

## *Would You Think and Do Things Differently if You Were a Millionaire?*

*Dear Reader,*

**H**ave you ever driven by a truly magnificent home and instantly fallen in love with it? Did it make you wonder what the owner did for a living? “How could they possibly afford such an expensive property?” you may have lamented.

Perhaps you just shrugged your shoulders and said, “Well, he’s probably a doctor, a lawyer, or a business owner. It sure would be nice to be able to afford something like that, but we’re just regular people.” With a tear in your eye, you drive away, dismissing the idea of ever of owning such a beautiful property.

*But wait a minute!*

Who said you can’t be wealthy, have the home of your dreams, and live like those people do? Where is it written? Who decides who lives in what kind of house and where, anyway? Are they any better than you? Do they deserve it more than you? Do they know something you don’t know?

*Have you ever asked how and what they think?*

Did you grow up believing that all you needed to do was get a good education and a good job with good benefits, and you’d be set for life? That’s exactly what most people have done, but

it didn't create for them the lives they really wanted. Instead, they got deeper in debt and stressed out, and don't really like their jobs—for one reason or another. Many even blamed others for their situation.

*But it doesn't have to be that way!*

### **So Why Aren't More People More Successful?**

First of all, let's define success. Ask anyone who has achieved outstanding success and they're likely to tell you that it's the *progressive* realization of a worthwhile dream, goal, or objective. But they'll also tell you it's more than that—good health, peace of mind, caring relationships, personal fulfillment, and financial freedom. Success is a journey, not a destination. It's not an end point. The journey is the success! It's a lifelong process—a continuum.

Some people think that when they attain this or that, then they'll be successful and happy; they will have arrived. The trouble is, when they get there, it may be great for a little while, but the feeling always goes away. It's as if something were missing—and it is! We're like fruit that's ripe. When it stops growing, it starts to rot. We're either progressing or falling behind. Maintaining the status quo really means we're losing ground because time is marching on.

There are some basic truths that determine the degree to which people succeed. First of all, if we want to be more successful, we need to wholeheartedly embrace the idea—the *thought*—of being more successful. No one else can do our thinking for us.

Have you ever heard anyone say they're a victim of circumstances? While, at times, this may appear to be the case, the true champions in life don't use circumstances to excuse themselves from accomplishing things. They rise above their circumstances. They know they are totally responsible for their lives, and they take charge.

Achieving ongoing success requires continuous properly directed thinking and effective use of our minds, at which most

people, unfortunately, are woefully unskilled. Most people's thinking is not proactive, but more like background activity and mostly reactive. Instead of being focused on getting better results, they expend much of their time and energy "putting out fires." They're like a hamster running in a caged wheel—working like crazy but getting nowhere. Most people think semiconsciously nearly all the time, operating out of habit. They think the same thoughts, do the same things, and, therefore, keep getting the same results. Their attention is undisciplined and not sharply focused on what they want. But success isn't going to be handed to us. Our quest must be deliberate and sustained.

*So how can this be done?*

### **Change Your Thinking and You'll Change Your Life!**

Have you ever wondered why most hardworking people never seem to get ahead or really accomplish much of any significance? Have you noticed that this scenario generally continues for the rest of their lives? Have you also noticed that there are some people who don't seem to work hard at all, yet they're always on top of the world? They keep having success after success throughout their lives, and always seem to have smiles on their faces. Doesn't this remind you of the expression, "The rich get richer and the poor get poorer"?

*But why is that?*

How people live and what they accomplish is primarily the result of their thinking, and the actions they take based on those thoughts. Once a thought or idea enters the mind, it is forever changed. As the Scriptures say, "As a man thinketh, so is he." When that thought or idea is acted upon, the person's life is also forever changed.

Once you think a new thought about improving your life and take action on it, you immediately start living at a higher level. From then on, your new level of awareness tells you anything less is undesirable. You're no longer able to accept the status quo. Maybe that's why you're reading this book. You've

had quite enough of the way things have been going and you've chosen to improve them.

