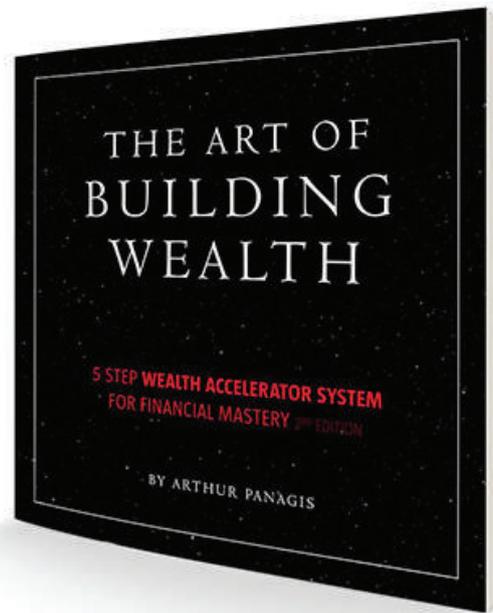


The logo for FMG Wealth Strategists features a stylized icon of three horizontal bars on the left, followed by the letters 'FMG' in a large, bold, sans-serif font. Below this, the words 'Wealth Strategists' are written in a smaller, bold, sans-serif font.

# FMG

## Wealth Strategists

Enjoy your **FREE PREVIEW** of Arthur's Book



In this book 'The Art of Building Wealth' '5 Step Wealth Accelerator System for Financial Mastery' we use the analogy of a martial art belt for each of the 5 steps representing a different colour ranging from the White Belt of a Novice all the way thru to the Black Belt of an Expert as you journey along the Road to Financial Mastery.

Filled with Money Magnet Tips, Quotes, Pics, a great story, along with some wisdom to enjoy and implement along the way!

Get the full version at [fmgws.com.au/the-art-of-building-wealth](http://fmgws.com.au/the-art-of-building-wealth) or contact FMG on 08 7111 0022

# THE ART OF BUILDING WEALTH

**5 STEP WEALTH ACCELERATOR SYSTEM**  
FOR FINANCIAL MASTERY 2<sup>ND</sup> EDITION

BY ARTHUR PANAGIS

# Foreword

*“Everyone has the power and opportunity to achieve what is truly most important to them...”*

I first met Arthur and his wife Debbie at my signature seminar programme ‘The Breakthrough Experience’ back in 2004 in Brisbane, Australia. As you will see in the introduction, this was the spark that inspired him to create this book. ‘The Breakthrough Experience’ which we run all over the world to tens of thousands of people over a weekend, releases the ‘baggage’ for participants which then can be turned into ‘jet fuel’ for creating whatever they wish to dedicate the rest of their lives to.

As you will see, for Arthur it is dedicating his life to mastering the art of building wealth, and assisting and empowering individuals and business owners with wealth creation, expansion and protection strategies – so they too can live their dream of being financially free. He is achieving this not only through this book but also through the financial practice he has founded – FMG Wealth Strategists – to provide personalized financial coaching and advice along with specialized and proven wealth building strategies.

His 5 Step Wealth Accelerator System shares both the quantitative strategies, tools and tips as well as universal principles – that are more qualitative factors that affect your ability to build wealth. As I have written in my book *How to Make One Hell of a Profit and Still Get to Heaven* these latter factors are just as important to building wealth because such obstacles can prevent you from creating or attracting the wealth making opportunities you truly desire.

The other aspect that I am glad Arthur has covered in the first step is your Values which, as stated in the book, dictate your financial destiny. To reiterate, if Wealth Building is not in your top five highest values you will find it extremely difficult to build lasting financial wealth. This is shown in a way that when money comes into your household you will repeatedly turn to something more valuable or important to allocate this money to.

