute.

At the age of seven, Adora achieved her dream of becoming a published author with the release of *Flying Fingers: Master the Tools of Learning Through the Joy of Writing*. The book featured several of Adora's short stories, along with her writing tips, typing tips, and advice from her mother. At age 11, Adora published a second book, *Dancing Fingers*, with her older sister, Adrianna.

Today, Adora is 13 and she has transformed her writing success into speaking and teaching success. She has spoken at over 400 schools and presented at the annual TED conference. She's also planning a conference of her own, for kids and by kids, called TEDx Redmond. She has been featured on Good Morning America and on CNN. Adora also maintains a blog and attends an online public school. She is in the eighth grade.

Q: What challenges have you faced specifically because of your age? How has your age helped you to succeed?

People sometimes close doors and make judgments based on your age, how short you are, or the way you speak. That's one of the things that I hope to change.

When people look at me, they think, "Oh, a little kid who's just walking along and talking to her mom." There are low expectations. But my parents obviously look at my sister and me as individuals who can do great things. Other people just look at me as a kid.

At the same time, being 13 and having published a book makes people think, "Wow, that's pretty impressive." It's not something that I really capitalize on too much because I'm obviously going to grow up. So I hope to make what I do special, as opposed to it only being special because I'm 13.

My age has also helped me in that I'm able to relate to kids at a level that an adult speaker might not be able to do. As a teacher, I'm able to say, "This is what my generation thinks." Having that voice and being able to speak for my peers is definitely an advantage of being 13.

Q: How do you think entrepreneurship can change the world?

Obviously, everyone knows about Bill Gates and his foundation. But, young people have also been able to do tremendous things, like Alex's Lemonade Stand Foundation. Alex Scott was a four-year-old girl who had cancer. She started a lemonade stand that raised thousands of dollars for cancer research. Being able to help a cause is something that anyone can do with their business.

When I was selling my book, *Flying Fingers*, in Vietnam, I was able to raise \$30,000 for schools. That was through donations from sponsors,

but also through a book auction. You're definitely able to do wonderful things when you put your company behind them.

Anyone can change the world. When we think "change the world," we think of presidents, world leaders, and religious leaders – but it doesn't have to be a bunch of old people. Whatever age you are, you have that ability.

You can change the world by inventing something or by sharing your views. There's no committee that says, "This is the type of person who can change the world – and you can't." Realizing that anyone can do it is the first step. The next step is figuring out how you're going to do it.

Q: Anything else you would like to add?

It's important for kids to know, "I can do this. I am fully qualified." All that you need to become an entrepreneur and change the world is a working brain – and pretty much nothing else.

3

SAVANNAH BRITT, 16

World's Youngest Magazine Publisher

Savannah started her own publication – a magazine called *Girlpez* – making her the youngest magazine publisher in the world. The magazine features coverage of events, like concerts and fashion shows, along with interviews from the likes of Shwayze, Kevin Rudolf, and Dawn from Dannity Kane.



Savannah Britt was a published poet by the age of eight. By nine, she was hired as a paid reviewer of children's books for *The Kitchen Table News* – a New Jersey newspaper with a readership of 70,000. But when that newspaper went under, Savannah was left unemployed at the tender age of 11.

Like any great entrepreneur, Savannah pulled herself up by her bootstraps. She started her own publication – a magazine called *Girlpez* – making her the youngest magazine publisher in the world. The magazine features coverage of events, like concerts and fashion shows, along with interviews from the likes of Shwayze, Kevin Rudolf, and Dawn from Dannity Kane. Now 16, Savannah has guided her magazine as it has transitioned to an online-only format at [Girlpez.com](http://girlpez.com/). She hopes to use her influence to strengthen girls and their communities.

<http://girlpez.com/>

Q: What drove you above and beyond, towards entrepreneurship?

I like a challenge. I think what drove me to start my magazine was the fact that I was so young and I was doing something that nobody around me was doing. That pushed me, honestly, to start my magazine. I can be a competitive person.

My mom and dad definitely pushed me as well. My dad has published three books and he's a very determined person. If he says something, he's going to do it. He's also optimistic and he does not procrastinate at all. I think he inspired me.

Q: How do you balance your business with other priorities?

It's really hard. I'm in all honors courses, so I have to balance the studies with the magazine. I go to school six hours a day and I have basketball practice afterwards. Then I go straight home and [conduct an]

interview if I can. Even some Saturday mornings I'll do interviews, because it's the only time I can squeeze them in. On top of that, I'm currently working on a music project that I'm trying to get attention for from labels.

Somehow I do it all. I don't know how, but it gets done. I've got a calendar in front of me. It's hard, but I make it work. When I was about 14, in eighth grade, I thought that [Girlpep] was putting a strain on me and that I wouldn't be able to focus on grades. But I was able to bounce back. I have always been a very independent person, but I finally sought help from my parents.

Q: Anything else you would like to add?

I'm working with another young entrepreneur who runs a blog, Jayswag.com. We want to put together a conference that will feature people in the industry who are well-versed in hip-hop. We want to have a panel of them and have teens be able to come ask questions

and have a discussion.

There are some things in the hip-hop industry that go under the rug and they need to be addressed – like the way they portray women in the music videos, the people they put in the ads, and whether or not their skin color matters. It's something that needs to be discussed.

4

STANLEY TANG, 18

Young Tech Entrepreneur and Best-Selling Author

Stanley published 'eMillions' in December of 2008 and it rocketed straight to the top of the Amazon Best-Seller lists. At just 14 years old, Stanley was the world's youngest best-selling author. He just graduated high school and is currently attending Stanford University.



When Stanley Tang was an 11-year-old growing up in Hong Kong, his school banned snack foods. Instead of taking his empty stomach in stride, Stanley bought snacks at the local convenient store and sold them to his classmates for three times the price.

A few years later, he was introduced to Google AdSense and the 'Rich Dad, Poor Dad' series of books by Robert Kiyosaki. They inspired him to get online with his business and to develop a book called 'eMillions: Behind-The-Scenes Stories of 14 Successful Internet Millionaires'. When 'eMillions' was published in December of 2008, it rocketed straight to the top of the Amazon Best-Seller lists. At just 14 years old, Stanley was the world's youngest best-selling author.

Since, he has been making six figures with his blogs, StanleyTang.com and TheUniversityKid.com, which he eventually sold to another young entrepreneur. Stanley also just graduated high school in May of 2010 and he will be attending Stanford University in the fall, where he plans to study computer science.

<http://www.stanleytang.com/>

Q: What is the single most important reason for your success?

It comes down to hard work. There is no magic pill to get overnight success. Overnight success doesn't exist. 'eMillions' took 15 months. But, then it seemed like it came out of nowhere when the book launched.

Success comes down to hard work plus passion, over time. If you work really, really hard over a long period of time, it will pay off. It's not about working super-hard for a week and then expecting a huge payload. For example, when you tried to arrange this interview for me, you were really persistent. That is what I admired about you.

Q: How did you manage to make eMillions an instant #1 best-seller?

Basically, you have to coordinate a successful product launch. I sent out a blog post, wrote tweets, and all of that stuff. But, you also have to have a great sales letter that converts and

an irresistible offer. When 'eMillions' came out, I said, "Buy this book – and I'll give you all of these great bonuses."

The bonuses came from my affiliate and joint venture partners, who also promoted the book on the same day and sent out an email to their list. Obviously, you first have to gather and contact all of those partners. For 'eMillions', naturally, the joint venture partners were the 14 internet entrepreneurs who I interviewed. Since they were part of the book, they wanted to promote the book – a win-win situation.

I think the press was a huge factor as well. I got featured on the front page of the second largest newspaper in Hong Kong. That attracted a huge buzz. I think I got something like 15,000 unique visitors in 24 hours to my website, StanleyTang.com. It actually crashed on the day I was featured.

Writing a book is not for the money. You could make way more money if you simply repurposed that content as a video course or anything like

that. You could sell it for \$99 or \$199, rather than just \$20. But writing a book is not just about the money; it's about all of the benefits that come with the book, like credibility. So, even though Amazon takes a huge chunk and my publisher takes a huge chunk, I think that it is a great platform to distribute your book. It's more about getting to a wider audience, as opposed to just making money.

To all of the young entrepreneurs out there, just go out there and take action. Take a risk. Follow your passion. The best time to take action is when you're a teenager. You've got nothing to lose. If your business fails, so what? You've always got your parents and your school to fall back on. Later in life, it's going to be harder because you will have responsibilities, like a family. Now is the best time to take action.