*Will your boss help you do that?*

**This Book Won't Help You Either, Unless...**

...you're willing to take action on what it teaches. No! Let me rephrase that. It won't help you one iota unless you *take action*. Just being *willing* to take action won't cut it. You *must* take action! When you do, your life will start changing, and one positive thing will lead to another. When successful people don't like the way something is, they change it. They don't wallow in self-pity; they don't whine or complain; and they don't make excuses. They get on with it.

The purpose of *The Parable of the Homemade Millionaire* is to teach you how to use your mind more effectively, and encourage you to find a mentor or leader—so you can create the life you want—sooner rather than later. These ideas have been used by the most successful people in the world, including many who conduct their businesses from the comfort of their own homes. But they won't impact your life until you start applying them, while building relationships with people who are where you want to be—people who have created a lifestyle that supports doing what's on their hearts to do. After all, you become like the people you associate with.

*Welcome to the neighborhood of homemade millionaires!*

All things grow with love,

*The Publisher*

PS. This is one of the most compelling manuscripts we've ever published. Apply and share its life-enhancing, to-the-core-of-success secrets with others, and you, too, could become a homemade millionaire.

Foreword by Charlie “Tremendous” Jones  
Speaker and Bestselling Author of *Life Is Tremendous*

# The Parable *of the* Homemade Millionaire

17 Secrets for Waking Up the  
Incredible Success Genius Within

Bryan James

A ***Possibility Press*** Book

# The Parable *of the* Homemade Millionaire

**17 Secrets for Waking Up the  
Incredible Success Genius Within**

**Bryan James**

Copyright © 2006 by Possibility Press & Bryan James  
ISBN 0-938716-64-6

1 2 3 4 5 6 7 8 9 10

All rights reserved, including the right to reproduce this book or portions thereof in any form or any means, electronic or mechanical, including photocopying, recording, or by information storage retrieval system without written permission from the publisher, except for the inclusion of brief quotations in a review. All rights are also reserved for translation into foreign languages. No liability is assumed with respect to use of the information herein.

Published by **Possibility Press**  
info@possibilitypress.com

Manufactured in the United States of America

# *Dedication*

To everyone with the wisdom and courage to create a better life by following the guidance of those who have...and then sharing it with others.

# *Acknowledgment*

Thanks to my loving wife, Jeanne, who encouraged me to write this book to help others.

I thank God, for without him, this book would not have been possible. I thank Him for helping me not only go through but, more importantly, grow through so many challenges in business and in life. He molded me so I could share more effectively with others and, hopefully, make a bigger difference. Maybe you'll allow Him to do the same for you.

A special thank you to the staff at Possibility Press for believing in me, and sharing my passion for helping others succeed. Their relentless creative, editorial, and design work resulted in more than I could have ever imagined. Without them, this book would not exist.

*“‘B*ecoming  
*aware of*  
*information now*  
*outside our frame*  
*of reference can*  
*open up a whole*  
*new world to us.’”*

—Zors

# *Contents*

Foreword	<b>A Tremendous Message!</b>	11
Chapter 1	<b>Setting the Stage</b>	13
Chapter 2	<b>The First Meeting</b>	17
Chapter 3	<b>Coming Together as Friends</b>	23
Chapter 4	<b>What's Out There?</b>	27
Chapter 5	<b>The Inside Story</b>	33
Chapter 6	<b>What's a Locus of Control?</b>	37
Chapter 7	<b>The Magic Wand</b>	43
Chapter 8	<b>The Process and How It Works</b>	51
Chapter 9	<b>The Creative Subconscious</b>	63
Chapter 10	<b>Coming to Fruition</b>	73
Chapter 11	<b>Ah, Sleep, Sweet Sleep...</b>	77
Chapter 12	<b>The Gift of Challenges</b>	83
Chapter 13	<b>It's Been There All Along...</b>	91
Chapter 14	<b>Five Percenters Make Things Happen!</b>	95
Chapter 15	<b>More of What Five Percenters Do...</b>	101
Chapter 16	<b>The Magic of Sharing</b>	109
Chapter 17	<b>Twelve Miracles a Day</b>	115
About the Author	<b>Who Is Bryan James?</b>	120

# *A Tremendous Message!*

In *The Parable of the Homemade Millionaire*, Bryan James gives us a sterling example of the potential that lies within us all—and how it can be nurtured by a caring mentor and friend.

