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# One Million In The Bank: How To Make \$1,000,000 With Your Own Business, Even If You Have No Money Or Experience

"This practical book, based on proven principles, gives you the tools, techniques, and mindset to achieve financial independence faster than you ever thought possible."

— Brian Tracy, author of *The Way to Wealth*

## One Million in the Bank

HOW TO MAKE \$1,000,000 WITH YOUR OWN BUSINESS,  
EVEN IF YOU HAVE NO MONEY OR EXPERIENCE

MICHAEL L. F. SLAVIN



## Synopsis

Gold Medal Best Business and Entrepreneur Book (Nonfiction Book Awards 2015) Gold Medal Best Financial Book (Nonfiction Book Awards 2015) Best Business Book (Next Generation Indie Book Awards 2016) 1st Place Gold Medal Best Informational Book (Feathered Quill Book Awards 2016) 3rd Place Bronze Medal Best Self-Help Book (Feathered Quill Book Awards 2016) Eric Hoffer Award Finalist (top 10%) (Eric Hoffer Awards 2016) This is not a get-rich-quick book, but it will tell you how to be a millionaire in 3-7 years. Plus there are 12 inspirational stories of everyday people from all backgrounds, from people with graduate degrees to high school dropouts, and from yard guys to corporate professionals. Really, the only thing they all have in common is that they've put \$1,000,000 in the bank (or will shortly). Part I is about how to pick a tried and true business model that you know works, and then how to find the help you need to get started. Part II is about money: how to find it, how to spend it, and how to save it. Part III is about the basic sales and marketing skills critical to starting your business. Lastly, Part IV is about the personal skills critical to maintaining your business. You don't have to stop at \$1,000,000. You don't have to stop at one business or \$1,000,000. But this book is where you start.

## Book Information

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## Customer Reviews

If you are looking for a ÃfÂçÃ â ¬Ã Â“get rich quickÃfÂçÃ â ¬Ã Â• book, One Million in the Bank is not for you. You would inevitably start paging through the book looking for ÃfÂçÃ â ¬Ã Â“quick tipsÃfÂçÃ â ¬Ã Â• to making your fortunate. The bookÃfÂçÃ â ¬Ã Â„çs author, Mike Slavin, comes off as a good friend who wants to share his success with you. And when you consider that he made most of his net worth prior to writing this book, he is just that: someone who wants to help people like you and me who want a chance to make the dream come true. This book not only deals with the basics of finding the right business for you; how to get funding; and the long term skills needed to make it work, but also insight into subjects such as will power; changing habits and cognitive biases (I know it sounds complex, but I found it fascinating). In other words, the book covers all the bases. Will this book guarantee you will ultimately put A Million in the Bank? Of course not, but if you want a fighting chance, read this book and give it your best shot. With Mike Slavin as your partner, the odds are on your side.

Recently there has been a tidal wave of business How-To and Self-Help books that make big promises but wonÃfÂçÃ â ¬Ã Â„çt make any significant difference in your success. ÃfÂçÃ â ¬Ã Â“One Million in the BankÃfÂçÃ â ¬Ã Â• is one of these books. This book is just a restatement and summary of general business basics, plus one part Inspiration, plus one part homespun folksy wisdom. Good points:ÃfÂçÃ â ¬Ã Âç If you have no business background or experience whatsoever (youÃfÂçÃ â ¬Ã Â„çve been slinging code for 18 years, etc.), this is a very good book for you. It presents a level-headed grounding in solid and modern business basics.ÃfÂçÃ â ¬Ã Âç If you are determined (for whatever reason) that you are going to start your own business, this is a very good book for you. It will give you some good ideas and some inspiration.ÃfÂçÃ â ¬Ã Âç The book is well written in simple language with no academic bombast or fixation on one particular approach. You can read (and enjoy) the book in 2 weekends.ÃfÂçÃ â ¬Ã Âç Author makes an excellent (and usually missed) point that in business (or anything) you are far more likely to succeed using a simple, proven, straightforward (and possibly boring) approach rather than attempting to concoct something novel or ÃfÂçÃ â ¬Ã Â“innovativeÃfÂçÃ â ¬Ã Â•.ÃfÂçÃ â ¬Ã Âç Jobs in Corporate America and The

Government are not at all what they used to be. These days nobody knows how things are going to turn out. So, knowing how to run your own business is a very good idea. Bad points: If you have any significant training or experience in any sort of business, you will be disappointed in the book because you won't find any new insights, perspectives, or discoveries. You will have seen every one of these points a zillion times before. The author is mistaken that starting your own business is a reliable path to "one million in the bank". The great majority of people who have achieved financial independence worked for a corporation or the government, carefully saved and invested their money, plugged away at it for years, and eventually got there. For any new business to succeed, there is a certain magic factor, or luck factor, that has to happen. The universe needs to come together at the right time and place, and you get that break. The author misses this. (But, neither has anyone else seemed to understand or explore this factor.)

What I liked about this book is that it is "real". Real world examples, a real author who's actually done it, and realistic expectations. I also liked the advice that you don't have to have a great idea or a ton of start-up capital. This is not a "get rich quick book" where you read it, get unrealistically inspired, and then do nothing in the end. It is more of a blueprint with real-life examples of ordinary folks starting businesses of their own verses relying on someone else for financial security. I've read many books on how to start a business but have never actually had the courage to do it. This one is different because it is so practical, which I find inspirational. Yes you have to take risks as with any entrepreneurial endeavor, but this book simplifies the risks and lays out a plan on how to get started. Being in sales, it's painful to compare the amount of revenue I'm generating for the company(s) I've represented and the % I'm actually taking home. What I'm giving up in opportunity cost has been, to this point, worth not taking a scary risk of business ownership- although I've always wanted to start and run my own business. Unlike other books, this one has me really considering making the jump. After reading 'One Million...', I now notice nearly every small business I drive by and think, "If they can do it, I know I can do it." Even the septic disposal business right down the road from my house has turned motivational! Very, very good read...

I sincerely wish I'd had this book to recommend to my clients 10 years ago when I first became a financial coach. I've coached many an entrepreneur during those 10 years and few other resources so clearly and succinctly lay out the critical steps required to make real money in a business. Michael Slavin speaks from his own experience as well as giving great examples of how others

have implemented the principles he teaches. The author states, over and over, that this is not a get-rich-quick scheme. And that's the truth. Yet having seen what it takes to build real business success with my clients and in my own business, the steps Mr. Slavin lays out are practical and achievable. The absolute key, though, is staying focused and actually taking the steps. I see far too many people fail to activate resources that are right there waiting to be accessed. Truly valuable chapters are those dealing with how to get the money required to start up or expand your business. It takes a good degree of boldness, yes, and yet it is so worth it. Oh. And did I say it's an interesting read, with lively examples that illustrate the principles Slavin addresses! That was a real plus in the reading of this book.

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