5

FARRHAD ACIDWALLA, 17 **Top Young Indian Entrepreneur**

Farrhad has launched Rockstah Media, a cutting-edge company devoted to web development, marketing, advertisement, and branding. It is just over a year old but it has clients and a full fledged team of developers, designers and market strategists spread across the globe.



When Farrhad Acidwalla was in the eighth grade, he borrowed \$10 from his parents to buy his first domain name. He began building a web community devoted to aviation and aero-modeling. The website took off and eventually Farrhad decided to move on, selling the site for far, far more than his initial \$10 investment.

Many similar ventures followed. Each took his achievement to another level and the appreciations left him humble. This motivated him to offer his work under the name of his company.

Since, Farrhad has launched Rockstah Media, a cutting-edge company devoted to web development, marketing, advertisement, and branding. It is just over a year old but it has clients and a full fledged team of developers, designers and market strategists spread across the globe. As the CEO and founder, Farrhad is responsible for taking care of the clients and guiding the creative team to success.

At 17, Farrhad is planning to continue running Rockstah Media, while studying finance at India's prestigious H.R. College of Commerce & Economics. In his free time, Farrhad enjoys hanging out with friends, playing Playstation, reading, watching movies, and playing the guitar.

<http://www.rockstahmedia.com>

Q: WHAT IS THE SINGLE MOST IMPORTANT REASON FOR YOUR SUCCESS?

I've never sat on an idea. If I get something, I act on it. Business is all about taking the leap. Once you take the leap, then you can think about what's going to happen next. The larger the vision, the larger the need to pave your path with skill and confidence. But, a journey of a thousand miles starts with one step. That first step is the most important thing.

There are many in the field and each have their own way and strategies. But one thing that I learned from my mom is to never try to copy anyone. Think of your own thing and move forward with that. Construct your own success with total confidence. I put my vision to test, I love to conceptualize and illustrate and the team's effort in creating awesomeness means a lot.

Never look left or right. Look straight at the path you have paved. Follow

your vision and have your ethics in place. Yes I get inspired by those who had the vision and the guts to give it a shape. I love to read success stories as they teach you that failing is a part of the process and one must not deter.

Q: You have a successful and growing company, yet you've decided to stay in college. Why?

Education never goes to waste. I know I can put the things I learn in college to use in my business. Business is something that's never certain, there's always a risk. But, if you have your education in place, it's going to help you analyze challenges and deal with them. Plus, I think a few degrees to your credit sure feels good. I know there is a view that structured learning is not needed. I feel that education can never harm you and one can put it to use in more ways than one.

It's not just about making money. But while formal education will make you a living, self education will make you

a fortune. If you want to really learn something and make something of yourself, self education is crucial. We learn from glory and from our own failures too.

If you learn and make efforts to manage your time properly and if you have a proper business set up, your business can thrive while you're in college. College takes a lot of time, but I have my like-minded team who can make up for me at any given moment. My team has always supported me and my parents have always given me solid, unconditional support and that's what I appreciate the most. I definitely haven't done all of this on my own.

For young entrepreneurs, I would say one thing: even if you get success early, it shouldn't intoxicate you. There are miles to go. There are lots of things to do in life. You need to diversify and be innovative all the time. You shouldn't lose focus and get intoxicated with success

6

KEITH J. DAVIS, 20

Speaker, Actor, Model, and Publisher

Keith has gone from his middle school's 'bubble gum man' to a college freshman at the University of Houston and an entrepreneur of all trades. He somehow finds time to be a nationally known public speaker, actor, model, newspaper publisher, and author.



Keith J. Davis Jr. grew up watching his father sell watches, clothing and anything else he could get his hands on.

Following his dad's footsteps, ten-year-old Keith ventured to a wholesale market, where he bought a dozen hats at a few bucks a pop. He sold them all back for about \$10 in profit each. Instead of being satisfied with his success, Keith kept selling: at school, he sold everything from Yu-Gi-Oh cards to magnetic earrings to bubble gum.

Today, Keith is 20 and he's gone from his middle school's 'bubble gum man' to a college freshman at the University of Houston and an entrepreneur of all trades. He somehow finds time to be a nationally known public speaker, actor, model, newspaper publisher, and author. His newspaper, Fyt Ya (renaming to Idealist Magazine), and his book, **Young? So What!**, are both aimed towards empowering young people to become successful entrepreneurs.

<http://keithjdavisjr.com/>

Q: What challenges do you face specifically because of your age? How has your age helped you to succeed?

: Being young is a challenge in and of itself. Especially at 15 or 16, you're going to be going through some of those awkward phases. Sometimes being young, being ambitious, and trying to do everything can hurt you.

I remember at one point I was trying to do too much and spreading myself too thin. I was thinking about getting involved in real estate, trying to re-establish Fyt Ya, promoting my book, speaking, and going to school. All of that was just too much. As young people, that's what we do: we think that we're all superheroes and we can do everything. But you still have to have structure and focus on [what's important].

My father taught me at a young age that it's not what you know, but who you know. I get a lot of support because of my age. Especially as a young African American. People see that I'm trying to do something

Q: What do you want to be when you grow up?

I want to be a philanthropist. When people talk about Keith J. Davis Jr., I want them to say that he was a great businessman, but that he also did a lot for the community and for his generation. I want to be able to make a difference by informing, encouraging, and inspiring others. I want to leave a legacy.

At some point I'm going to be working to get my real estate license. You build wealth through property, real estate, investments, and things of that nature. So I want to get into commercial real estate. We own a marketing research firm. I can continue to learn the business and, one day, take it over.

You know what they say: if you love what you do, you'll never work a day in your life. I'm in love with entrepreneurship and everything that comes with it. Entrepreneurship is where it's at right now, especially with this economy. The unemployment rate is at 10%.

As college students, we can't depend on finding a job right out of college. So, you have to be able to create opportunities where there are none. There is going to be an increase in individuals owning and operating their own businesses. Entrepreneurship is the key.

Any time young people are doing something positive and spreading the word of entrepreneurship in our generation, I feel it's my duty to help out. I'm just honored to be able to be a part of this program.

7

BEN WEISSENSTEIN, 20 Grand Slam Young Entrepreneur

Ben and his booming business have been featured in Entrepreneur Magazine and on the Dr. Phil Show. He has started The Entitled Group, a company that helps musical artists, and he's franchising Grand Slam Garage Sales, a garage sale service.



Every kid has started a lemonade stand. Usually it's not front page news. But, at the age of four, Ben Weissenstein was featured on the cover of The Houston Chronicle, touting lemonade for 25 cents a cup. Ben only earned a few dollars that day, but he came away with a thirst for entrepreneurship that motivates him to this day.

When Ben was 14, he helped his mom with a garage sale. She suggested that he could help friends and neighbors sell and organize their extra junk. So Ben and his friend started a business. In a few years, Grand Slam Garage Sales had expanded to offer more services and employ over thirty part-time workers.

Now 20, Ben and his booming business have been featured in Entrepreneur Magazine and on the Dr. Phil Show. He has started The Entitled Group, a company that helps musical artists like Mike Jones, Little Flip, Young Hash and Cory Gunz book concerts and other events. Ben has moved from Houston, TX to Tucson, AZ, where he is helping launch the first of many Grand Slam Garage Sales franchises.

<http://bentheceo.com/>

Q: How did you plan and organize your business?

Everything started as nothing. We started with just the principles of wanting to be professional, keep records, and keep our customers and workers happy. We just figured it out as we went. When I started Grand Slam Garage Sales with my friend Matt, we went to Walmart and bought two red polo shirts for about eight dollars apiece [as uniforms]. We thought we looked professional, at least. The red polo shirts turned into blue uniforms with Grand Slam Garage Sales logos.

We knew we had to keep records to an extent, so we started by opening a Word document and writing, “We took in x amount of dollars, we had x amount of expenses.” Eventually that turned into a nice excel spreadsheet, which turned into software that we had developed so we could put in [financial] information.

Our first website was all right, but it was nothing special at all. We had a friend do it. Then we had another

web guy do it, who did a better job. Then we had another web guy do it who did an even better job. Basically, I started not knowing much and I just kept learning as I went along. That’s the biggest thing: always learn, change, and grow with your business.

Q: How did you get in Entrepreneur Magazine and on Dr. Phil?