This exciting little book shares a BIG liberating message that teaches us how to rise above the hum-drum everydayness of the workaday world. It illustrates that great opportunity can be found in the books we read and the people we meet.

As I've experienced, you'll be the same in five years as you are today except for the books you read and the people you meet. The person who shared this book with you could be someone like Zors, the Homemade Millionaire, or lead you to someone like him. Keep this in mind as you read the story. This person could open up a whole new exciting world to you, and you could make the positive changes you want in life just like Jonathan, Zors' mentee, did.

If you want some things to change in your life, you need to change some things in your life! So start using the life-changing ideas in this great little book to build a better life for yourself and your family— you'll be glad you did.

Thank goodness you have the chance to read this tremendous book. Remember, life is tremendous when you seize a good opportunity and make the most of it

Tremendously,



---

Charlie "Tremendous" Jones  
Speaker and Bestselling  
Author of *Life Is Tremendous*

“Associate  
yourself  
with people of  
good quality...for  
'tis better to be  
alone than in bad  
company.”

—George Washington

—Chapter 1—

## *Setting the Stage*

I didn't know it at the time, but we were about to meet two of the most important people of our lives. On that crisp, beautifully sunny fall day, my wife, Jennifer, and I noticed new neighbors moving in. We were trying to imagine what they'd be like, but we never could have guessed how much our relationship with them would dramatically change our lives. We also didn't know that their choice of that particular property was not just a chance occurrence!

We were an average, hardworking couple with two kids, yearning for a better life. Like most people, we were slogging back and forth to work, putting our time in, looking forward to weekends, thinking we were doing okay. But all we could seem to do was barely make ends meet, while getting deeper in debt.

Like most people, we were taught that if we got good educations and good jobs with good benefits, we'd be set for life. But it just wasn't working out that way. After being on the job scene for over a decade, we honestly thought we'd be further ahead. Jennifer was a nurse and I was an editor at a publishing house. However, our jobs, and the stress that went along

with them, had become quite frustrating. All of it was starting to get us down, and it was tiresome always having someone else tell us what to do.

As the middle-aged couple, Michael and Ruth Zors, moved in next door, Jennifer and I were curiously watching from our living room window. There were only a few initial clues telling us what kind of people they were, but it was obvious they were affluent. The house was somewhat secluded, surrounded by some of the most beautifully landscaped acreage you could ever imagine. It was also the biggest, nicest house in the neighborhood, and their furniture appeared substantial and elegant.

It didn't look like they had any children still living at home, but they were certainly young enough to be vital and actively productive. Before we could observe much more, however, the movers were done and the couple had disappeared into their new home. It wasn't until the following day that we would discover who they were.

*“Like most people, we were also taught that if we got good educations and good jobs with good benefits, we’d be set for life. But it just wasn’t working out that way.... Our jobs, and the stress that went along with them, had become quite frustrating. All of it was starting to get us down, and it was tiresome always having someone else telling us what to do.”*

—Jonathan Weatherby

*“The house is exactly what they were looking for. It’s a very classy home, but not ostentatious. Zors is a pretty humble guy, even though I believe he probably has enough money to buy the entire town—and then some!”*

—Mark Webster

—Chapter 2—

## *The First Meeting*

**T**he next day, we felt compelled to go next door and meet our new neighbors. A well-dressed woman who looked to be in her mid- to late-forties answered the door.

“Hello, we’re your next-door neighbors, Jonathan and Jennifer Weatherby. Welcome to the neighborhood!” I offered, smiling.

She smiled back and extended her hand to shake ours, “Well, thank you very much. I’m Ruth Zors and it’s nice to meet you. Please come in. I’ll get my husband.”

We were escorted into the living room, which seemed way too orderly for people who had just moved in the day before. Ruth left us alone and went to find her husband. In the short time Ruth was out of the room, Jennifer visually absorbed as much as possible. I was less interested in the surroundings, as I was trying to remember where I had heard the name Zors. Somewhere, in the back of my mind, I knew I had heard it before and had a good feeling about it. But I couldn’t remember the details.

