

Beyond Wealth

The Roadmap to a Rich Life by Alexander Green

It's about looking beyond traditional measures of wealth to explore how a rich life is one of significance not just financial success.

Money creates wealth but so do character, conscience, attitude and wisdom.

First, when looking beyond wealth to overall success we look at:

Relationships -

One excerpt of this book details a Harvard study of 268 men from the late 1930s through their lives for 72 years in an effort to see if there is a formula for 'The good life'. Of the group, some were successful, and some were not and they all led varying lives from family, health, hobbies, accomplishments and so on - but in 2008 the researcher of the Grant Study confirmed based on all of their research and data there was one consistent factor for success human connections and relationships to people.- He said, "The only thing that really matters in life are your relationships to people." When looking back on your life, your most profound moments will be when you touched others or they touched you .

Then we dive into **guiding principles -**

Principles are the collective wisdom of our species. They tell us what is valuable and what is not. Principles of law safeguard our society, principles of health guide us on nutrition, scientific principles further technology, and spiritual principles guide our lives. Among varying beliefs systems and different societies, there is little disagreement on core principles: honesty, compassion, forgiveness, tolerance, perseverance, justice, humility, charity and gratitude. A life based on these is satisfying, but a life based on worship of anything else - money, looks, status, is all fleeting.

Trust -

Trust is confidence in an individual or organization - other people feeling good about relying on you and it's universally accepted as the test of good character. Each of us naturally gravitates away from individuals we can't believe or rely on and toward those we can. We all survive by selling a service or skill - and every 'sale' has 5 basic obstacles - no need, no money, no hurry, no desire, no trust. You may have all of these, but no trust taints all the rest. You may have the best product, great service, competitive pricing, mountains of supporting facts and figures, but if you don't command and deserve trust you will not enjoy long term success.

So with these 3 things in mind, relationships, guiding principles, and trust, you have a recipe for success. If you lead a life based on principles of honesty, compassion, forgiveness, tolerance, perseverance, justice, humility, charity and gratitude, where you value relationships and the human connection over all, you'll create well-earned and deserved trust leading you to long-term success.

Presented by Chrissy Amundson

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