



March 19th, 2023

<<First Name>>,

When you are trying to GET wealthy, you are focused on accumulation and growth. But when you are trying to STAY wealthy, that's a different game. 6 Tips I give to our entrepreneurial client families:

1. Stay active and never completely retire. Stay engaged, keep creating, serve on boards, mentor others, find ways to utilize your experience and wisdom to remain valuable.
2. Keep investing: Don't throw in the towel on growth and move to only "safe" investments. Inflation is real and the value of your money needs to keep pace. Keep your growth mindset.
3. Avoid overinvesting in one place. Concentration builds wealth, but diversification preserves it. Now that you've acquired a lot of wealth, people will come out of the woodwork with big ideas for your money. Do not bet the farm and risk losing it all. You don't need to start over again.
4. Network with other very successful people: Wealthy people spend time networking and connecting with others who are wealthy, but also have drive, talent, purpose, and character.
5. Avoid overspending: It's easy to justify every big purchase, but eventually, the overspending will catch up with you. Don't drastically change your lifestyle overnight just because you had a nice business exit.
6. Surround yourself with a high caliber team of experts: Laws and rules are constantly changing. You are wealthy enough to not be a DIY financial and legal team alone. Get a team of experts in your corner to help give objective advice when you need it.

Your investing/financial success is NOT determined by your gross income or your net worth. Your wealth is built and maintained by your behavior and your choices. It's also the people you take advice from.

Making more money does not make you smarter with money. It's the other way around: becoming smarter with money will likely bring more money to you.

There are a million ways to get wealthy, but only one way to STAY wealthy: DISCIPLINE!

As always, if you have any questions or would like to discuss your investment strategy further, please don't hesitate to reach out to my [PACIFIC CAPITAL](#) team.

[CLICK HERE](#) to schedule a conversation!

Sincerely,

J Jim

"They truly care about their clients and it shows. They are responsible with their fiduciary duties to their clients and I couldn't recommend a business any stronger than I recommend Pacific Capital."



Schedule a Call

Refer Someone