“Hello,” her husband said suddenly, shaking me out of my contemplation, as he walked into the room. “I’m Michael

Zors, but everyone just calls me Zors. Ruth tells me you live next door.”

“Yes, we’re Jonathan and Jennifer Weatherby,” I responded. After we shook hands, Jennifer handed Ruth the pie she had baked for them.

“It’s apple,” Jennifer said, beaming. “And it’s homemade. We thought you’d enjoy it.”

As Ruth was thanking us, Zors chimed in “Wait a minute, this pie is round. I thought *pie* are squared!”

Obviously this was a mathematical joke, but it caught us off guard. Finally, thinking this man’s quite the intellect, and a comical one at that, we forced a chuckle as Ruth saved the moment.

“Don’t mind him,” she said, “he’s had a weird sense of humor most of his life.” Now we really laughed, and knew, somehow, that this was going to be a unique relationship.

“Well, we don’t want to keep you,” I said. “You probably have a lot of work to do and we’ve got to get going anyway. We’re driving across town to visit some friends. And with my sense of direction, the trip could take all day!”

“Now that’s an affirmation that will serve you well,” Zors said with a laugh. “Well, it was kind of you to stop over. It’s been great meeting you. I hope we’ll get to spend more time with you.”

“I’m sure we will,” I responded. “Have a nice day.”

As we left and started walking back to our house, I turned to Jennifer and asked, “Wasn’t that a little strange?”

“What do you mean?” she said. “I thought they were nice.”

“Yes, but what was that pie (pi) joke all about? Is this guy a brain or something—not to mention the affirmation that will serve you well?”

Before Jennifer could answer, we saw a familiar car pull into the Zors’ circular driveway. Jennifer went back into the house to get ready to leave for our appointment. “Mark,” I yelled as I walked towards him, “what are you doing here?”

“I’m here to see Zors.”

Mark and Connie Webster were longtime friends of ours and, all of a sudden, seeing them reminded me of where I had heard the name *Zors*.

“Hold on a second. Is this the Zors you’re in business with?” I asked. “Does he own the business you shared with me last year that I said ‘no’ to?”

“Sure,” he laughed, “how do you think he knew this property was for sale?”

All at once, several questions went rushing through my brain, but I didn’t know which to ask first. Before I opened my mouth, Mark continued, “When Connie and I were over at your house for dinner a while back, I noticed that this place was for sale, so I told Zors about it. How does it feel, so far, to live next to the smartest, kindest, most caring couple in the world?”

“In the world? What do you mean?” I asked, “Hold on a minute; I’ve got some questions for you!”

“Go ahead, but I’m in a little bit of a hurry though,” he said.

“First of all, why would this guy move here? True, it’s the nicest house in the neighborhood, but the owner of a huge international business could well afford something even bigger. And secondly, why do you think they’re the smartest, kindest, most caring people in the world? I just met them and, frankly, I wasn’t impressed. Actually, I thought he was a little offbeat. None of this makes any sense.”

Mark was really smiling by now. “Reserve judgment on him for a while. When you get to know him, you’ll understand.”

“Fair enough, but why did they choose *this* particular property?” I asked.

“The house is exactly what they were looking for. It’s a very classy home, but not ostentatious. Zors is a pretty humble guy, even though I believe he probably has enough

money to buy the entire town—and then some! In fact, he and Ruth operate a charitable foundation to help those who can't afford expensive medical procedures.”

“But why not show off a little? After all, he earned it. Why not enjoy his success?”

“Oh, he enjoys it alright,” Mark said, “but it's always good to be humble and thankful for your success. That's how Zors is, anyway, and Ruth too.”

“Well, Zors fascinates me the most, I've got to admit. What's he really all about?”

Mark looked pensive for a moment and finally said, “I don't think I could do him justice if I tried to explain him to you. You really need to get to know him yourself. All I'll say is that he has positively impacted my life in a big way. Believe me, your new neighbor and his wife are very special people. I would imagine you and Zors will see a fair amount of each other—that is, if you're as fortunate as I am.”