

MILITARY Millionaire

How You Can Retire a Millionaire and Live a Life of Wealth
(No Matter What Your Pay Grade) Using Special Military
Investment Benefits and a Proven Plan for Success

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Section 1

THE RIGHT MENTALITY

Can't wait to start building your net worth? If so, like most military members, you probably want an *action plan*.

I've created a free downloadable action plan that will guide you on this path. It will give you simple, actionable steps you can take each day with an easy system anybody can do. No matter how busy you may be or how many times you've failed to save money in the past, with this action plan you cannot fail. Just follow the simple tasks I give you each day.

Do that, and you'll soon be watching your net worth grow. You'll have the secure knowledge that your family's financial needs are taken care of for the future. And you'll start enjoying a life of options.

You ready? Go here to get your action plan now:

chrislehto.com/actionplan

INTRODUCTION

You can be rich while still devoting your life and career to your country. While there are no legitimate get-rich-quick schemes, this book's goal is to convince you there are get-rich-slow schemes. Time is money and as long as you use your time wisely, you can become financially independent.

It will take years but it is 100% achievable. It's just math. Once you get it set up, money will start doubling all by itself. No matter what amount you start with, if you double it enough times it will become a very large number. All you need is time and a little patience. I will show you how to drop budgeting and start saving money consistently.

The government offers amazing financial benefits to those who serve their country. Whether you are in the military, state department, or civilian core, you can save an additional million dollars by simply increasing your retirement investment returns. This book will show you how to maximize your returns using the outstanding Thrift Savings Plan (TSP). It will explain everything you need to know to maximize your Veterans Affairs (VA) loan benefits. Did you know you can buy up to a fourplex with no money down? Did you know you can buy more than one property with the VA loan or that you can decrease the funding fee by thousands of dollars? Are you interested in getting a 4% interest rate on your credit card for a year? Do you want to improve your credit or learn how to fund your children's college educations? This easy and quick read will logically explain everything you need to know to truly become financially independent.

After four years at the Air Force Academy and sixteen years in the Air Force as an F-16 fighter pilot, I have been able to grow my net worth to \$650,000. As long as I can maintain a 10% growth rate on my investments (which is less than what they've already earned the past twelve years), I will reach \$1M in four years, when I can retire from the military.

Yes, I am a well-paid O-5, but there is still no excuse if you are enlisted or a lower-ranking civilian. Cory Carmichael at the Luke AFB Family Readiness Center is a retired SMSgt with a net worth over \$1M, even though he didn't work any high-paying jobs after retiring from the military. He is financially independent and still working at the Family Readiness Center, teaching young airmen to start early. He used the principles in this book to save and maximize his investments. You can too. We both made mistakes along the way but still reached financial independence through a government career.

Adhering to the simple principles in this book will put you on the path to becoming a millionaire. It won't happen overnight, but it will happen. Even if you start late the best thing to do is just start. It all depends on you making the right moves and sticking to the plan. The first step is to take a few hours to read this book. The tips in this book will save you thousands of dollars in the next year and hundreds of thousands of dollars over your lifetime. Start believing it is possible because it actually is. Don't overthink it, just read the book and start acting. Good luck!

WEALTHY IS A MINDSET

In order to become wealthy, you must have the right attitude about money. You have to believe it is possible for you to be rich. Then, all you have to do is make it happen. At least you aren't holding yourself back.

I promise you can become a millionaire if you follow the basic principles in this book and have a long enough time frame. If you retire from the military, you are essentially a millionaire, already. You will get \$40,000 a year in income, roughly the same amount you would receive if you had one million dollars in the bank making a modest 4% return.

The pension is already worth a million dollars even if you don't count the amazing health care benefits. All you have to do is make it to 20 years of service. Of course, this is easier said than done. Only 12% of military personnel actually make it to 20 years of service. This small percentage shows just how difficult it is to serve a full career.