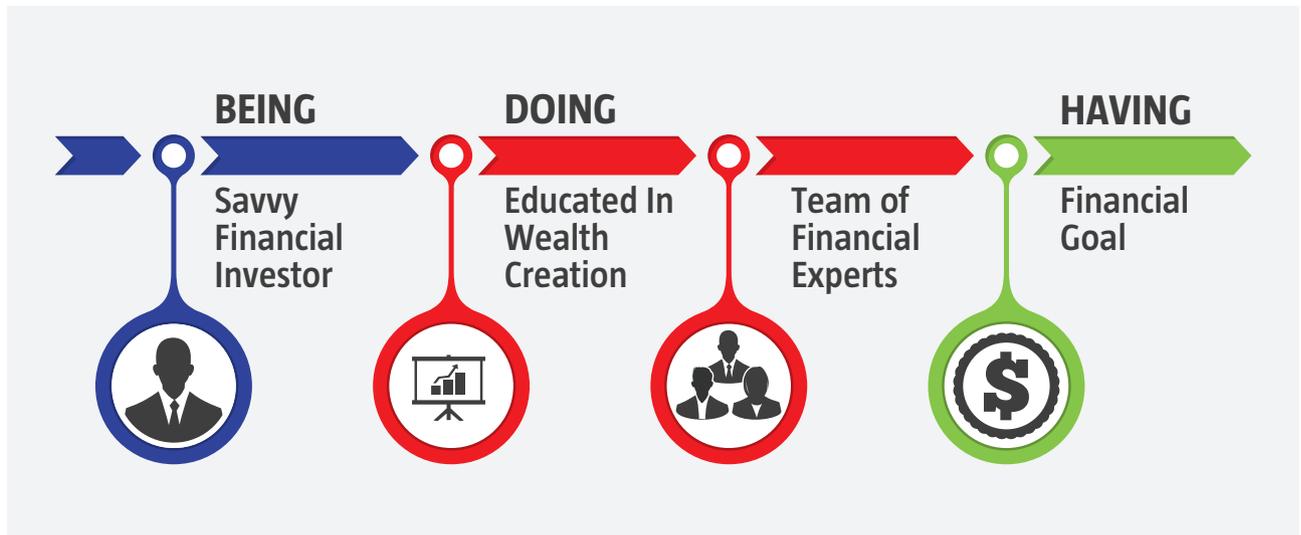
The Demartini ‘values determinant questionnaire’ that you can download in this book helps you determine what your values are and where wealth building is positioned on that list. The ‘good’ news is, building wealth can be elevated higher on your list so it becomes more important and you can then generate and allocate money to wealth building much more easily.

As a student of several of my educational programmes, Arthur has evolved and incorporated a lot of my teachings into this book and into his practice. To see my students apply their learnings is very inspiring and fulfilling and you now become the beneficiary.

Everyone has the power and opportunity to achieve what is truly most important to them what they believe is the ultimate purpose of their existence.

## **Dr John Demartini**

Educator, International best-selling author, consultant



When making goals in these areas, break them down into **Being, Doing, and Having**. In order to Have, you need to Do; and to Do, you need to Be.

For example your financial goal may be to **Have** a Share Investment Portfolio worth \$500k by 2020.

To achieve this, you need to **Be** a Savvy Financial Investor.

To become that, you need to **Do things like**:

- attend workshops and seminars, read books, listen to audios, all on wealth creation; and
- build a mastermind of financial experts around you: Financial Advisor, Accountant, Lawyer, Business Advisor and Finance Broker.

**REMEMBER: YOU MUST have a written plan, a blueprint, for what you envision.**



**Download** your copy of the Master Planner at [www.fmgws.com.au/masterplanner](http://www.fmgws.com.au/masterplanner)



### Tip 2 – Increased Savings

*If you have an ongoing payment say, for a car, the moment the debt is paid off put that exact amount into your savings.*

*If you don't, either your income will drop or your expenses will increase to match.<sup>1</sup>*

*Since you were able to make the payment before it's no hardship, and instead of loss of income you can turn it into an increase in savings.*

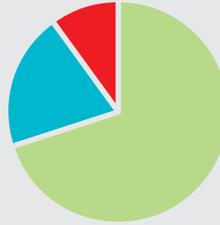
## 70:30 Money Management Rule

*The 70:30 rule goes back to the Ancient City of Babylon some 5,000 years ago which back then was one of the richest cities in the world.*