A lot of the press we’ve gotten has just been random press that’s come to us. It wasn’t from us sending out a press release. For example, I was just at my high school reading an email that said, “We want to do a story on you and blah, blah, blah.” Then I saw ‘Entrepreneur Magazine’ at the bottom. I was so excited that I told all of my friends. That definitely brought more credibility to the table and got the word out about Grand Slam Garage Sales.

Dr. Phil was completely random. I think they found out about us when they were searching the internet and saw the interviews we did when we were on FOX News in Houston. They

did a story on us that was a lot of fun and got us a lot more prospective franchisees.

But before we really start franchising here, we’re going to be calling all sorts of press and getting our company’s name out there. The more press we get, the more credibility we have. Good publicity is good. I don’t believe that bad publicity is good.

8

SABIRUL ISLAM, 20 **Global Motivational Speaker**

Sabirul self-published his first book, 'The World at Your Feet', at age 17. Since, he has sold 60,000 copies, launched a board game, become a globe-trotting public speaker (over 600 speaking engagements), and started his own publishing company for aspiring teen authors.



Sabirul Islam grew up in a crime-ridden borough of London, England.

His eyes were opened to entrepreneurship by his cousin, who offered Sabirul a job at the age of 13. But when Sabirul was fired a few weeks later, he decided to take matters into his own hands. At 14, he gathered six of his friends and started Veyron Technology, a website design company. Sabirul made his first \$1000 within the first two weeks.

In January of 2008, at age 17, Sabirul self-published his first book. The World at Your Feet offers young people guidance and encouragement to turn their entrepreneurial vision into reality. It's safe to say that Sabirul is an expert on the subject: not only has the book sold 60,000 copies, Sabirul has also launched a board game ('Teen-Trepreneur'), become a globe-trotting public speaker (over 600 speaking engagements), and started his own publishing company for aspiring teen authors.

Now 20, Sabirul keeps busy by developing an interactive website for young entrepreneurs, writing three additional books, and otherwise setting out to conquer the world.

<http://www.sabirulislam.com>

Q: What drove you above and beyond, towards entrepreneurship?

When I was 13, I always looked up to my cousin, who was a year older than me.

When he was 14, he had the audacity to start his first business. He was the managing director of his company and that blew me away. So, I just went up to him and said, “Cousin, can I work for you?” He gave me the job on the spot. I kind of took it for granted because he was my cousin and I thought that the money would just roll into my back pocket. Well, two weeks later he sent me an official letter through my post, with his company logo and signed by him. All it said was, “Dear Sabirul Islam, you’re fired.”

I was hired and fired at the age of 13 by my own flesh and blood. That was the toughest thing to take. It opened my eyes to entrepreneurship. I said, “I don’t ever want to work for somebody else for the rest of my life.” You can get bossed around by

So I decided to start a company that made more money than my cousin’s and to be the CEO, not just the managing director. That became the plan. The negative atmosphere around you can be the motivation to make you succeed. That failure, getting fired at the age of 13, was the big punch I needed to get out there and get my business started.

Now, I encourage and I promote entrepreneurship wherever I go. It’s just a fantastic learning process when you’re young. When you do something successful as a teenager, you’ve become an inspiration. Sometimes older people look up to you, instead of looking down on you.

Around the world we have had this recession. People are getting more master’s degrees and PhDs, but they’re still ending up without a job. It’s not that you’ll never get a job, but entrepreneurship gives you a Plan B. You create your own route in life.

Q: How have people around you reacted to your success?

I’ve received hundreds of wedding proposals from girls around the world. I don’t know how many I should show my parents [laughs]. I’m still only 19, so I don’t think I’m ready to get married now. It’s quite an insane thing. I’ve had notes from parents as well, putting their young daughters forward. I’ll have to pick and study them very well, before I take an offer [laughs].

My cousin is a bit jealous of the fact that I have done more in my life to succeed as an entrepreneur than he has. Now I am the inspiration for him. In that sense, it’s quite a blessing. He is taking the education route and is studying psychology at university now. So he’s doing pretty well for himself.

Every time I see him, I just want to shake his hand and say, “Thank you for giving me this opportunity.” The biggest moment in my life was not when I got fired, but when he gave me the opportunity in the first place. If he hadn’t done that, I wouldn’t have started my first business and I wouldn’t have written *The World at Your Feet*. I would probably be working at McDonald’s right now.

Your Feet. I would probably be working at McDonald's right now.

My inspiration is to educate entrepreneurs and help create a platform where they are able to grow in stature and develop their own brands. There may be a few people out there who follow a similar line of vision, but a few is never enough. It's my mission to inspire and create success for both today's and tomorrow's generations.

9

MARSHALL HAAS, 20 **Architect Entrepreneur**

Marshall recruited a team of 20 artists in the Philippines to create architectural images from floor plans and he began attracting as many as eight clients a month. He is also developing a mobile web application called Podums, which will use game mechanics to encourage people to be productive



Marshall Haas got his start selling Pokémon cards on the street corner with his friends. But by the time he was 17, Marshall had moved on to architecture. He got a job working for a high-end architect in the Dallas area and began taking classes at a local community college.

Marshall noticed that many architecture firms weren't offering images, or renderings, to their clients. He decided to fill the void by starting his own company, AllRendered, LLC. Marshall recruited a team of 20 artists in the Philippines to create architectural images from floor plans and he began attracting as many as eight clients a month.

Today, Marshall is 21 years old and still working to build AllRendered into a premier rendering service, while pursuing a degree in computer science. He is also in the process of developing a mobile web application called Podums, which will use game mechanics to encourage people to be productive. Whenever he finds the time, Marshall gets his thrills by riding his motorcycles.

<http://marshallhaas.com/>

Q: What challenges have you faced specifically because of your age? How has your age helped you to succeed?

I'll be straight up: it is harder when people see that you're younger. I have to remember to tell clients, "I'm not a one man shop. I've got a designer and a developer and they're not just my buddies. They're the best at what they do." It's about communicating that I'm not some kid: this is the real deal and we're just as good as the next guy.

There are definitely advantages [to being young]. A computer has been in our lives the entire time we've been alive. That is a big advantage in my industry. I talked [to a client] about social media stuff and he perked up. All of a sudden, it was an advantage that I was young. Now, that company might hire me as a consultant for social media.

Q: You have an outsourced team of 20 designers in the Philippines. How did you get

started with outsourcing and how do you continue to manage such a large team?

It started with Tim Ferriss' book, The 4-Hour Workweek. That's how I was introduced to the whole concept of hiring people overseas. At the same time, I had this architecture job and the main architect had an amazing skill with rendering. I really thought that more firms should offer a visual experience like that for their clients.

So, I asked a homebuilder for a kitchen floor plan for one of their models. I told them that I wanted to do a rendering for them for free and see how they liked it. I took that floor plan and put up a job on Elance.com and I paid three different companies to do a rendering of it. I ended up going with

one of those teams, a group of artists in the Philippines who do watercolors and 3D stills. Then, I just started looking around and contacting architects, saying, "This is what we do."

I've got one point of contact with the team and he manages all of the other guys for me. He's also an architect and one of the artists. I'm the one point of contact for the architects and he's the one point of contact for the renderings. So, I don't have to manage 20 people. It's really easy.

10

EMIL MOTYCKA, 21

135K in High School

The president of Motycka Enterprises; a holding company focused on rethinking the service industry through technology integrated operations, disruptive marketing, & good old-fashioned customer service with a smile.



By the time he was in the eighth grade, at 13-years-old, Emil had taken out his first loan: \$8000 to purchase a commercial lawn mower. He paid off his four-year loan in two years.

It was the beginning of Motycka Enterprises, LLC – a company which currently provides work for about 65 people in Northern Colorado. Motycka Enterprises offers everything from building and janitorial maintenance to lawn care, tree care, snow removal, and even Christmas light installation. The company helped Emil to earn \$135,000 his senior year of high school.

Emil is currently a senior at the University of Colorado's Leeds School of Business, in Boulder, Colorado.

<http://about.me/emotycka/bio>

Q: Tell us how you got started in business Emil

I first flirted with business when I was in the first grade. Living across the street from a golf course provided a steady free supply of stray golf balls. I would collect the stray golf balls, wash them off in my mom's sink, and then sell them nearby the fairway for a dollar a pop. By the time I was in the eighth grade (13 y/o) I took out my first loan: \$8000 to purchase a commercial lawn mower.

