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 your money
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Deliberate steps along the road to wealth

WEALTH: *Singapore-based motivator helps people identify their gifts and build networks*

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Being wealthy is a dream for most people but the road to riches is so difficult that many lose the passion to follow their dreams. Roger Hamilton, who bills himself as Asia's leading wealth consultant, is ready to help Thai people discover their path to success.

Mr Hamilton, a charismatic motivational speaker in the mold of Anthony Robbins, will host the Stealth Wealth Weekend (SWW) seminar in Bangkok on Aug 30-31. The audience will hear about his own experience of wealth creation — which included losing some \$130 million through poor decisions in the first 10 years of his entrepreneurial career. Now he has nine businesses and is a self-made millionaire.

"To be rich, don't plan to succeed. Plan to fail," is one of his mantras.

The Singapore based organiser, Success Frontiers Pte Ltd, anticipates around 300 people, including those who fly in from other countries, will be willing to pay US\$500 each to find their own paths to wealth.

Mr Hamilton, 34, who has conducted 150 seminars in the past 12 months for 20,000 people in Asia, believes the key for success is not how to invest money but it was how to invest the time to make money.

In his best-selling book, *Wink and Grow Rich*, published in Singapore last August, he emphasises that a successful person should have a vision, clarity and focus about what they do.

Before embarking on the road to success, he suggests that each person evalu-

ate internal value by rating the passion, talent, knowledge, network, character and purpose of what he is doing.

Once the six criteria are rated with scores from 0 to 10, a person should concentrate on developing the areas where the the scores are lower and try to raise those scores to an even level.

"With different scores in each criterion, it is impossible that this wheel will move fast even if you put a lot of energy in it," he said during a visit to Bangkok to promote the August event.

He classifies people into eight groups based on their natural gifts: creators, stars, supporters, traders, deal-makers, accumulators, lords or merchants.

Once people know themselves and what they are good at, they should concentrate on exploring that area and trade their abilities with others in a network, such as the one established from participation in the weekend seminar.

Mr Hamilton says he has found the SWW events a powerful strategy to create a network of future connection as they are attended by people with different profiles, ranging from corporate chief executive officers to housewives to unemployed students.

"All people have something to offer to others. This type of business gathering will allow them to find the right match."

He said each participant would receive a "tool box" and a step-by-step plan to accelerate wealth, so no one need ever again ask which path they should walk.

Packed in the metaphorical tool box are the likes of a network creation strat-

egy, communication development and other essentials.

For Mr Hamilton, the creation of a wealth network is akin to having a railway station where trains are constantly arriving and departing, meaning that opportunities are always occurring.

In the communication area, he ranks skills in four levels: exchange, connect, motivate and inspire. At the exchange level, people just communicate for daily greeting with nothing valuable happened. Some useful relationships take place at the connect level while action occurs at the motivate level.

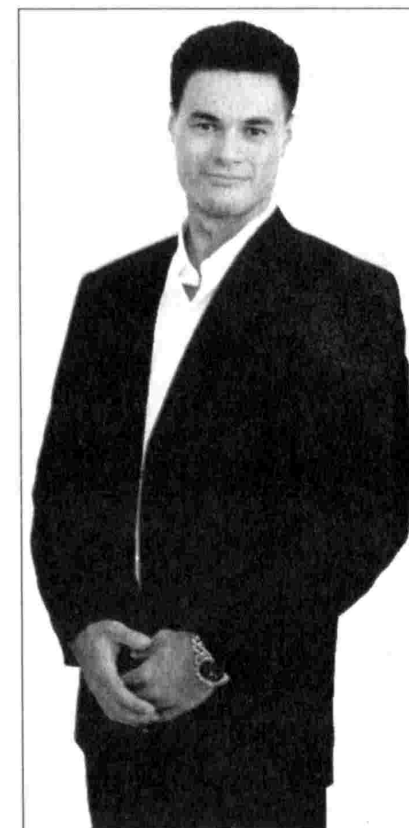
Mr Hamilton believes that people with skills at the "inspire" level — such as himself — are capable of achieving wealth as they have the ability to inspire people to work for them. "This is just a simple tool but it requires a lot of understanding. You have to decide which level you will choose to play."

After the weekend seminar, Success Frontiers will also organise monthly meetings in order to foster ongoing network creation among participants.

Mr Hamilton realises that not all people need his services but believes that people who are determined to be wealthy may need a wealth consultant.

"You can see from all top sportsmen — whether they are in football, tennis or basketball — they all have coaches. If you want to be successful, you will need one," he says.

◆ For more information, see www.rogerhamilton.com



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