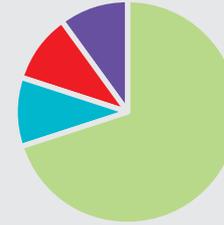
*Money Management  
(70 : 30)*



*Debt Detonation  
70 : 20 : 10*



*Building Dreams  
70 : 10 : 10 : 10*



**KEY:** ■ Lifestyle/Living ■ Debt Reduction ■ Pay Yourself First ■ Dreams and Special Projects

*It basically said that for all money flowing into your household 70% would be allocated to your lifestyle/living expenses, with the remaining 30% divided up into your 10% pay yourself first account and the balance of 20% put into debt reduction, which we will call 'debt detonation'.*

*In other words, we're going to BLOW UP your debt!*

*What happens when you have completed that you ask?*

*Well with 70% to live on and 10% for paying yourself (which we want you to keep building your 'Mastering your Money' account), then we need to allocate something towards things that inspire you, like Dreams and Special Projects you wish to plan for.*

*As such allocate that 20% evenly across dreams and special projects.*

*For those who want to allocate something towards dreams and special projects regardless of debt reduction lets meet 50/50 and allocate at least 10% towards debt detonation and 10% towards your dreams and special projects.*

## *“Don’t Think But Feel”*

*Bruce Lee*

Wealth building does not only involve quantitative factors but also qualitative factors too. Call them Psychological, Metaphysical or the Softer factors all these are qualitative in nature and you need both to build wealth. One of these imperative for wealth building is our ‘4 Cardinal feelings’ namely being grateful, loving, inspired and enthusiastic.