It was the beginning of Motycka Enterprises, LLC – a company which currently provides work for about 65 people in Northern Colorado. Motycka Enterprises offers everything from building and janitorial maintenance to lawn care, tree care, snow removal, and even Christmas light installation. The company helped me break six figures my senior year of high school.

Q: Wow! Six figures while you were still in high school! That is awesome! When did you

start thinking about starting your own business and becoming an entrepreneur?

I never really thought about starting my own business initially – it just fell into place after my aunt & uncle asked me to mow their lawn for \$10 a pop. Having grown up with no real “allowance”, I capitalized on the opportunity and started to pick up lawns within the neighborhood and soon I had a good afternoon's worth of work every week. After a few summers of moonlighting it, the idea of having my own business grew on me. I wanted the freedom, the status, and the money of working for myself versus someone else. I had no idea about the stresses and responsibilities at the time, but I learned to handle those over time. Ironically, I've seemed to grow the business more and more as I get busier and busier personally (school, internships, sports, etc).

Q: So what things influenced you to start your own business?

The fact that I never had an allowance made me appreciate the value of a dollar and what it takes to earn it, therefore if having my own business could result in more money in less time it was a no-brainer to me to be the boss versus the follower. I wasn't a born-leader; I'm shy and introverted in nature, but always liked to do my own thing. I think that was a factor subconsciously since I hated answering to power figures (they always intimidated me). Furthermore, having parents that were entrepreneurs preconditioned me to the idea and lifestyle of having my own business over working for someone else. I think the majority of people are scared of venturing out on their own – but if you never try, you'll never know.

Q: You are so right Emil! If you never try, you'll never know! Interesting that you shared that your parents are entrepreneurs too. What do you think are the most important skills you have that help you in business?

I think it's my good looks [joking] ...actually, the real answer is work ethic and determination. If the job's not done then it's not done, BUT it will be done before I finish for they day. I only leave a job once it meets my standards – and I have very high standards (OCD to a degree) Although I love it, sleep is for the weak – I sleep 4 hours a night on average. There's never enough time and if I'm doing something unproductive, it might be fun in the moment but I feel like I wasted that time and I can never get it back. That's okay every so often, but I would rather put that time and energy into something more productive.

Q: Someone once said, “you can sleep when your dead but you will never get NOW back again.” It sounds like that is your approach to life also. What were the biggest obstacles you had in getting started in business?

My age, money, and transportation were the biggest obstacles I had getting started. Since I couldn't drive when I started my business, it's growth was dependent on other people being able to squeeze time in to drive me around. It was almost always my dad. Since this was limited to the weekends initially, I usually only took on jobs that were nearby and didn't branch out beyond that. Money was (and is) always an issue for expansion. It takes money to make money, and especially in this business. The equipment is expensive – but you get what you pay for. With that said, it takes awhile, years upon years, to build up a fleet of trucks, trailers, mowers, and everything else you need to get established and have the capacity to handle any job thrown your way.

Q: I know that you said your aunt and uncle asked you to cut their lawns but did you do any other investigation before you decided to make a business out of it?

When I was in third or fourth grade, I had a teacher who wanted us to explore career paths. At that time, being an adult was so far away. The career I wanted was just whatever I thought would be really cool. Since I liked being outside, and big machines, I wanted to be a landscaper. She kindly pointed out that a landscaper wasn't a career; it was a job. I ended up doing my project on being a landscape architect. But in the process of doing the paper, I learned a lot about the landscape industry and saw the potential money to be made in mowing lawns. \$10 a lawn would make me \$20 per hour – none of friends made that much! When I was asked by my aunt & uncle to mow their lawn, I didn't think twice – the rest is history.

Q: Did you do any research on your target market?

To be honest, I never researched my target market until the last few years while in college. I took jobs that came my way, and never gave it any thought. However, today I use a

number of subscription based databases to research trends, demographics and psychographics so I can not only describe my different target markets, but determine their size and thus profit potential.

Q: Well, lucky for you and your hard work you made your business grow without any of the research that is usually recommended. How about your age? How did that affect you?

When I was younger, everybody thought that it was cute. I just had to show up and they would say, “Mow my lawn.” When I was in high school, people questioned, “Should I let this teenager on my property?” They didn’t really trust that I would do the job. Through that, I learned the importance of building trust with the customer. Initially, they are hiring you for the price, but after you form that relationship they are hiring you for you and that is what gives your company value.

Starting when I was young helped, because at that time I didn’t have to worry about money. So I wasn’t really afraid to fail. I didn’t even think of failing. When you are young, you have that fresh perspective on life and an innocence towards business, because money isn’t really what’s important to you. I mean, when I first started, my mom was still tucking me in at night. When you are older, you worry about how you are going to fail. You almost plan it out. In a way a business plan is like a ‘here’s how to not fail’ plan. I never thought of failing. I never had a plan. I only thought of, “What am I going to do next?”

Q: I love what you just said about developing rapport and trust with your customers. That is so important no matter what your age is! I also love the comment you just made too about business plans. So what about college? Are you planning on going?

Q: Here’s a fun question, what have been the best good surprises that you found in starting your business?

The freedom is the best surprise to starting my own business – however I didn’t realize this until I “lost it”. My experience in “loosing it” is rooted in my internships for college. I’ve worked at both “entrepreneurial” and “corporate” firms and have enjoyed the smaller firms much more due to the close interaction with the founder/owner of the business. Secondly, having my own business has allowed me to network with people and connect with them in ways I wouldn’t as an employee or non-business owner.

Q: So true that entrepreneurship can bring you FREEDOM! I don’t know that I could ever work for anyone again because of the freedom that I have grown accustomed to.

Do you do EVERYTHING by yourself or do you have people on your team that work with you? If so – how did you find people to help you along the way?

I have a team, there's no way I could do everything myself and think it's key to my success and long-term growth. Most entrepreneurs are self-centered in that they won't give up control of their business or operations, therefore since there are only so many hours in the day, one person can only do so much. I find people by first learning about them as a person and then reviewing their accomplishments, failures, and references. People are human and will make mistakes, but you have to trust people, therefore I follow a three strike rule. As long as you're doing your job and learn from your mistakes and don't keep messing up over and over again, I'm fine.

Q: I think your willingness to trust people and delegate is what has allowed you to grow.

What ideas and approaches do you use to market your business and what do you find works best for you in getting the word out about who you are and what you are doing?

I'm a fan of word of mouth advertising and selling without selling – if that makes sense. People either want your service or they don't. If they're not open to your services, it's just a downhill battle with price to win the bid, but you can't run a business on low-bid forever – even Walmart has strong margins despite being a "discount" retailer. Service businesses are different since we have high labor costs, thus there's limits to how low we can go before it becomes pointless to pursue work for no money. If you put your name out and do a good job, people will talk and business will grow.

Q: Word of mouth really is where it is at and now that we have social media, what people think travels even faster! Emil, how do you balance it all?

I've never really thought of it as a balancing act. I always put school first (to the best that I could) and business second. But there were days when I would miss school because I would be out scooping snow all night and I would just be too tired to go to school. This hit me hard my freshman year at college, when there was a blizzard during finals week. One of the hardest things for me to do was to call up my customers and tell them that I wouldn't be able to do the work for them. I promised them it would never happen again. I was forced to learn and understand the business of sub-contracting. Through that process, I learned the power of hiring out to people underneath you.

Maybe I haven't done as well in terms of putting aside set time for friends and family. When there would be a family event, like a dinner, I

would always get there – but not usually on time. My family understands and my friends respect that work is important to me. Unfortunately, there are times when I haven't been able to go to a party or an outing because of my priorities.

Q: I think most successful entrepreneurs have had similar experiences to you. In closing, what final words of advice or tips would you like to give to other CEO Kids and entrepreneurs?

I didn't think of what I did as being an entrepreneur until I won some awards and that funny word happened to be in the title. I think kids need to not be afraid of the word 'entrepreneur'. It took me a while just to learn how to spell it. What I've done isn't hard – anyone can do it. I'm not a genius, nor do I come from a wealthy background.

I've built my business from the ground up and today it's my baby – a

child I am hoping to raise to serve as my retirement account when I get older.

I know a lot of people who have jobs that pay the rent but they hate going to it, and so they don't ever become good at doing it. I have other friends who love what they do and then it never feels like work. If you keep that in mind, then the money is never going to be an issue. There are a lot of people who think, "What job can I do to make a 100 grand a year?" Going into entrepreneurship as a young person is great because it gives you a lot of flexibility and you learn about yourself and others.