If you are one of the 88% who won't make it to 20 years, or are a civilian or in the reserves, then it is even more critical you follow the guidelines in this book because you won't have a pension to fall back on. You can definitely still make it to financial independence, but you have to start early and be more aggressive.

I want to be financially independent. To me, that means I don't have to work unless I want to. In order to reach this goal, I need another million dollars in assets at retirement. Another million dollars should return an additional \$40,000 a year for a combined yearly income of \$80,000. At \$80,000 a year in passive income, as long as my kids' colleges are paid for, I will consider myself financially independent. Even after I am financially independent, I will still work. Like everyone I know serving their country, I like to work and contribute to society. The only difference is it will be under my terms doing something I really want to do.

The simple reason you or anyone else is able to become rich is compounding interest. Albert Einstein said, “Compound interest is the eighth wonder of the world. He who understands it earns it. He who doesn’t pays it.” It’s not difficult to understand the basic concept of compounding numbers, but our brains are just not wired to fully appreciate the power of exponential growth. The good news is you don’t have to fully understand how it works to take advantage of the amazing benefits. However, you do have to internalize how important it is for your future wealth to adopt the right mentality. I will discuss compounding interest in more detail in the chapter *The Magic of Compounding Interest*.

If you can’t easily look at your money accounts and develop plans to grow them, then the first thing you need to address is your own attitude. You simply can’t get emotional about money. I do real estate as a hobby and I see people make terrible decisions all the time. They get emotional. Their “house is worth more” than the market is willing to give them. Houses are worth what people are willing to pay for them. If no one is going to pay that much for your house, then you are asking too much money. For emotional reasons, people will lose out on deals and never get to the table. They lose thousands of dollars because of some crazy idea based on feelings and emotions. Getting wealthy is a game. Nothing more. The goal is to get the highest net worth. If you make a mistake and your net worth goes down, so be it. Michael Jordan and Kobe Bryant didn’t quit when they missed a shot. They shot a hundred thousand more times. You have to be in the game making deals to actually learn how the system works. You have to be prepared to fail a little to learn how to get ahead. Don’t worry. As long as you prioritize growing your net worth, in the end, compound interest will ensure you are way ahead.

MONEY IS AN IDEA

Eighteen years ago my friend said, “I want my kids to grow up working so they can learn the value of a dollar.” This is the working-class attitude. Work hard, make a dollar, and earn a living. That is the value of a dollar. I understand the appeal, especially after spending 20 years in a military environment. We don’t want ourselves or our kids to be lazy ingrates. Working makes us tough and able to handle whatever life throws at us. Working hard to earn a living does make you appreciate what you have, but this mentality alone won’t make you wealthy. I have a friend who is a Physician’s Assistant. He makes over \$150,000 and yet can’t get a credit card because his credit is so bad. He lives paycheck to paycheck and can’t get his financial life on track because “Thinking about money makes me anxious.” His net worth is effectively negative. Meanwhile, as I’ll show you in this book, an enlisted troop in the military who focuses on long-term wealth accumulation can get wealthy off a fraction of the income. Both the PA and the enlisted soldier work hard and contribute to society but their approach to money will produce completely opposite outcomes. Even though the PA earns a high yearly income, he blows the money on things that will not get him rich.

Although your job income does have a direct impact on how much money you can save, they are not as linked as you may believe. My PA friend, for instance, saves no money. Your lifestyle always expands to the size of your paycheck. The more you make the more things you need. How do you think people like MC Hammer go completely broke? If you have a lower income, then you are also used to a lower quality of life. You don’t need a gold-plated toilet to be happy.

If you are comfortable spending \$3,000 a month to live a modest lifestyle, then you don’t need \$3 million dollars to be financially independent. You only need \$900,000 to earn the required income. If this sounds like a lot to accumulate right now, this book will show you why it isn’t. How hard do you think it will be for my friend, who somehow blows \$150,000 a