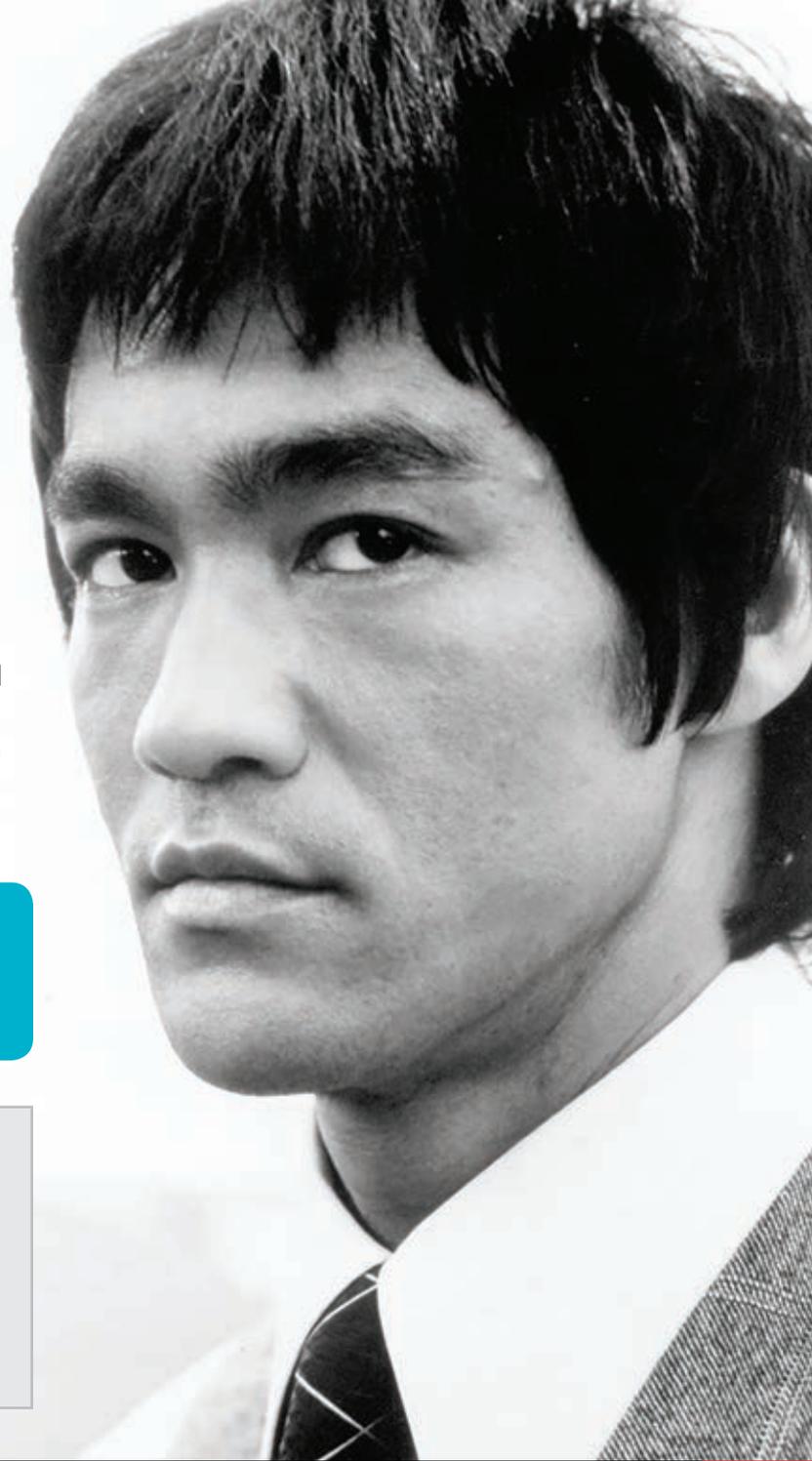


**Checkout** Check out this sound cloud clip at [www.fmgws.com.au/4-cardinal-feelings-essential-wealth-building/](http://www.fmgws.com.au/4-cardinal-feelings-essential-wealth-building/)



### *Tip 3 – Focus on the Client*

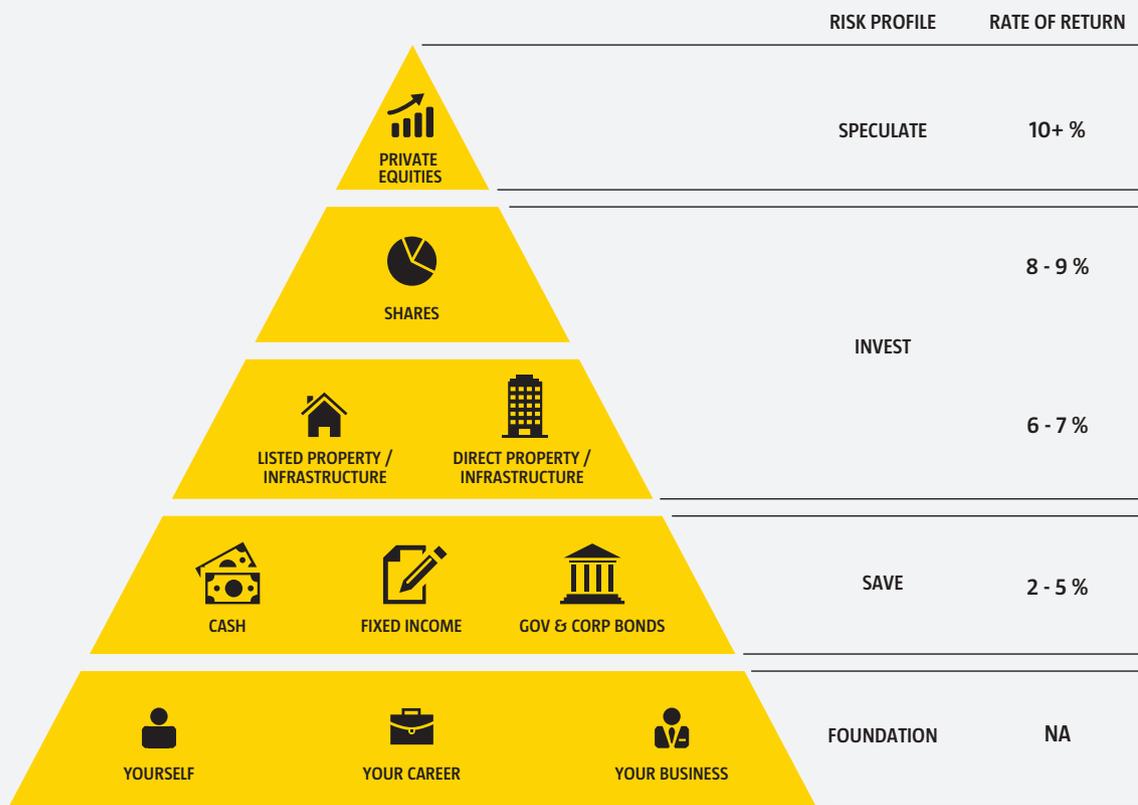
*When implementing a debt reduction strategy always focus on servicing the clients and the debt will go away rather than focusing on the debt where the clients may go away. What we focus on becomes our reality.<sup>1</sup>*



## Investment Pyramid Triangle “Investing for the Ages”

When creating and expanding your wealth, each step is a building block and the completion of each step becomes the foundation for the next. Be warned though, if the foundation of any level is not solid and well supported by the level below, eventually it will crumble.