Entrepreneurship is a calling – you either want it or you don't. It's a roller coaster ride that has its lows and highs but it's an adventure you'll never regret. You learn things you can't learn anywhere else – at school or on the streets.

If you follow your dreams, you can have a lot of fun doing it, but if it's forced on you, it's never going to be fun.

In short, to start a business you need to first go and do what you love to do. If you're not into it, it's not going to be any fun. You're definitely not going to want to stay up all night to get it done – and you may have to pull all-nighters routinely.

Secondly, don't let people tell you that you can't do it. Just look them in the eyes and tell them 'thanks' and that you value their opinion. Then use it as fuel to prove them wrong! *Finally, start today, not tomorrow. If anything, you should have started yesterday. Just like investing, the earlier you start, the more time you have to mess up.*

Don't consider messing up to be a failure. The biggest failure you can have in life is not trying at all. You're not risking anything by trying, especially if you are young. Go try – and don't look back. Just, have fun. The money will come.

Lastly, never forget to thank those who help you. Being young, you don't have much to offer besides a "thank you".

With that, I would like to thank my parents for their support and encouragement, my third/forth grade teacher for introducing me to a new way of thinking, my aunt & uncle for asking me to mow their lawn, my mentors and advisors, and to all of my customers over the years for all of their support, guidance, and tolerance in my business ventures.

11

ALEX MAROKO, 22 Entrepreneur Coach

Alex went from training clients in person to doing everything online in 2009. His first product, a video that teaches how to dribble a basketball better, earned \$20,000 in the first week of its release. In the six months since, Alex has been developing more websites, products and an online coaching program.



As a 13-year-old, Alex Maroko was cut from his basketball team. At 15, after years of practicing training techniques, Alex became a freelance athletic trainer. As word of mouth spread, the clients rolled in.

After graduating high school, Alex moved from Michigan to Tampa Bay, FL, where he played Division II basketball at Eckerd College. That's also where he decided to take his business to the next level.

In early 2009, Alex went from training clients in person to doing everything online. His first product, a video that teaches how to dribble a basketball better, earned \$20,000 in the first week of its release. In the six months since, Alex has been developing more websites and products, along with an online coaching program.

Today, Alex is 22 and 'The Truth About Quickness', his basketball training business, is going stronger than ever. He's also pursuing a Kinesiology degree part-time at Michigan State University.

<http://alexmaroko.com/>

Q: HOW HAVE PEOPLE AROUND YOU REACTED TO YOUR SUCCESS?

My good, close friends laugh about it. They think it's funny. They all call me 'The Truth' now, based on 'The Truth about Quickness'. Everyone around me is really supportive and excited for me. But a lot of people don't understand it.

My mom always asks me what she's supposed to say when a friend of hers comes up and asks, "How is Alex making all of his money? How did he buy that car? What does he do online?" She just doesn't know how to explain it. She's a smart woman; don't get me wrong.

I get recognized when I go out in public. It's funny. People just come up to me and say, "Hey – you're Alex Maroko, aren't you?" I'm like, "Yes." And they're like, "You're awesome." I even had one kid who asked me to sign an autograph for him. I never thought that would actually happen. So, it's cool.

Q: What key events transformed you from sports trainer to 6-figure internet entrepreneur?

There are three things that come to my mind, immediately. The first one was when I was 13 years old and I decided that I was going to be a college basketball player. I had just been cut from my eighth grade basketball team. I was an awful basketball player. So, looking back on it truthfully, that goal was completely ridiculous. But I'm glad I set it and I'm glad I believed in it because eventually it did come true.

I spent the next few years of my life basically learning, studying and applying all of these different training techniques to improve myself as an athlete. Without that goal, I would have never collected all of the training expertise that I now have and use on a daily basis.

When I went to play college basketball in Florida, there was a trainer about two blocks from my

college who was starting to build an online business as a football trainer. I found him online, I literally walked down to his gym, introduced myself to him, and now we're really good friends. He and another trainer pushed me to start my online business. They kept telling me, "Dude, you've got to do this. You're going to kill it." That was the second event.

Q: Tell us more about the Truth About Quickness

It's really unbelievable: looking back on this, I'm realizing that this stuff is connected. It's kind of blowing my mind right now. But, the third event was when the other trainer who I met in Florida told me that Yanik Silver was giving away a scholarship to his Underground Online Seminar 5. He was 26, so he couldn't apply, but he said: "You're going to be perfect for this." At that time, I didn't even know who Yanik Silver was. So, I was very green in the internet marketing community, but I applied and two weeks later I made it as a scholarship

winner.

I went to the event and it was really, really life-changing – all of the stuff I learned, all of the people I met. That was late February 2009 and two weeks later we launched our first product. We made \$20,000 in a week. Since then, life has just been this awesome roller coaster that never seems to stop moving.

12

JULIETTE BRINDAK, 22 WORTH 15M AT 19

Juliette launched Miss O and Friends, a by-girls-for-girls site where tweens can go to safely interact, get advice, and play flash games. She has sold over 120,000 books. In 2008, Procter & Gamble invested in Miss O and Friends and estimated the company's value at \$15 million dollars



Growing up in Connecticut, Juliette Brindak used to start bake sales, lemonade stands, and garage sales. But when she was 10 years old, her entrepreneurial horizons expanded during a routine family vacation.

Juliette created a series of drawings of girls, one of whom was named Miss O. Everyone liked the characters so much that she kept drawing them – and soon enough, her family joined in to help bring the characters to life.

In 2005, Juliette launched MissOandFriends.com, a by-girls-for-girls site where tweens can go to safely interact, get advice in a supportive community, and play flash games that range from fashion contests to mini golf. The Miss O characters offer positive role models for growing girls and they've been featured in a series of books that have sold over 120,000 copies collectively. In 2008, Procter & Gamble invested in Miss O and Friends and estimated the company's value at \$15 million dollars.

Today, the Miss O and Friends team includes over 30 people – including 15 interns, a board of 12 people, a webmaster, a lawyer, a school psychologist, and Juliette's mom and dad. Juliette is the spokesperson and a writer for the website. She's also going into her senior year at Washington University in St. Louis, MO, studying anthropology.

<http://www.missoandfriends.com/>

Q: How did you plan and organize Miss O and Friends?

When it first started, it wasn't a business. The characters of the Miss O girls started off as my drawings. It was basically a hobby that my mom, my sisters, and I did. Then, for my sister's eighth birthday, my mom made Miss O characters for all of my sister's friends and they went crazy. They loved them.

I was 13 at the time, my sister was eight, and that's the time when things start to get a little bit rough for girls. There are cliques at school, along with changes physically and emotionally. Girls can be mean. Boys come into the picture and school starts to get important. It's just really stressful. So, I thought, "We should really start doing something for these girls." That's what drove me to start Miss O and then, once I did, I had the best support ever. My dad, who has been in business his whole life, got involved and he really, really helped to get the company going.

Q: What challenges have you faced specifically because of your age? How has your age helped you to succeed?

My young age didn't create any challenges. It actually helps me, because when I would present to Colgate, Procter & Gamble, Yahoo, or Target, they would be shocked that a 16-year-old could present a company to them. I think that they were really impressed. At first, I thought that people wouldn't take it seriously – but because we have accomplished so much, I think that people really respect me for it.

Q: What advice would you give a young entrepreneur trying to monetize a website for teens?

Know your audience REALLY well. The worst thing you can do is think that you know what your target wants and be wrong.

Q: Some of the most successful young entrepreneurs this year have been girls, what advice

would you give a female young entrepreneur who wants to start a business online?

Have a good backing, not just financially, but people wise. Surround yourself with people that you trust and are just as dedicated to your idea as you are. If you do this, you will always have people to rely on and know that you can have a good team to help you move forward.

Q: You have achieved so much as such a young age, how do you manage your time between school and business?

It's definitely difficult (that is why it took me so long to respond to these questions haha) but I make it work. I use my planner a lot and schedule my time out and figure out what needs to get done when. Sometimes it can be overwhelming, but for the most part I have it under control.

Q: Do you have any suggestions for coping with set-backs, negative

experiences?

There will always be set backs and I think the best way to deal with them is maintain neutrality throughout it all. That goes with good news too. Don't get too excited when something great happens and don't be too disappointed when something bad happens. If you stay in the middle, you will never feel like your emotions are going crazy, because trust me, it's really easy for that to happen.

Q: How do you keep your business focus – Do you have any suggestions for entrepreneurs who are experiencing challenging times?