Accelerating your wealth is achieved through an exact formula that is easy to follow and the results are whatever you want them to be. The figure below shows the “Investment Pyramid”, a tried and tested formula for investing.



## 1. Law of Compounding

Albert Einstein called compounding the eighth wonder of the world. Compounding means earning interest on interest.

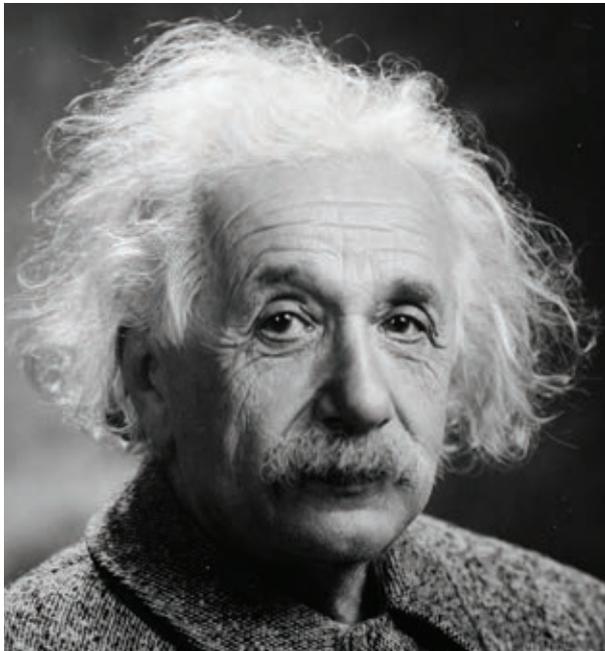
If you were offered two options of receiving \$3 million or receiving one cent doubling every day in a given month, which option would you choose?

You would be tempted to go for the \$3 million which would be true right up to day 29 with the one cent doubling every day reaching a balance of approximately \$2.7 million.

On day 30 though you would pull right past with a balance of approximately \$5.3 million.

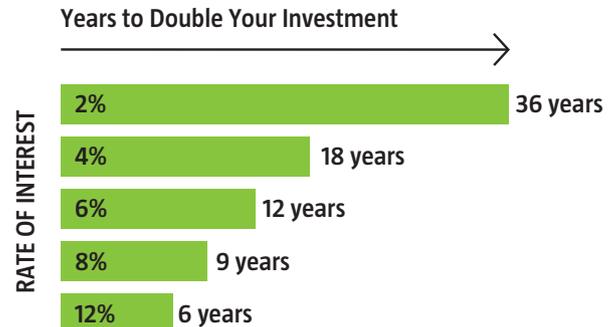
But on day 31, did you know you would end up with a massive \$10,737,418.24! That's more than three times the \$3 million offered on day one!<sup>5</sup>

The eighth natural wonder of the world – the law of compounding.



## 2. The Law of 72

This principle shows how long it takes for your money to double<sup>6</sup>! Just divide the interest rate into 72. For example, if you targeted a return of 8%, then divide 72 by 8 which equals 9 years for your investment to double.



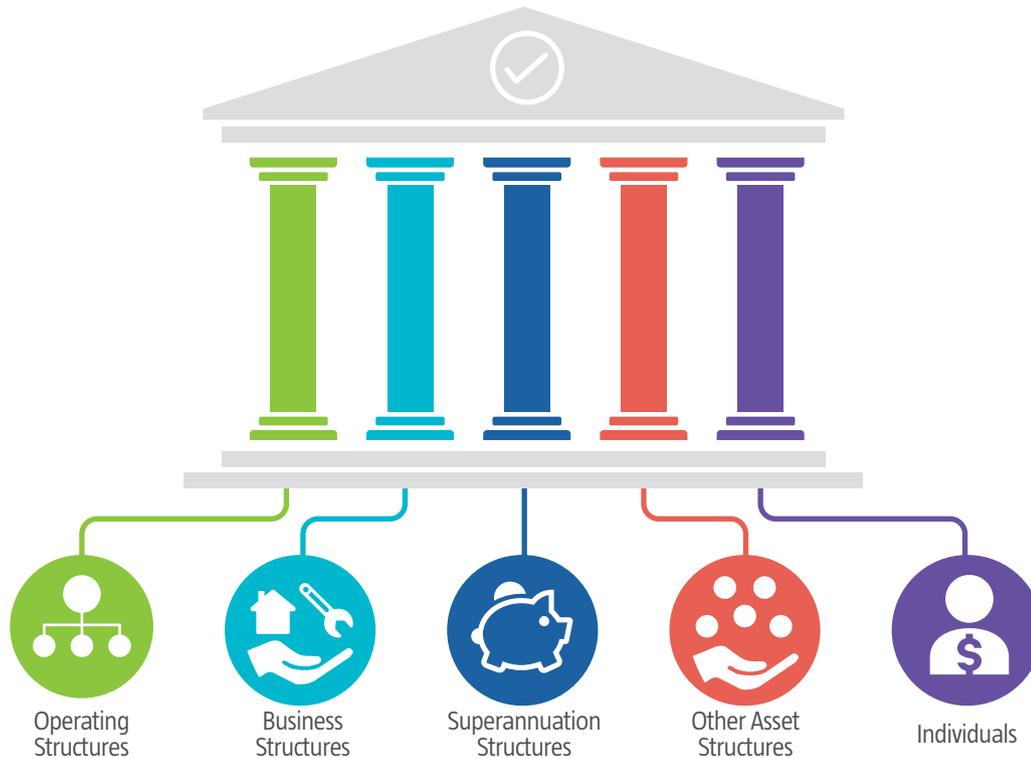
Formula:

$72 \div \text{Rate of Interest} =$   
Approximate years to double investment

*Space and Time is measured in multiples of "9" and Interest Rates are measured in Octaves "8". Therefore using the 'Rule of 72' divided by 9 = 8 which becomes a benchmark for net returns on investments.*

*"Compound interest is the eighth wonder of the world. He who understands it, earns it... he who doesn't... pays it." Albert Einstein*

## 5. Structuring



In collaboration with your advisers you need to develop integrated solutions that embrace asset protection principles and tax effective structures for creating, protecting and distributing your wealth.

We need to emphasise here quite strongly that your advisers refer predominantly to accountants, financial and legal advisers who have expertise in the area of structuring and the entities involved. Our experience here has shown best results are achieved when we blend strong financial advice and strategies together with accounting and legal specialists. This triangular approach serves the client's best interests.