Especially in this economy, everyone is struggling. You just have to keep doing what you do best and hope that it will get better. Sometimes certain situations are out of your control and that's also really important to note. Instead of trying

to change things that you did, change things that you are going to do.

Definitely just keep looking forward.

Q: Is there anyone that you look up to and model yourself on?

Maxine Clark, CEO and founder of Build-A-Bear Workshop

Q: What is the best advice you have ever been given?

“Be a sponge, soak everything up”-
Maxine Clark

Q: You are one of the most famous Young Entrepreneurs in the world today – based on your experiences, what advice would you give to a Young Entrepreneur starting their first business today?

Stick with your idea. Be strong with your idea and find the right people who will help to execute it. Don't let

anyone try and get you to sway from your original plans.

13

JACOB CASS, 22 **DESIGNER ENTREPRENEUR**

Jacob nabbed his first freelance job at the age of sixteen and in November 2007 he started a website and blog dedicated to his business, Just Creative Design. He immediately began raking in clients, awards, and recognition. In January 2010, Jacob received a prestigious job offer from his Twitter account.



As an Australian teen, Jacob Cass first began making money on his terms as an eBay seller. But his true love was graphic design.

Jacob nabbed his first freelance job at the age of sixteen and in November 2007 he started a website and blog dedicated to his business, Just Creative Design. He immediately began raking in clients, awards, and recognition. Not satisfied with one successful blog, Jacob launched Logo Designer Blog and Logo of the Day to further preach his passion.

In January 2010, after earning a degree in graphic design, Jacob received a job offer from an unlikely source: his Twitter account. He packed his bags and moved from Sydney, Australia to Brooklyn, New York, where he currently works for Carrot Creative – a marketing agency that focuses on new media design and development.

<http://justcreative.com/>

Q: What is the single most important reason for your success?

My blog, definitely. I started in November of 2007, so it has been about two years and four months. The blog started out with no readers but it has slowly built up quite a following. I have learned so much from people who have come in and shared their experiences and advice. I learned more in six months of blogging than I did in three years at university.

Q: What challenges do you face specifically because of your age? How has your age helped you to succeed?

I once had a client who didn't find out my age until after they had hired me. They mentioned that they may not have hired me if they had known my age. In saying that, I've also had clients who have hired me because of my age... when I asked them why, it was because they wanted a 'fresh,

younger approach' to business. I guess your age can work for or against you.

Online, you don't really have to show your age. Some people like to conceal it. Personally, I'm pretty transparent with my business. I don't think there is any point in disguising my age. It's a matter of preference.

I use my age as a selling point, to show how motivated and passionate I am. The thing is, you have to have the work to back it up. You have to show your achievements and prove that you're good, or better, than other people, who may have ten or more years of experience. It's not about how many years of experience you have; it's about the quality of your years of experience.

14

ANDREW FASHION, 23

MADE 2.5 M BY 21, AND LOST IT ALL BY 22

Andrew had dropped out of high school in 2005 and started developing websites. After months of just scraping by, Andrew hit it big. He was pulling in \$100,000+ checks every month. But after a few years of living the high life, the revenue stream dried up and Andrew went from being a millionaire to being in debt.



As a sixth-grader, Andrew Fashion and a pal figured out a way to transform their mechanical pencils into miniature rocket launchers.

Unlike most boys, they weren't content merely using their invention to annoy teachers and fellow students. Instead, they started a business called Flaming Gold and handed out pieces of paper to their friends, advertizing their goods. It netted them a couple of dollars a day – until their school banned the pencils.

Fast forward to 2005. Andrew had dropped out of high school and was spending his time developing websites online. After months of just scraping by, Andrew hit it big with ad revenue from his website, MySpaceSupport.com. He was pulling in \$100,000+ checks every month. But after a few years of living the high life, the money stream from the site dried up and Andrew went from being a millionaire to being in debt.

Today, Andrew is living in Littleton, CO. He's working hard to launch BeModel.com, a social networking website inspired by his passion for the photography industry. He's also writing an autobiography that will detail his rise, fall, and resurgence. It is tentatively titled Young & Stupid.

<http://www.andrewfashion.com/>

Q: You made 2.5 million dollars over two years. What happened to it?

I bought my first car, in cash. I bought my house and had \$80,000 dollars of renovations done to it. I ended up buying seven cars total, a few for my friends. One of my friends wrecked a car; I wrecked a car. I paid for that out of pocket. A lot of my money just disappeared.

I had a girlfriend. I lost a lot of money in Vegas. I got into poker. I bought a lot of toys, photography equipment, technology, tons of clothes, and trips to places like London, Florida, and Hawaii. I was young and stupid. The money was coming in so strongly, but it went out just as fast. All of a sudden, my site dropped off of Google and the money just stopped.

This time, instead of blowing money on toys and cars, I am going to invest it back into the company or another company. I will do the typical saving, like 401(k)'s and rainy day funds. But before I even start my retirement

account again, I'm going to invest: real estate, stocks, commodities – whatever I can do.

Q: Why are you so sure that BeModel.com will be successful?

I've done my homework on our number one competitor. This site has been growing at a phenomenal rate. I think they have eight-and-a-half million page views a day. But they're not monetized properly. I've been in the industry for three years. I've been watching the ads; I've been seeing their page views; I know how loyal their clients are. In their forums, I've seen people complaining and looking for new places to go. That's why I am so sure. I am here to be to them what Facebook was to MySpace. I want to revolutionize things.

Don't give up. Carpe diem: seize the day, seize the opportunity. You've got to say that every single day. Make sure you never miss a moment and just go for it. Do it. Never give up. As simple as that sounds, that's really it. Make it happen now, not tomorrow. Tomorrow is a loser's excuse.

15

JAN MCKINGLEY HILADO, 21

1M IN 10 MONTHS AT 20

Jan Mckingley Hilado of www.janmckhilado.com is a 20-year young serial entrepreneur, Sales and Marketing Master, Self-Development Trainer and Motivator and a college drop-out and is also one of the top Internet marketers in the Philippines.



Janmck has been a close friend of mine since 2010. Together we have been into so many ventures both online and offline: co-founding the Radical Millionaires (our team of which the business he'll be sharing you is founded on), executing the marketing and operations of The Business Incubators – our business consultancy firm, and the latest is writing together one of the most powerful books of the our century.

Good news is, he'll be sharing to us one of his few successes: how he earned 1M in one of our businesses in less than a year! The following will be a full narrative of his account – how he started with so many rejections, and how he later on kept the fire of his determination not just to become financially free alone, but help make 5 millionaires per year, thru the business.

<http://janmckhilado.com>

Finally! Thank God! After 1 year of doing one of my side-line business called Vmobile (Fyi, I'm a serial entrepreneur and I have multiple businesses so I only do this 10% of my time), I've finally reached my Million peso goal!

*AND not only that, it's still growing very strong every single day!
And it all started because of one circumstance that will change my life forever...*

Here's my success story on how I earned a Million Peso income in Vmobile after 1 year.



A year ago, Early January, my friend Kuya Larj Bernadez texted me that he wants to come to our house because he has a new opportunity called Vmobile to share to me that has already made him an income in just a few week!

*So like YOU and everyone else, I was very hesitant! Of course I also thought that **“Oh no not again! This is another get-rich-quick scams I suppose”!***

But then since I am an Entrepreneur, I just opened my mind to the limitless possibilities and opportunities that may come my way.

I realized that, Yeah we are all asking God to make us rich, but not everyone of us are open to new opportunities that may arrive. So most people, remain broke.

So I decided to open my mind. So I replied back to kuya Larj that sure, he can come to our house. He then replied with “Don't worry, I'll just bring Jolibee so we can eat while presenting”.

Then I thought, “Alright! Atleast I get to eat FREE Lunch even if I don't get interested in this!”

So fast forward, Kuya Larj arrived at out house at the right time – Lunch time. Hehe!

He then started to prepare everything, his Laptop, his Speakers, and then the Brochures.

I thought he was going to present everything himself... but I was WRONG!

He then said that he is still a few weeks old in the business and he doesn't know how to explain it yet and he has no talent in speaking as well!

So what he did, He just opened his Laptop with Speakers, and played all the Videos of the Vmobile Business, from the Testimonials, and to the 1 hour Business presentation video!

Gosh! And I thought this guy was an expert already of the business! He just showed me this video instead.

<http://vmobileuser.blogspot.com/2011/08/be-vmobiler-dealer-technopreneur.html>

But after watching the video, I realized what the business was all about.