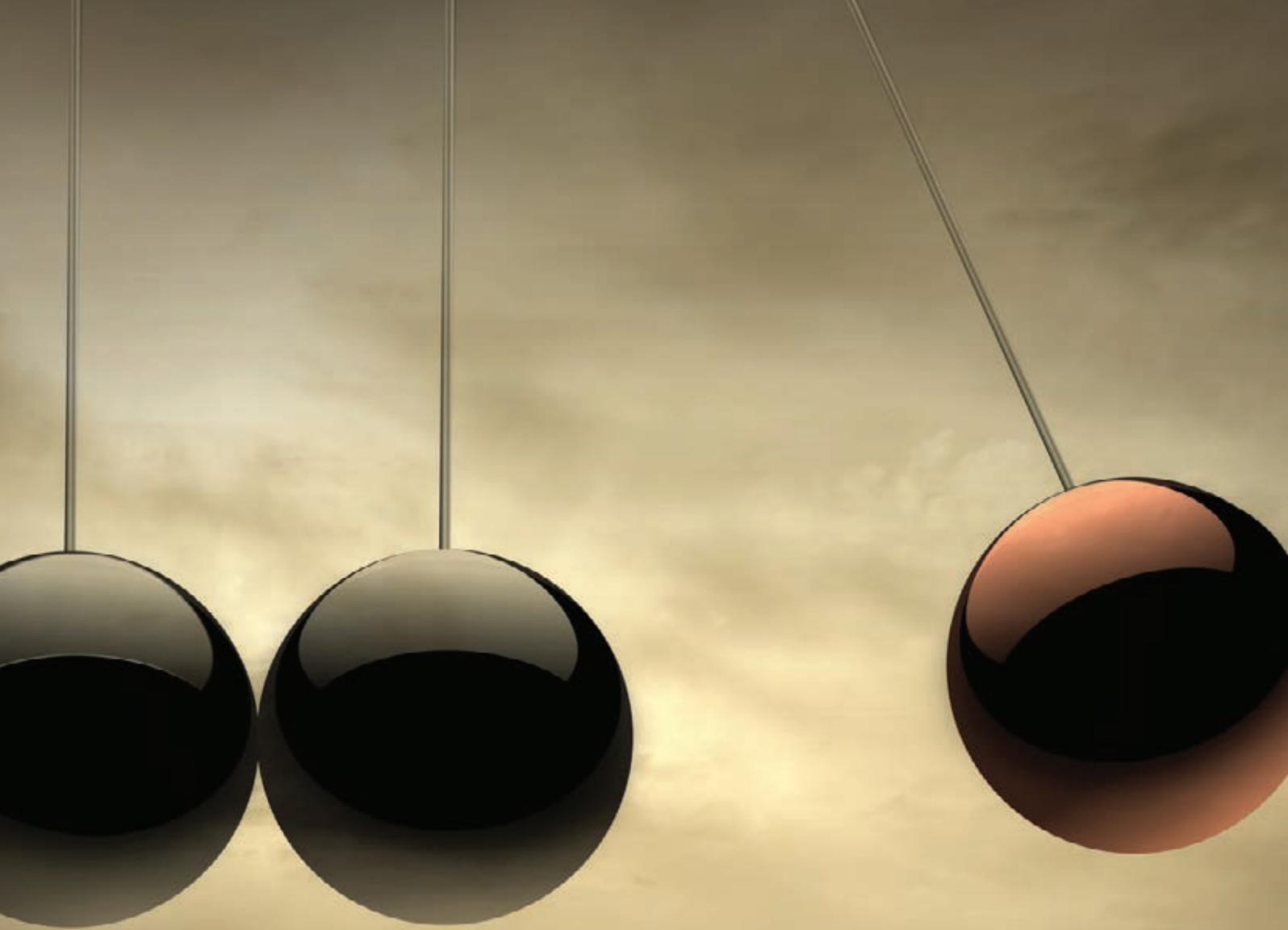
In the process of providing advice and strategies for you and your business we need to protect the wealth that you already have, protect the wealth you are going to create and to make

sure that what you work hard for is yours and only yours at the end of the day.

Why build your wealth when there is a risk of someone taking it away from you?

By structuring your assets for protection you also gain access to tax management strategies. We believe tax management is a by-product of asset protection. Effective strategies build in maximum flexibility for income distribution, which in turn can lead to tax efficiencies.

The above diagram shows the following structures in columns that refer to where a particular entity fits in.



*"If one advances confidently in the direction of their dreams, and endeavours to live the life which they have imagined, they will meet with a success unexpected in common hours." Henry David Thoreau*

*“Arthur has dedicated his life to helping individuals and business owners achieve what is truly important to them.”*

*Dr John Demartini*



*"Make the rest of your life the best of your life."*

ARTHUR PANAGIS

FOUNDER, AUTHOR, WEALTH COACH & STRATEGIST



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The AMP logo consists of the letters "AMP" in a bold, sans-serif font, followed by a stylized sunburst or starburst graphic.

# Thanks for Reading!



## **FMG** Wealth Strategists

**“Stay on Track...Your journey to financial mastery is just like a rocket heading into space, always self correcting to ensure it reaches its destination. It’s never a straight line. That’s where we can help, our wealth coaching is keeping you on track and strategically correcting at times when circumstances change.”**

**Book your 45 min complimentary Financial Wealth check to see how we can help you to reach your destination.**

**Contact Arthur on 08 7111 0022**