The business is about Lifetime Privilege Discounts on your Personal Prepaid Load Expenses!

With Vmobile, you can now have Lifetime Load Discounts on any prepaid products ranging from SUN, GLOBE, SMART, TM, Red, PLDT Landline Plus, Sky Cable, Dream Cable, Internet Cards, and Online Game Cards ranging from 10-11% discount! And that's just using YOUR EXISTING CELLPHONE and SIM CARD! No need to use 3 Different Cellphones!

So imagine if you and you're spending at least P3000 Cellphone load every month, then just save 10% from it, then you can now save P300 every month!

And since I was also involved in the Traditional Prepaid Loading business before, selling load in the school for almost 4 years, I realized how BIG this industry is!

The difference though with my OLD Traditional Loading before was that the business, was about selling load! So I was only earning 10% income

every time I load my classmates!

While VMOBILE is different. Vmobile is not about selling loads to other people to earn, but Vmobile is about ENDORSING the PRODUCT to your friends so that they too, can have Lifetime Personal Load Discounts! Imagine this... Compare the income between this two:

Vice Ganda who is ENDORSING GLOBE, or the Sari-Sari Store Selling GLOBE e-Load!



The sari-sari store selling Globe E-loads, even thought how many years they're going to sell, they won't be able to reach a million pesos income just from the 10%! They have to be able to sell P10,000,000 worth of loads just to make that income!

But Vice Ganda however, just endorsed the GLOBE Load Products, Just appeared one time in TV, but the

He is being PAID MILLIONS OF PESOS by Globe to Endorse this product! So now with Vmobile, instead of hiring actors and actresses to ENDORSE the Product, we are now the ENDORSERS! We are already the ACTORS and ACTRESSES who have the chance to be paid MILLION of PESOS too!

So that's why when I found out the difference, I had no hesitation to try and Do the business right away! Like a Real Entrepreneur who loves risk in exchange for greater Return of investments, I invested in 3 Vmobile accounts to increase my Potential income to X2!

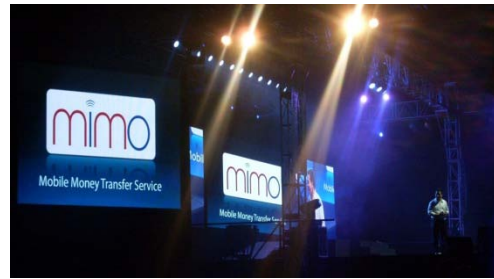
At First, It Wasn't Easy... I Got A Lot Of Rejections Most Especially From My Friends. A Lot Of Them Never Believed In Me And What I'm Sharing To Them.

But I never gave up! I just continued believing in myself, my product, my business, and my God that He will surely provide you anything you want as long as you just work for it!

But then after a week, some of my friends started believing in me, and I also got better and better in doing the business! I realized it wasn't hard at all! Because you don't need to sell anything, you just endorse it! And since it's PREPAID LOAD, it's already a NECESSITY so no need to explain! VERY VERY EASY indeed! And this is what I earned after a week:

Transactions List	
Full name: Jan Mckingley Hilado User ID: [REDACTED]	
Transaction Summary	
Total Accumulated Gross Earnings to-date:	4,000.00 PHP
Total Accumulated Debits to-date:	0.00 PHP
Available Balance to-date:	4,000.00 PHP
Transaction Details	
Show All	[Go]
Show non-zero CV	[Go]

Not bad right? After 1 week Earnings! I already earned P4000 just Endorsing the Vmobile Product to my friends. After a week again of doing the business, I was also able to join the 1st Vmobile National Sale Convention in Manila last Jan of 2011 held at the SMX and there they announced first 14 Millionaires of Vmobile!



Not only that, our Power Leader from Davao, John Jester Ching, the one who invited Larj Bernadez, also earned his first million peso income by February of 2011!

Transactions List	
FAQ	
Contact Us	1,022,778.64
Full name: John Jester Ching User ID: 534701834	
FEB 9, 2011	
Transaction Summary	
Total Accumulated Gross Earnings to-date:	1,022,778.64 PHP
Total Accumulated Debits to-date:	941,278.64 PHP
Available Balance to-date:	81,200.00 PHP

And because of these people, the VMobile Millionaires, I was also very inspired and motivated to achieve my 1 Million Peso Income in this business too! And in less than 1 year! I already knew I could do it! In my mind, it's already been done. :)

So I just continued doing the business! And every time I do it, I always see results! That even my sister who was still and OFW (Overseas Filipino Worker) that time

yet working in Bahrain, just by endorsing the Product to her friends and co-OFW in Bahrain, also started earning already!

Transactions List	
Contact Us	
WOW! Grabeh Sister ko! J back from Bahrain... per P6000+ na naghihintay vMobile!! :)	
Full name: Lovely Ann Marie Hilado User ID: 5340 [REDACTED]	
Transaction Summary	
Total Accumulated Gross Earnings to-date:	6,488.75 PHP
Total Accumulated Debits to-date:	2,000.00 PHP
Available Balance to-date:	4,488.75 PHP

And finally! After 3 months of doing the Vmobile business Part-Time (Just 10% of my Daily time actually!), I already earned P80,000+ from Vmobile! And I was also able to get my first P50,000 check!



After 5 months of doing the business, continuing helping other people by also sharing the business to them, it has already produced me a lot of income already that it has grown to a total of P370,000+. I'm almost half-way to my P1 Million Peso Goal!



And finally! After half-year of doing the business (6 Months), I finally reached my first Half-Million Pesos Income in Vmobile! What a success this has been for me! I never imagined my business could grow this big! :)



Now fast forwards after 6 months! After 1 year of doing the Vmobile business, a lot of things have already happened! Not just my income grew, but also the income of my Sales Team Leaders! And I'm also very happy seeing them earn so much with so little investments! Even my friends who doubted me once, now also started joining and are happy seeing their income grow! People like College drop outs, Nursing Graduate and Licensed Nurse (but are currently jobless), Old people but young at heart, OFWs, and a lot more are earning so much with Vmobile! And I'm happy to see that I'm not the only one earning but with this business, I'm also able to help a lot of people change their lives for the better because I showed them an opportunity once. :)

In a years time of doing the business, I have already Team leaders in my team who have earned so much!

Ashley Twinkle – a classmate of mine in High school, a Licensed Nurse, but is currently jobless have now earned over P50,000!

Mark Dy – a part of my team, a nursing graduate, also jobless at the moment, have already earned over P80,000!

Abie Serrano – a friend of mine from Manila, who just inquired about my business out of nowhere had already earned over P300,000!

Hanz Florentino (yeah!) – my best friend, has now earned over P200,000 in Vmobile!

Wendell Daquila – a Full-time Mom and Wife, have now earned over P500,000+ just in Vmobile alone! And these people are all part of my team! So I'm proud to see people earning a lot because of your support! That's because here in Vmobile,

The More We Help Other People Get What They Want, The More We Can Get Anything We Want!"

And finally, my income in Vmobile after a year of doing the business.... Drum rolls please!!! Tada!

Transactions List

Full name: Jan Mckingley Hilado
User ID: ██████████

Transaction Summary

Total Accumulated Gross Earnings to-date:	1,264,261.97 PHP
Total Accumulated Debits to-date:	1,264,261.97 PHP
Available Balance to-date:	0.00 PHP

A total accumulated income of Php 1.2 Million Pesos in doing the business part-time, for 1 year, sharing the business to others while serving and helping others grow their businesses as well!

And because of this extra income (yeah, this is just an extra income because I have other businesses!), I was able to buy my favorite, White Mazda 3 Car, thanks to Vmobile!



And because of this, I would like to thank everyone responsible for my Success in my Vmobile business! The one who invited me, Larj Bernadez, to my Radical Millionaires Team in Vmobile, to my family for believing in me, and to God for fulfilling my wish and my dreams to come true!

Bonus1

The BIG QUESTION

**THAT ALL YOUNG
ENTREPRENEURS ASK...**

Should Young Entrepreneurs Go to School?

*I happen to stumble on this wonderfully explained article by one of the Young Entrepreneurs featured in this book, **Stanley Tang**. And I am sharing this to you. I want you to read this too, and take some time to ponder its idea. Just then will I tell you right after my view on this too.*

“Top 10 Billionaires Who Dropped Out of College...”- I’m sure you have come across those kind of lists before, whether you read about it on some blog or in the media, convincing you that you don’t need a college degree to become a successful entrepreneur. Sure, there are some who succeeded without having attended college but I personally don’t buy into this whole “you don’t need college” hype.

I mean, just do the maths: what’s the ratio of great companies founded by people who didn’t go to college at all versus those who went (even for just a year or two)? As a young entrepreneur, I’ll be attending college

this fall and the decision was an absolute no-brainer – even if you are an entrepreneur who wants to start a business and knows exactly what you want to do with your life . I’ll give a few reasons why I chose to go (from an entrepreneurial perspective):

Meet Like Minded People At Your Age

The media love to single out people like Mark Zuckerberg and Bill Gates as examples of billionaires who didn’t need a college degree. Well, here’s the other side of the story that they usually don’t mention:**they actually went to college in the first place.**

And the irony is that college was absolutely crucial to their business as that is how they met their business partners Dustin Moskovitz and Steve Balmer, respectively. Not to mention Sergey Brin & Larry Page of Google and David Filo & Jerry Yang of Yahoo. College offers a great networking opportunity and is truly the most fertile place to meet your future co-founders. In fact, many colleges across the United States help facilitate this with organizations (a great example being [BASES](#) at Stanford University).

But it’s not just about business co-founders. College provides the opportunity for you to meet

like-minded people who you would never meet otherwise, exposing yourself to all sorts of cultures, values, opinions and views. It's also probably the last chance you will ever have to spend time with a lot of smart people at your age.

Once-In-A-Lifetime Experience

It's about the overall experience. You only get to be a kid once so you might as well take advantage of that. Few will ever go to college later on in their lives and if you do choose to go later, you would have missed out on all the college experiences of growing with your peer group. Many people have told me how great their experience at college was like – the parties, the connections, the professors, the events – and how it was their most memorable time of their lives. I wouldn't want to regret spending the rest of my life having only heard about all the great things rather than living it.

To Learn

Obviously, you're there to learn. Sure, you can self-educate and learn as you go along, but college is more about the well-rounded knowledge with its liberal arts program rather than just professional skills. It's not just about street smart but instead a combination with book smart.

Besides, your life won't be permanently ruined either way. You don't have to limit yourself to just studying at college; you can still be entrepreneurial while also being scholastic. Many of the most successful business ideas evolved out of college. For example, Facebook was derived from the "Face Book" that all freshmen get on their first day; Google and Yahoo came out of a PhD thesis project related to computer science.

It's starts with "Why?"

If I am to be asked, should young entrepreneurs go to school?

My answer?

Start with why, "why do you want to go to school?"

I shared Stanley's article for it summed up everything I had written in this book.

Yes, I agree that the educational system in our country may not be the best and most effective, and probably not very entrepreneurially inclined, "factory for employees" for some, but still I believe that school can be one of the greatest avenue to discover, and hone ones entrepreneurial skill. So long as you have the ultimate why of going to school, and one BIG goal right after school then your journey to become a millionaire can possibly start in school.

Establish your Why.

Discover your asset – your passion.

Formulate awesome business ideas.

Stir the entrepreneur in you.

Build your network – make connections.

And learn – be inspired – with the stories of the magical 15 young entrepreneurs.

Friends, I bless you and I believe in you!

Keep in touch!

See you at the top,

Hanz

Bonus2

AN INVITATION

ARE YOU **CREATIVE**
ENOUGH?

Do you want to become one of my students in video editing?

Last December I launched my a special training DVD collection, the VIDEO WORKSHOP IN A BOX and people totally learned a lot from it.

The [Video Workshop in a Box](#) is so amazing. I was able to start doing the first project already and almost done. You're simply awesome in teaching how things are done. More so, you just don't explain the viewer on "how" to do things but you do also show "why" things are done that way. You explain things well in a simple yet effective manner. It is beyond my expectation, I may say, even if you are a newbie you can make videos like a pro with this CD for it contains tons of information, tips you need to know to make things easier ant more. I believe the CD will empower me to create awesome videos. It is indeed a good investment.

Thank you and more power to you Hanz!

-Estella Sanchez, Pasig City



Click here.... <http://hanzflorentino.com/video-workshop-in-a-box/>

And because, you firmly believed in the Millionaire Student and how this can help you, I am giving you a crazy discount! You will not be getting it from its original price of Php 2,500, not even from its sale price of Php 995, but you can get it from only Php 699!

Email me this code:
To hanzvlo@yahoo.com **VIDBOX_59441981**

Bonus3

AN INVITATION

ARE YOU **RADICAL**
ENOUGH?

Exclusive Invitation



- Have you been longing to seek guidance to improve your life especially your Financial aspects and live an abundant life?
- Do you want to finally turn your life around 360 degrees for the better?
Have you been longing to fulfill that life-long dream of yours?
- Do you want to finally develop your core-gifts and Passion
and turn them into a Profit-making talents?
- Do you want to get a pool of ideas for **Multiple Streams of Passive Income** and finally retire young even if you're not working anymore?
- Do you want to be WEALTHY and HAPPY and be able to help the MANY?



“To Create More Happy and Fulfilled Millionaires Through The Process Of Helping One Another Create Wealth In An Easy but Fun Radical Way”

- Jan Mckingley, Founder

What Radical Millionaires is NOT!

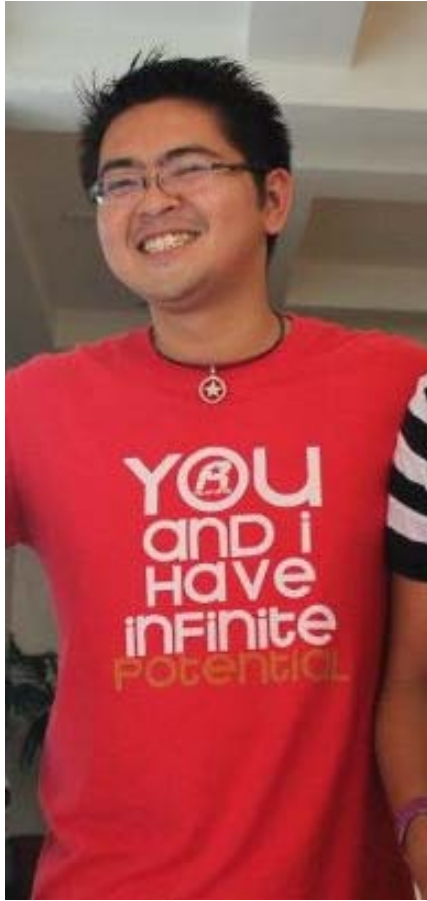
- > Radical Millionaires is NOT another Business or Company or Product
- > This is NOT just your ordinary social group
- > This is NOT a get-rich quick scheme
- > This is NOT even a Multi-level or Network Marketing business
- > This is NOT a CULT (though we act like one... hehehe!)

So not that I've shared to you what this group is NOT... let me tell you

WHAT IS Radical Millionaires

- > Radical Millionaires is a Powerful Success Support System to help and guide individuals achieve Excellence and Greatness through the help of Powerful Mentors and Coaches
- > Radical Millionaires is a “pool” of Business Opportunities that you can choose, based on the 4 Mountains of Wealth in the One Minute Millionaire Book (Business, Internet Marketing/Network Marketing, Real Estate, Investments/Paper Assets).
- > This is focused on building MULTIPLE STREAMS of PASSIVE INCOME, not just focused on one Company or one Product.
- > This group is a support system to increase one’s SELF-VALUE and your VALUE to the Marketplace
- > This group is designed to Awaken the Entrepreneur within us all and Awaken the Hidden Talents, Core-gifts and Passion we all have and Monetize it for Profit.
- > Radical Millionaires is a LIFESTYLE of the NEW RICH (We don’t work hard for the Money, we work Hard for our self-development and Money Works Hard For Us! We work SMART. We Play and Have FUN more than working.)
- > The Radical Millionaires group is the Venue to access all the Excellent and Life-Changing Seminars around the country to develop yourself.
- > The Radical Millionaire is.... YOU!

“We make all things new. A new way of building your wealth, and sharing your wealth” - Hanz Florentino, Co-Founder



So if you feel like you have a “CALLING” to join this group, feel free to email me at hanzylo@yahoo.com or PM me <http://facebook.com/hanzflorentino>

For the meantime, the only way to join the Radical Millionaires is to be part in one of our business ventures - [Vmobile](#). That way, we can guide you IMMEDIATELY how to start and what to do to succeed.